



# Investor Presentation

**Q4 2021**

*February 24, 2022*



# 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. 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. 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 more fully described in the "COVID-19 Business Impacts and Related Risks" and the "Risks and Uncertainties and Forward-Looking Information" sections of our Management's Discussion & Analysis for the year ended December 31, 2021 (the "2021 MD&A"), and 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.*

*In this presentation "Q1" refers to the three-month period ended March 31; "Q2" refers to the three-month period ended June 30; "Q3" refers to the three-month period ended September 30; "Q4" refers to the three-month period ended December 31; "2021" refers to the calendar year 2021; and "2020" refers to the calendar year 2020.*

*In this presentation we use a number of performance measures that are not defined in generally accepted accounting principles ("GAAP") which follow the disclosure requirements established by National Instrument 52-112 Non-GAAP and Other Financial Measures Disclosures, to measure, compare and explain the operating results and financial performance of the Trust (collectively, the "Non-GAAP Financial Measures").*

*These Non-GAAP Financial Measures do not have standardized meanings prescribed by GAAP and, therefore, may not be comparable to similar measures used by other issuers. The Real Property Association of Canada ("REALPAC") issued white papers with recommendations for calculations of Funds from Operations ("FFO") and Adjusted Funds from Operations ("AFFO") (the "REALPAC Guidance"). Our FFO definition is substantially consistent with the definition adopted by REALPAC. Please refer to the "Additional Information on Non-GAAP Financial Measures" section of this MD&A for details. As part of our financial covenants reporting, we present AFFO in accordance with the definitions used in our credit agreements. This definition differs from the definition in the REALPAC Guidance.*

*In this presentation we use various financial metrics and ratios in our disclosure of financial covenants. These metrics are calculated in accordance with the definitions contained in our credit agreements and the trust indenture governing our outstanding debentures and may be described using terms which differ from standardized meanings prescribed by GAAP. These metrics may not be comparable to similar metrics used by other issuers.*

*Specified financial measures are categorized as non-GAAP financial measures, non-GAAP ratios, supplementary financial measures and capital management measures as follows:*

## **Non-GAAP Financial Measures**

*Funds from operation ("FFO") and Internal Funds from Operations, ("IFFO"), Adjusted Funds from operations ("AFFO") including per unit amounts ("PU"), Earnings before interest, tax, depreciation and amortization ("consolidated EBITDA" or "EBITDA"), Adjusted Resident Revenue, Adjusted Direct Property Operating Expense, Consolidated Interest Expense, Adjusted Consolidated Gross Book Value of Assets, Book value of assets, Gross book value adjustment on IFRS transition, Adjustment for accumulated depreciation and amortization, Aggregate Adjusted Assets, Payment of cash distributions and Amortization of finance costs and fair value adjustments on assumed mortgages, Finance cost reserve and Proforma adjustments.*

## **Non-GAAP Ratios**

*Debt Service Coverage Ratio, Interest Coverage Ratio, Total Leverage Ratio, Adjusted Consolidated Unitholders' Equity Ratio, Secured Indebtedness Ratio, Unencumbered Property Asset Ratio, Consolidated EBITDA to Consolidated Interest Expense Ratio, Indebtedness Percentage, Net Debt to Adjusted EBITDA Ratio, Payment of Cash Distributions, Expected Unlevered Yield and Coverage ratio.*

## **Supplementary Financial Measures**

*Net Operating Income ("NOI"), Adjusted NOI, Adjusted Development Costs, Lease-up-Losses, Estimated Stabilized NOI, Unencumbered Property Asset Value and Unencumbered Aggregate Adjusted Assets*

## **Capital Management Measures**

*Liquidity, Imputed Cost of Debt, Total Equity, Regularly Scheduled Debt Principal Payments, Consolidated Indebtedness, Secured Indebtedness, Unsecured Indebtedness, Investment restrictions*

*Please refer to the "Additional Information on Non-GAAP Financial Measures", "Consolidated Results of Operations – FFO", "Significant Events – Development – Expected Unlevered Yield, Development Lease-up-Losses and Imputed Cost of Debt", "Consolidated Results of Operations – Adjusted Resident Revenue, Adjusted Property Operating Expenses and Adjusted NOI" and "Liquidity and Capital Resources – Financial Covenants" sections of our 2021 MD&A for details on these measures.*

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# Chartwell at-a-Glance

<b>Unique Value Proposition</b> <ul style="list-style-type: none"> <li>Exceptional resident experience that is personalized, memorable, and feels like home</li> </ul>	<b>Growth</b> <ul style="list-style-type: none"> <li>Development &amp; Acquisitions Pipelines</li> <li>Strategic partner relationships</li> </ul>	<b>Execution Capabilities</b> <p>Fully-Integrated National Operating Platform</p>	<b>ESG</b> <ul style="list-style-type: none"> <li>Positive societal impact</li> <li>Leader in corporate governance</li> <li>Diversity and inclusion</li> </ul>	<b>Large Employer</b> <p>~16,000 Dedicated Employees</p>
<b>Scale and Focus</b> <ul style="list-style-type: none"> <li>195 Residences <sup>(1)</sup></li> <li>30,331 Suites/Beds <sup>(1)</sup></li> <li>Upscale, Mid-market, Urban, Suburban</li> </ul>	<b>Revenue <sup>(2)</sup></b> <p><b>\$980.0M</b></p>	<p>making people's lives <b>BETTER</b></p>	<b>Adjusted EBITDA <sup>(3)</sup></b> <p><b>\$232.9M</b></p>	<b>Occupancy <sup>(4)</sup></b> <p><b>78.7%</b></p>
<b>Market Capitalization <sup>(5)</sup></b> <p><b>\$2.8B</b></p>	<b>Liquidity <sup>(6)</sup></b> <p><b>\$438.9M</b></p>	<b>Unencumbered Assets <sup>(7)</sup></b> <p><b>\$997.8M</b></p>	<b>Net Debt to Adjusted EBITDA <sup>(3)</sup></b> <p><b>10.1</b></p>	<b>Interest Coverage Ratio <sup>(3)</sup></b> <p><b>2.8</b></p>

<sup>(1)</sup> Includes owned operating, development properties and properties and developments under management as at December 31, 2021.

<sup>(2)</sup> 12 months ended December 31, 2021, including adjustments related to our equity-accounted joint ventures and other income.

<sup>(3)</sup> 12 months ended December 31, 2021, including proforma adjustments. Refer to the "Supplemental Information" section on page 28 of this presentation.

<sup>(4)</sup> Same property portfolio for the three months ended December 31, 2021.

<sup>(5)</sup> Trust Unit price \$11.82 at December 31, 2021.

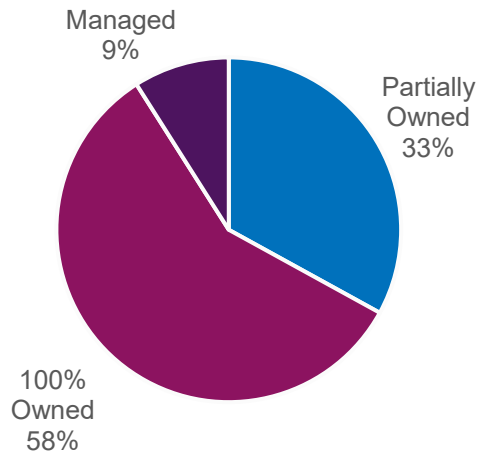
<sup>(6)</sup> Includes cash and available credit facilities at December 31, 2021.

<sup>(7)</sup> Represents value of 36 properties.

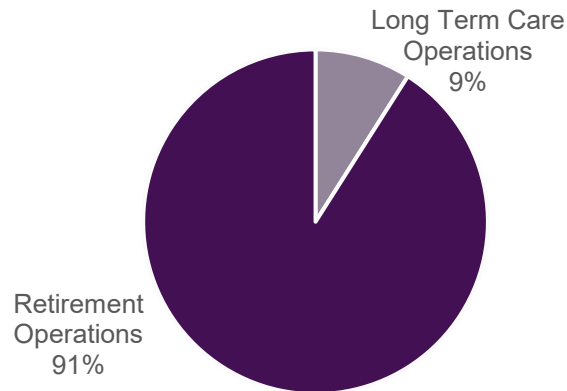


# Chartwell at-a-Glance

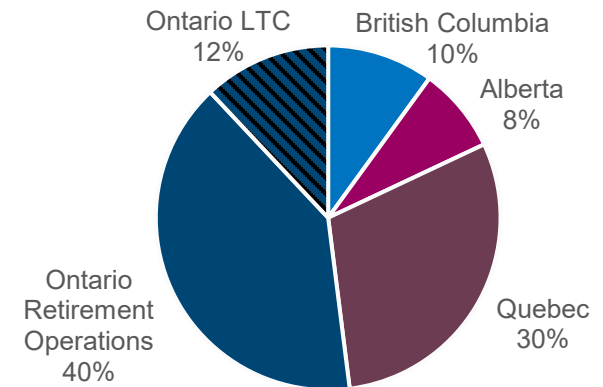
**Ownership Interest <sup>(1)(2)</sup>**



**Adjusted NOI <sup>(3)</sup> by Operating Segment**



**Geographic Location <sup>(1)</sup>**



- Urban and Suburban
- Upscale and Mid-Market
- Own, Operate, Build
- Market leader in four most populous provinces

**Leader in each of its markets <sup>(4)</sup>**

Province	Share of Market
Ontario	15%
Alberta	11%
Quebec	7%
British Columbia	7%

(1) Based on number of suites/beds as at December 31, 2021, at Chartwell's share of ownership interest. Excluding development properties and development properties by Batimo.

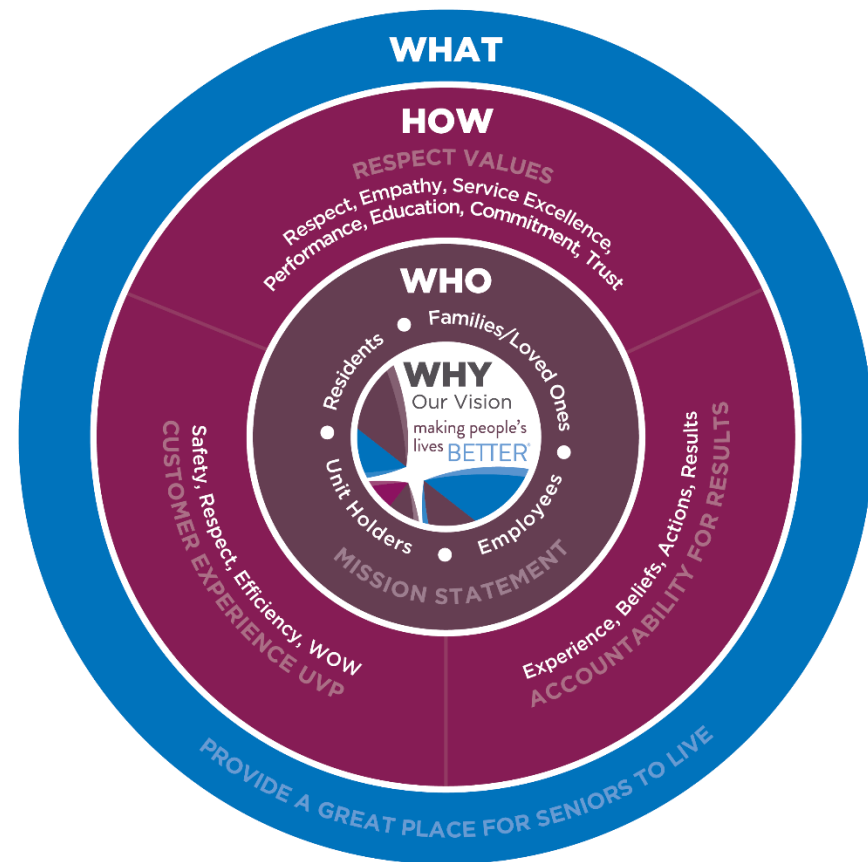
(2) Minimum ownership of partially-owned properties is 42.5%.

(3) Adjusted NOI % represents Chartwell's share of ownership interest for the 12 months ended December 31, 2021.

(4) Ratio of Chartwell-operated suites to total retirement suites inventory as reported by CMHC in their Seniors' Housing Survey (2021).

# Why Chartwell?

## Our Why



# Why Chartwell?

## Strategy

### Chartwell's Strategy Statement

In 2025, we will achieve  
**Employee Engagement** of 55% (highly engaged),  
**Resident Satisfaction** of 67% (very satisfied),  
and same property  
**Occupancy** of 95% to drive strong **IFFOPU** growth by providing **exceptional resident experiences** through **personalized services** in our **upscale** and **mid-market** residences in **urban and suburban** locations.

**Employee Engagement** – Only highly engaged employees go above and beyond to deliver exceptional resident experiences fulfilling our vision of Making People's Lives Better and driving high resident satisfaction scores.

**Resident Satisfaction** – Very satisfied residents are more likely to be ambassadors and recommend their residence to their friends.

**Occupancy** – High employee engagement, resident satisfaction, and positive industry fundamentals will drive growth in same property occupancy to 95% in 2025.

**IFFOPU** <sup>(1)</sup> – Occupancy growth will translate to IFFOPU growth.

**Exceptional Resident Experience** – We achieve our goals by providing personalized services in line with our standards of Safety, Respect, Efficiency and WOW.

**Personalized Services** – We treat each resident as a unique individual, we get to know them even before they come to live with us, and we tailor our service offering to their preferences and needs.

**Upscale and Mid-market** – We will not operate residences with no or very limited services, nor those with premium upscale service levels.

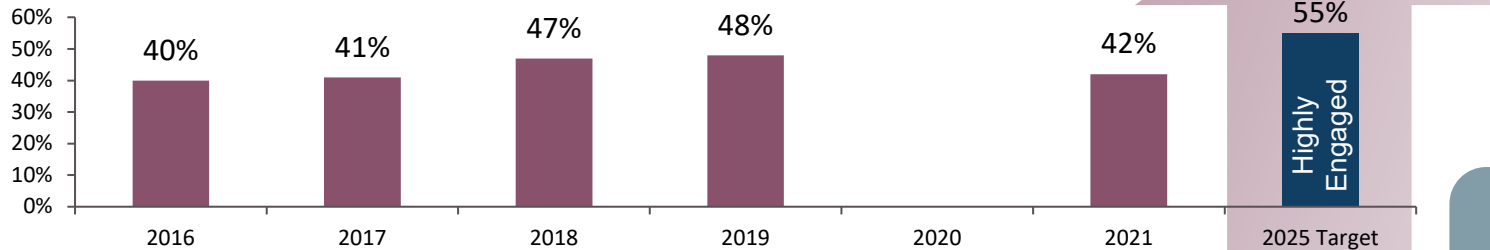
**Urban and Suburban** – We only operate residences in areas with populations over 25,000 within a 10km radius and stabilized annual Net Operating Income of over \$1M.

(1) IFFOPU = Internal Funds from Operations per Trust Unit.

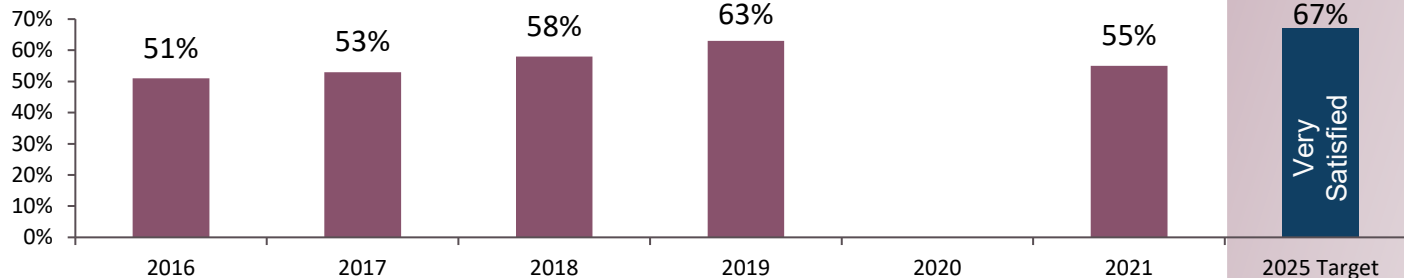
# Why Chartwell?

## Strategy Scorecard

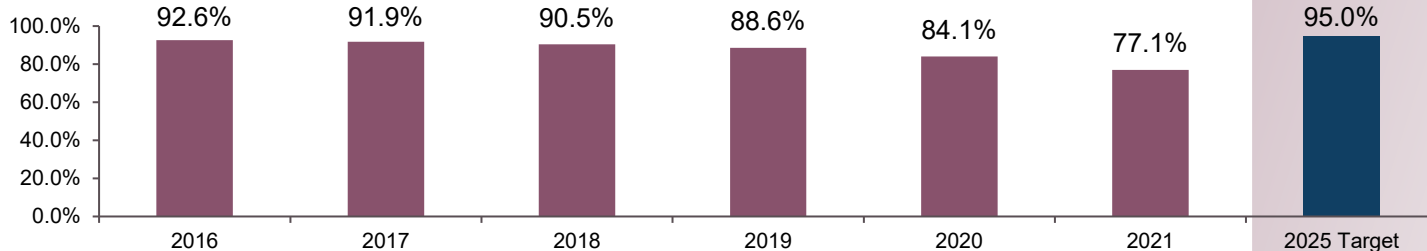
### Employee Engagement <sup>(1)</sup>



### Resident Satisfaction <sup>(1)</sup>



### Retirement Same Property Occupancy <sup>(2)</sup>



1 pp ↑ in  
occupancy  
=  
\$9.0M or  
4.0¢ per unit  
of  
incremental  
revenue

(1) In 2020, a modified survey was conducted, and results are not comparable to prior periods; therefore, they are not presented.

(2) Same property Retirement Operations as defined in each year.



# Why Chartwell?

## Execution



INSPIRE



# Why Chartwell?

## Leadership & Governance

Chartwell's Board Members		Relevant Experience	On Chartwell's Board since <sup>(5)</sup>
	Michael D. Harris <sup>(1)</sup> (Chair)	<ul style="list-style-type: none"> <li>❖ Senior business advisor at Fasken Martineau Du Moulin LLP</li> <li>❖ Director of Canaccord Genuity Group Inc., Route 1 Inc. and Voxtur Analytics Corp.</li> <li>❖ Former Premier of Ontario and was appointed to the Order of Ontario in 2021</li> </ul>	November 2003
	Lise Bastarache <sup>(1)(3)</sup>	<ul style="list-style-type: none"> <li>❖ Director of Otéra Capital</li> <li>❖ Former Director, Laurentian Bank of Canada</li> <li>❖ Former Director, the Jean Coutu Group (PJC) Inc.</li> </ul>	August 2005
	W. Brent Binions <sup>(3)(6)</sup>	<ul style="list-style-type: none"> <li>❖ Former President &amp; CEO of Chartwell Retirement Residences</li> <li>❖ Past President of the Ontario Long Term Care Association and a past Vice President of the Ontario Residential Care Association</li> </ul>	November 2003
	Ann Davis <sup>(1)(2)(4)</sup> (Chair, Audit Committee)	<ul style="list-style-type: none"> <li>❖ Director of Women's College Hospital Foundation</li> <li>❖ Director of Canada Guaranty Mortgage Insurance Company, Canadian Investor Protection Fund</li> <li>❖ Former partner of KPMG</li> </ul>	May 2017
	Andre Kuzmicki <sup>(1)(3)</sup> (Chair, Investment Committee)	<ul style="list-style-type: none"> <li>❖ Executive in Residence and former Executive Director, Brookfield Centre in Real Estate and Infrastructure, Schulich School of Business – York University</li> <li>❖ Director of Dorsay Development Corporation</li> </ul>	May 2005
	Sharon Sallows <sup>(1)(3)(4)</sup>	<ul style="list-style-type: none"> <li>❖ Director, Home Capital Group Inc.</li> <li>❖ Director &amp; Chair of Enterprise Risk Committee, AIMCo</li> <li>❖ Former Director, Ontario Teachers' Pension</li> <li>❖ Former Trustee RioCan REIT</li> </ul>	August 2010
	Jamie Scarlett <sup>(1)(2)(4)</sup>	<ul style="list-style-type: none"> <li>❖ Director, Nouveau Monde Graphite Inc.</li> <li>❖ Former Chief Legal Officer at Hydro One Inc.</li> <li>❖ Former Senior Partner of Torys LLP</li> </ul>	May 2019
	Huw Thomas <sup>(1)(2)(4)</sup> (Chair, CG&N Committee)	<ul style="list-style-type: none"> <li>❖ Director of Dollarama</li> <li>❖ Former Trustee and Former President &amp; CEO of SmartCentres REIT</li> </ul>	February 2012
	Vlad Volodarski	❖ See Executive Team page	March 2020

(1) Independent

(2) Member of the Audit Committee

(3) Member of the Investment Committee

(4) Member of the Compensation, Governance and Nominating Committee

(5) Tenure on Chartwell's Board as non-management director, excludes Vlad Volodarski

(6) Mr. Binions was a Board member from 2003–2020 as Chartwell's co-founder and senior executive

# Why Chartwell?

## Chartwell's Executive Team

Name & Title		Tenure with Chartwell	Industry Experience
	Vlad Volodarski <sup>(1)</sup> <i>Chief Executive Officer</i>	19	19
	Karen Sullivan <i>President and Chief Operating Officer</i>	14	35
	Sheri Harris <i>Chief Financial Officer</i>	15	23
	Jonathan Boulakia <i>Chief Investment Officer &amp; Chief Legal Officer</i>	14	14

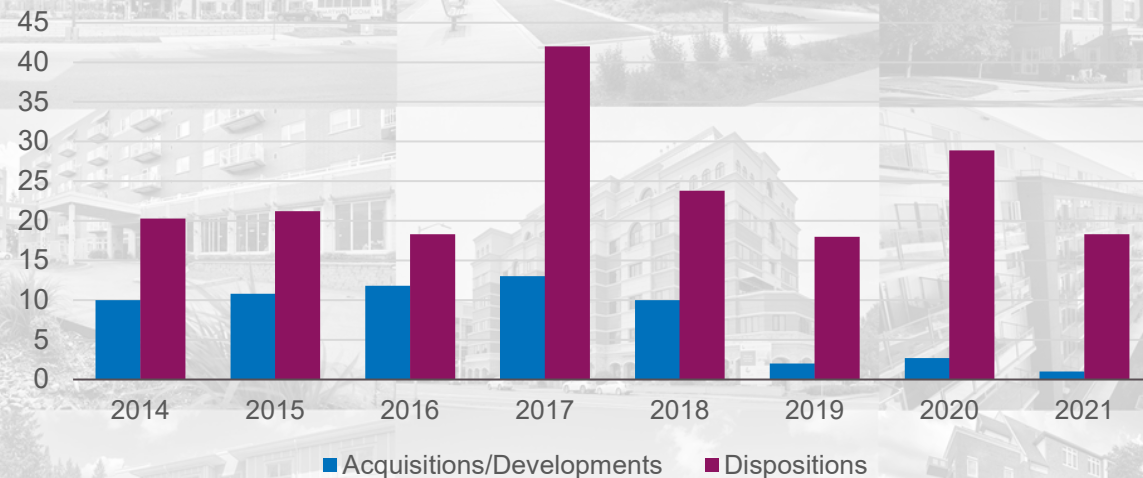
- Over 75 Years of Collective Industry Experience

(1) Also on the Board of Directors since March 2020

# Why Chartwell?

## Real Estate

Average Age of Assets Acquired/Developed vs. Sold



- Since 2014, the average age of assets **acquired/developed** is 7.6 years <sup>(1)</sup>
- Since 2014, the average age of assets **sold** is 23.8 years <sup>(1)</sup>

Number of Suites:	2014	2015	2016	2017	2018	2019	2020	2021
Acquisitions / Developments	539	1,637	461	1,305	937	995	549	529
Sold	1,957	5,537	400	250	609	178	905	302 <sup>(2)</sup>

- Improving portfolio by selling older assets and buying/building newer, high-quality assets

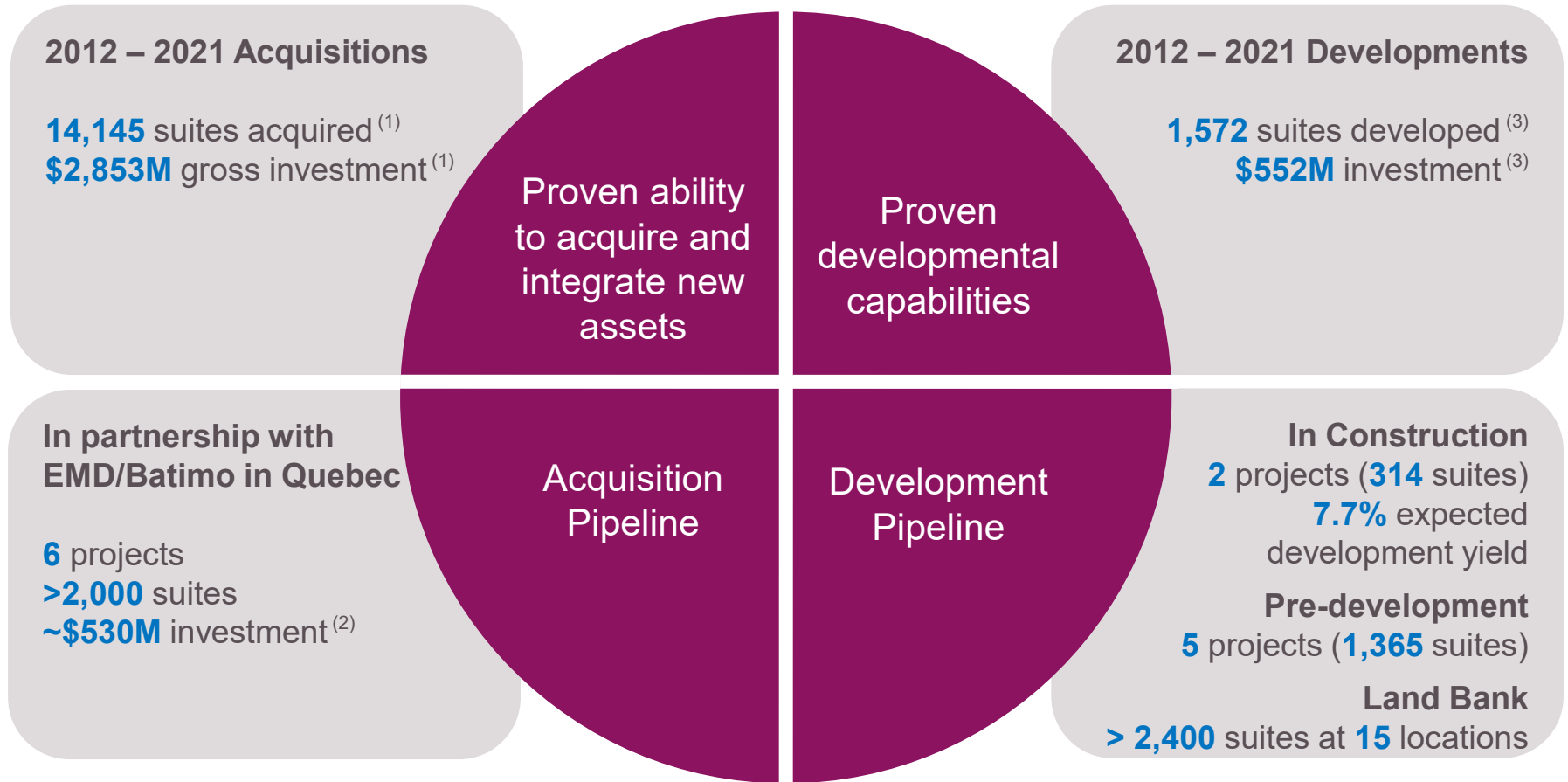
(1) On the date of acquisition or sale, as applicable.

(2) On December 1, 2021, we completed the sale of four non-core retirement residences (302 suites) located in Ontario.



# Why Chartwell?

## Growth



(1) Chartwell's share ownership = 9,714 suites, \$2,237M.

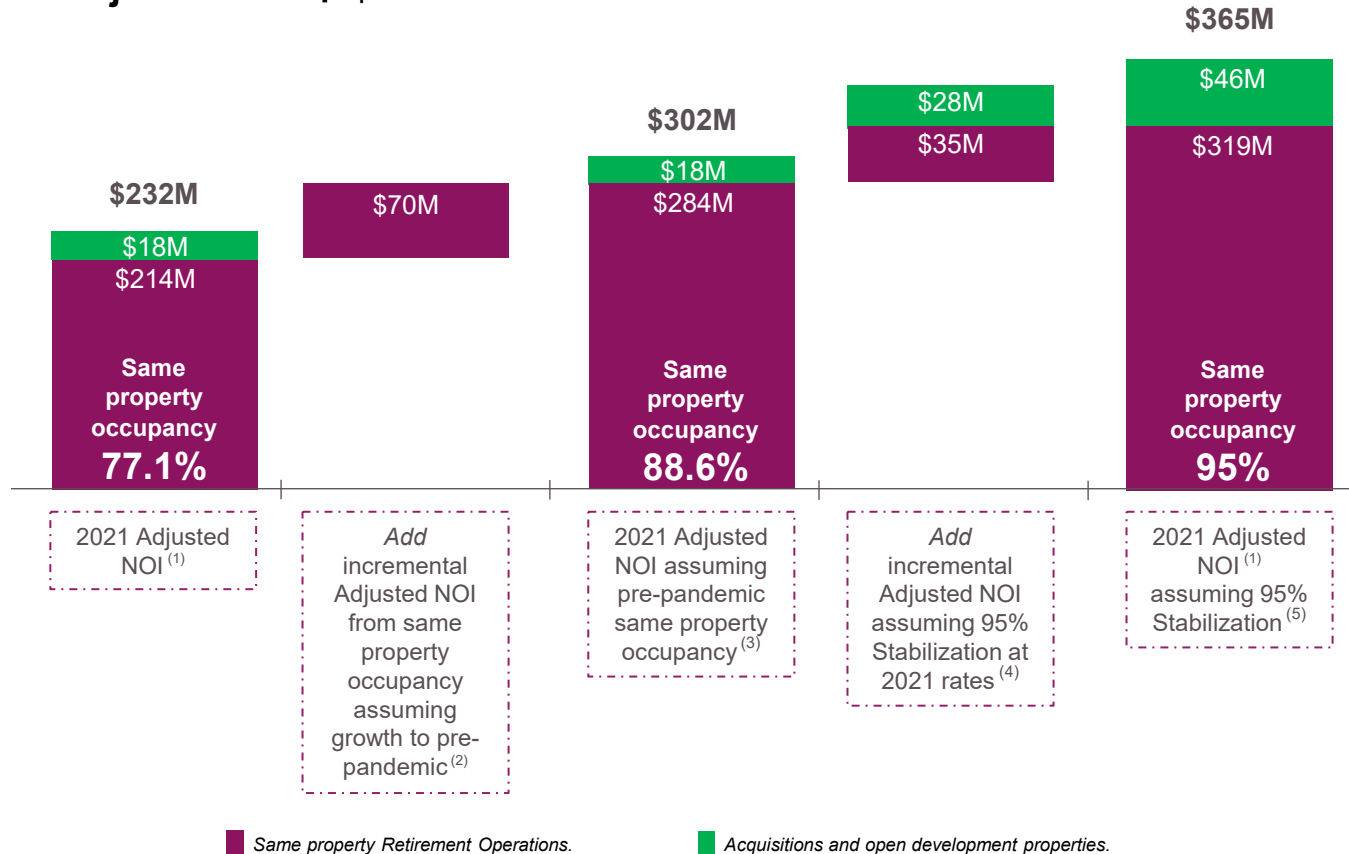
(2) At 85% expected ownership share. Purpose-built, no competition, acquired on stabilization at 99% of fair market price.

(3) Chartwell's share ownership = 1,222 suites, \$421M.

# Why Chartwell?

## Value

Adjusted NOI ↑ \$133M



(1) 2021 Adjusted NOI for same property, acquisitions and open development properties.

(2) Incremental Adjusted same property NOI at pre-pandemic (2019) occupancy of 88.6% calculated at 2021 average rental rate and pre-pandemic margin.

(3) 2021 Adjusted NOI for same property at pre-pandemic (2019) occupancy of 88.6% calculated at 2021 average rental rate and pre-pandemic margin and 2021 Adjusted NOI for acquisitions and open development properties.

(4) Incremental Adjusted NOI for same property, acquisitions and development properties to 95% occupancy at 2021 average rental rates.

(5) 2021 Adjusted NOI for same property, acquisitions and open development properties at 95% stabilization.

# Why Chartwell?

## Value – Recent Market Transactions



## 5 Large Portfolio Transactions in 2021-2022

7,150 suites  
~ \$2.1B

Estimated  
cap rates on  
stabilized NOI  
5.5% - 6.0%

Per suite values  
range from  
\$210,000 -  
\$450,000

Source – BMO Capital Markets Research, Businesswire; company reports; Cushman Wakefield ULC, Renx;

# Why Chartwell?

## Value

<b>Current Unit Price</b>	<b>\$12.34</b>	} Current trading price as of February 23, 2022
Number of Units	234.6M	
<b>Equity Value</b>	<b>\$2,895M</b>	
Less: Net other assets	(\$44M)	} <b>Assets include:</b> ~\$101M of cash on hand, ~\$47M of receivables, and ~\$49M of other assets <b>Liabilities include:</b> ~\$17M of deferred tax and ~\$224M of other liabilities
Add: Debt	\$2,387M	
<b>Implied portfolio value</b>	<b>\$5,326M</b>	
Less: PUD	(\$85M)	} Fair value of properties under development and land held for development as of December 31, 2021 Based on LTM fee income of \$11.0M and an 8.7x multiple
Less: Managed portfolio	(\$96M)	
<b>Implied owned portfolio value</b>	<b>\$5,145M</b>	
Number of Chartwell owned suites	21,978	} Includes 19,202 retirement suites and 2,776 LTC beds
<b>Implied price per suite</b>	<b>\$234,000</b>	

- Chartwell's current trading price of \$12.34 per unit implies a price per suite of ~\$234,000





# Industry Fundamentals

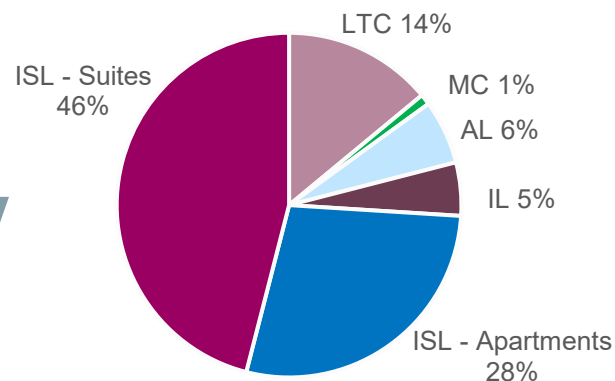
## Care Levels

	Independent Supportive Living (ISL) & Independent Living (IL)	Assisted Living (AL) & Memory Care (MC)	Long Term Care (LTC)
<b>Level of Care</b>	Low to medium	Medium to high	Very high
<b>Target Resident</b>	More active, healthy seniors	Seniors with some physical and/or cognitive impairments	Seniors with acute cognitive and/or physical impairments requiring higher levels of daily personal care
<b>Service Offering</b>	Availability of meals, activities, transportation, security, housekeeping, basic assistance with daily living	ISL/IL services + Care services and specific MC, cognitive programming included	24-hour registered nursing care or supervision
<b>Funding</b>	Predominantly private pay	Mix of government funded and private pay	Predominantly government funded
<b>Regulations</b>	Mostly consumer protection	Mostly consumer protection	Heavily regulated

making people's  
lives **BETTER**

- Providing much needed care and services to Canadians

**Chartwell's Portfolio by Level of Care <sup>(1)</sup>**

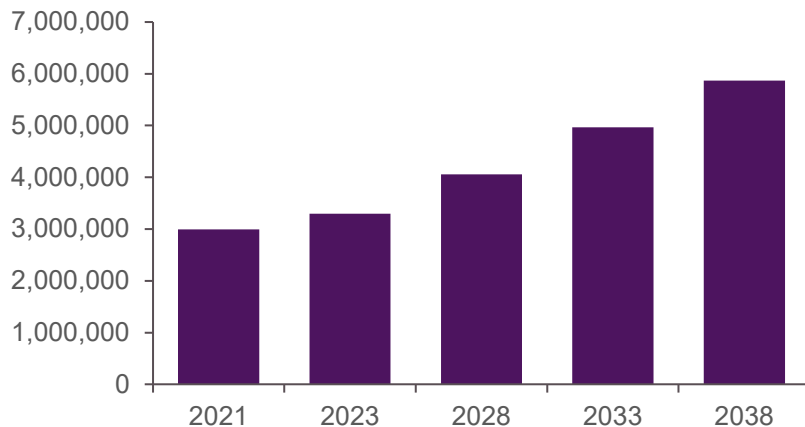


<sup>(1)</sup> Represents composition of suites/beds at Chartwell's share of ownership interest at December 31, 2021.

# Industry Fundamentals

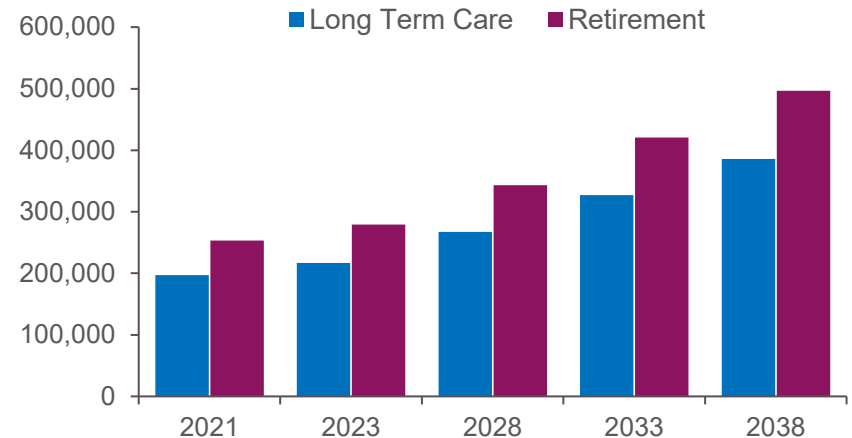
## Demand

**Projected Aged 75 and over Population  
2021-2038, Canada <sup>(1)</sup>**



**Required Annual Supply <sup>(2)</sup>**

Total Supply



- Current supply of retirement and long term care is ~ 450,000 suites
- ~ 430,000 new suites are required by 2038

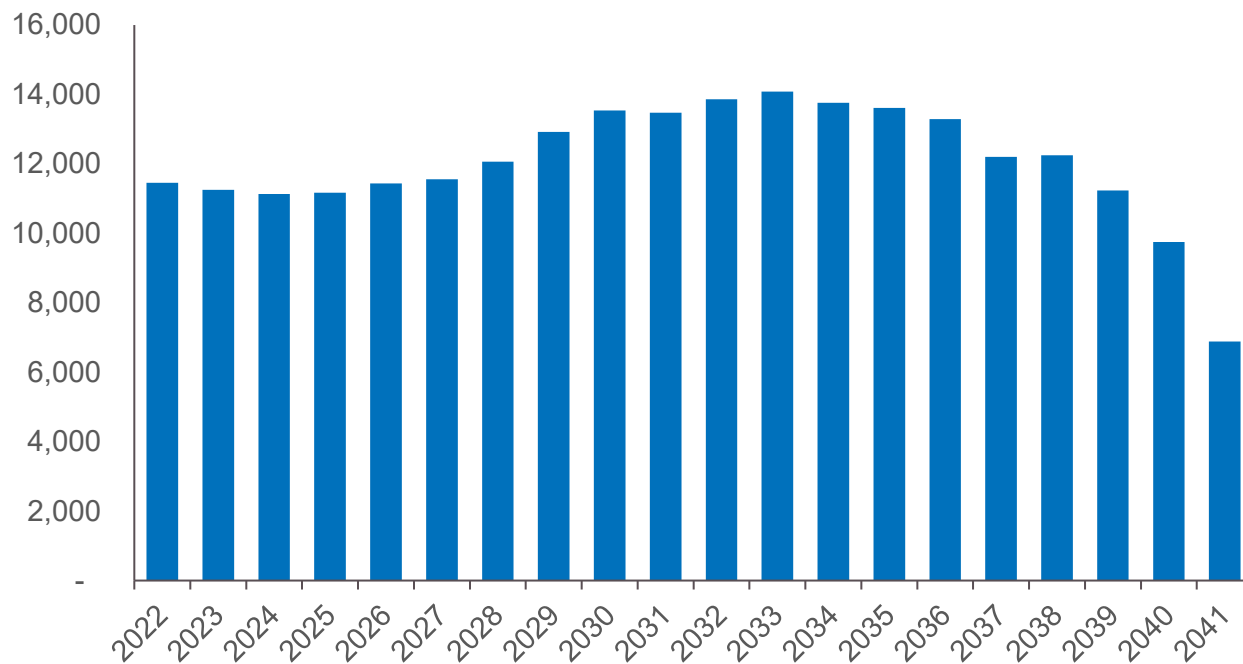
(1) Source: Statistics Canada. Table 17-10-0057-01 Projected population, by projection scenario, age and sex, as of July 1 (x 1,000).

(2) Retirement demand is estimated by applying the current national penetration rate of 8.46% (CMHC Seniors Housing Report Canada) to 75+ population as reported by Statistics Canada.  
LTC demand is estimated based on 65.81 beds per 1,000 people aged 75 and over. This estimate represents the LTC Beds/Population ratios reported by Statistics Canada.

# Industry Fundamentals

## Demand

Incremental Annual Retirement Suites Demand in Chartwell's Markets <sup>(1)</sup>



- Total incremental suites required by 2041 = 241,011

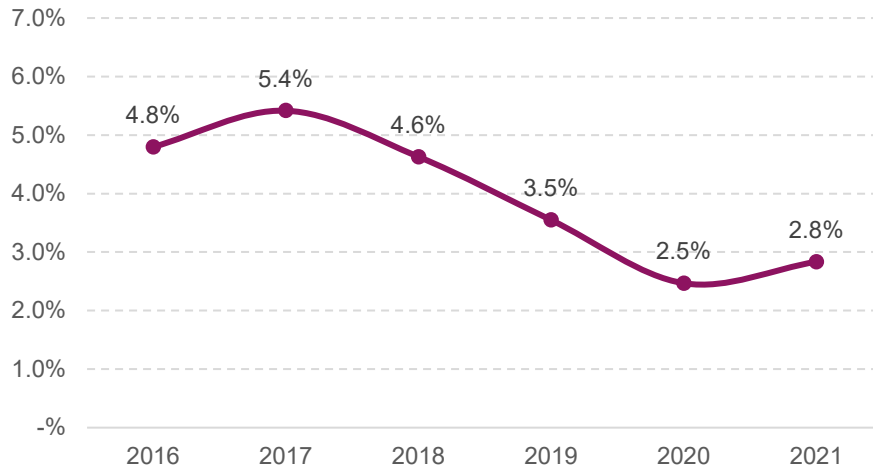
(1) Additional annual demand for retirement suites in Ontario, Quebec, British Columbia, Alberta.



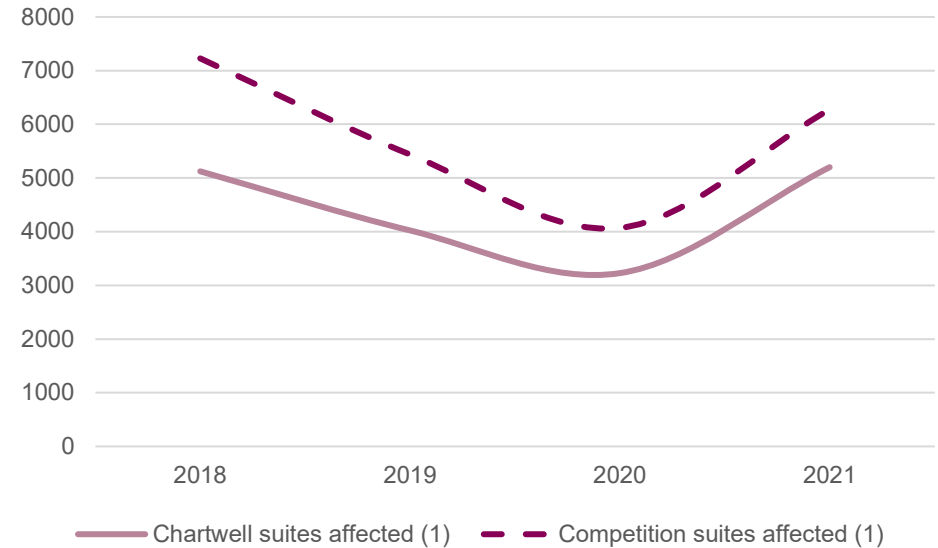
# Industry Fundamentals

## Supply and Competition

Construction Starts



Chartwell Competition



Source – Cushman and Wakefield ULC

- Overall construction starts remain at historically low levels with a slight increase to 2.8% of inventory in 2021 compared to 2.5% of inventory in 2020
- New construction in Chartwell's core markets increased in 2021 primarily due to larger developments in Ottawa, Quebec City, Durham and York regions of Ontario. Development activity in all other large Chartwell markets remained muted

(1) Competing properties in construction within 5 kms from Chartwell's properties in its top 15 markets, by concentration of suites. As of December 31, of each year. Refer to our MD&As for years ended December 31, 2018, December 31, 2019, December 31, 2020, and December 31, 2021, for details.



# Industry Fundamentals

## Concentration

Largest Retirement Operators		No. of Properties Operated <sup>(1)(2)</sup>	No. of Suites Operated <sup>(3)</sup>
1	Chartwell Retirement Residences <sup>(5)</sup>	167	25,988
2	Revera Inc.	97	11,890
3	Sélection Retraite	43	11,653
4	Cogir Management Corporation	42	11,077
5	Le Groupe Maurice	33	9,981
6	Résidences Soleil	14	5,646
7	All Seniors Care	33	5,196
8	Verve Senior Living	30	4,288
9	Amica Senior Lifestyles	31	4,167
10	Sienna Senior Living	36	4,104
11	Résidences Batisseurs	17	3,783
12	Atria Senior Living	29	3,372
13	Schlegel Villages	9	2,555
14	Seasons Retirement Communities	22	2,554
15	Shannex Inc.	15	2,480
15 Largest Operators' Share of Total Suites <sup>(6)</sup>		39.9%	
Source: Cushman & Wakefield ULC and Company Reports			

Largest Long Term Care Operators		No. of Properties Operated <sup>(1)(2)</sup>	No. of Suites Operated <sup>(4)</sup>
1	Extendicare Inc.	103	13,736
2	Revera Inc.	73	9,105
3	Sienna Senior Living	47	7,517
4	Chartwell Retirement Residences <sup>(5)</sup>	23	3,320
5	The Responsive Group	21	2,893
6	Park Place Senior Living	25	2,816
7	Schlegel Villages	18	2,526
8	Shannex Inc.	23	2,081
9	West Coast Seniors Housing	16	1,867
10	Jarlette Health Services	14	1,532
11	Vigi Santé	15	1,522
12	OMNI Health Care	18	1,475
13	Good Samaritan Society	13	1,444
14	Le Groupe Champlain	13	1,412
15	Baptist Housing Senior Living	7	1,322
15 Largest Operators' Share of Total Suites <sup>(7)</sup>			25.9%
Source: Cushman & Wakefield ULC and Company Reports			

(1) Suite counts strictly as at December 31, 2021.

(2) Excludes properties under development,  
Includes properties managed for third parties, and  
Excludes holdings if any, in the United States.

(3) Includes only IL, AL and MC suites within the noted properties.

(4) Includes only LTC beds within the noted properties.

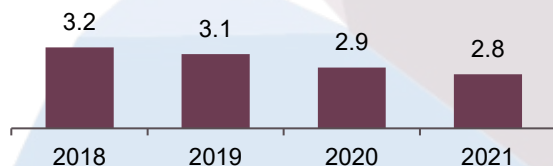
(5) Based on number of suites/beds as at December 31, 2021.

(6) Share of total percentage based on CHMC's universe, June 2021.

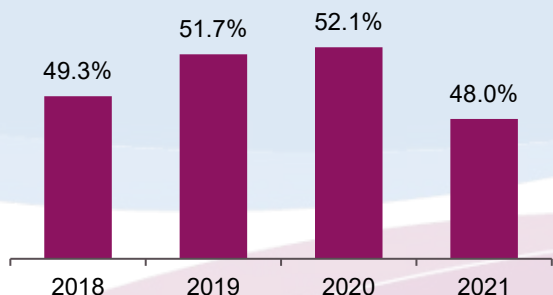
(7) Share of total percentage based on Provincial system capacity data.

# Historical Performance

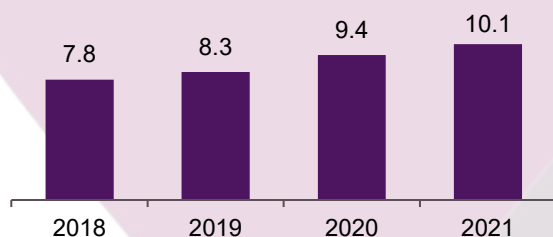
**Interest Coverage Ratio <sup>(1)</sup>**



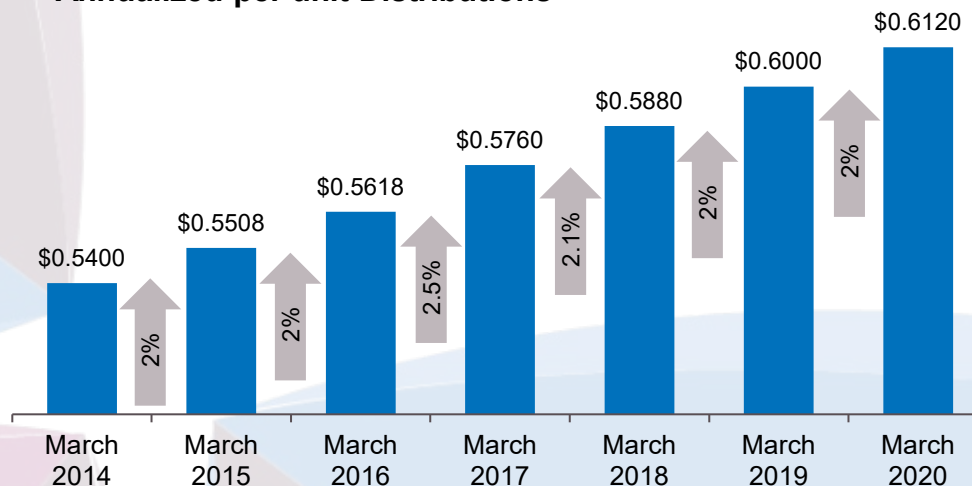
**Debt to Gross Book Value <sup>(2)(3)</sup>**



**Net Debt to Adjusted EBITDA <sup>(1)</sup>**



**Annualized per unit Distributions**



**DRIP <sup>(4)</sup> Participation 24.3% <sup>(5)</sup>**

**BBB(low) rated by DBRS, confirmed April 15, 2021**

(1) 12 months ended December 31 for periods 2018-2021.

(2) As at the end of December for periods 2018-2021.

(3) Previously used Debt to Capitalization. In light of the current market conditions, this metric has been removed.

(4) Distribution Reinvestment Plan ("DRIP") allows unitholders to reinvest their distributions into new units of Chartwell, including a 3% bonus distribution and with no commissions.

(5) Average DRIP participation for the three months ended December 31, 2021.

# Financial Position



**\$438.9M**

**Liquidity**

includes

**\$95.5M** Cash and  
**\$343.4M** available credit facilities

**\$997.8M**

**Unencumbered  
Asset Value**

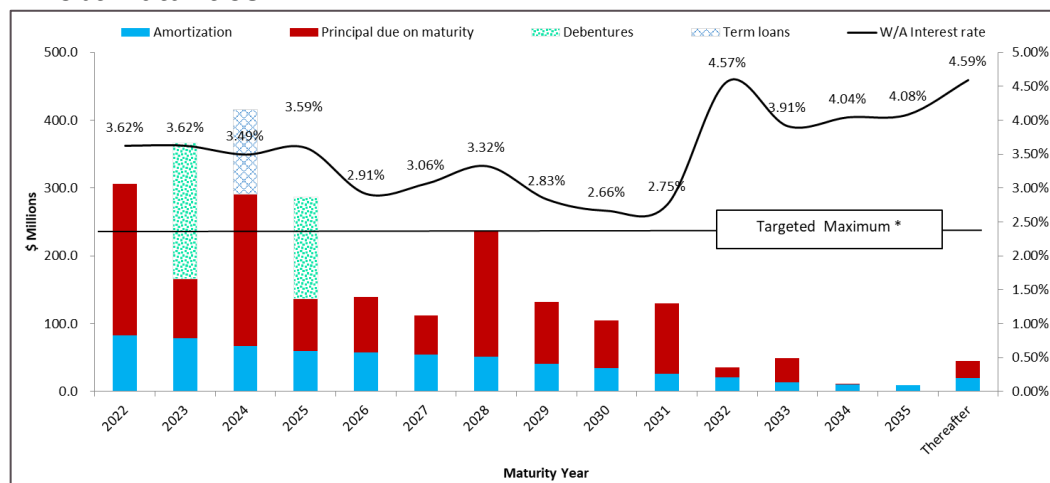
Represents value of **36**  
properties

- At December 31, 2021

# Financial Position

## Debt Portfolio

### Debt Maturities

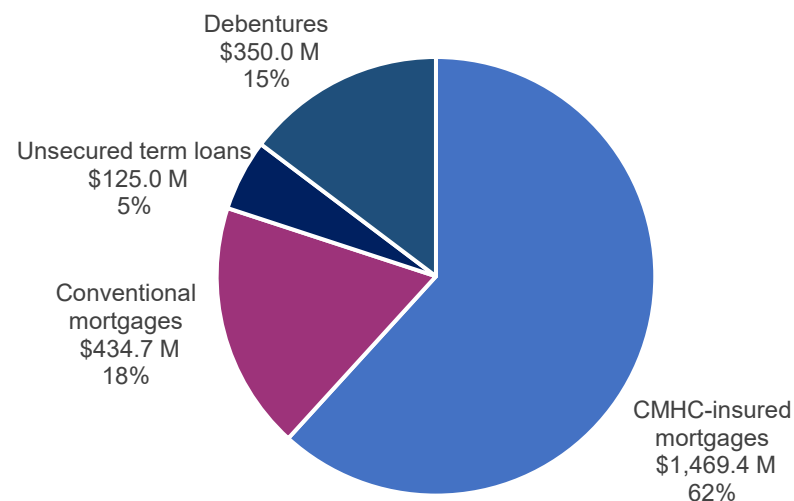


\* 10% of total debt = \$237.9M

### Mortgage Portfolio

	At December 31, 2021			At December 31, 2020
	Fixed Rate	Variable Rate	Total	Total
Principal amount	\$1,856.0M	\$48.0M	\$1,904.0M	\$1,921.2M
Weighted average interest rate	3.30%	2.13%	3.27%	3.41%
Average term to maturity	6.5 years	0.7 years	6.3 years	6.6 years

### Debt Portfolio





# Current Period Financial Results

## Q4 2021 Summary

	Q4 2021	Q4 2020	Change
Net income	\$18.7M	\$12.2M	\$6.5M
FFO <sup>(1)</sup>	\$28.4M	\$43.5M	(\$15.1M)
FFO per unit	\$0.12	\$0.20	(\$0.08)
Average occupancy – same property	78.7%	82.1%	(3.4pp)
Adjusted NOI <sup>(2)</sup> – same property	\$55.6M	\$67.7M	(\$12.1M)

(1) Refer to the "Supplemental Information" section on page 29 of this presentation.

(2) Refer to the "Supplemental Information" section on page 28 of this presentation.

- Same property adjusted NOI down 17.9% in Q4 2021.
- Lower occupancy.
- Elevated expenses with Omicron wave.
- FFO down 34.6% in Q4 2021.

# Current Period Financial Results

## Q4 2021 Adjusted NOI and Occupancy

(\$M, except Occupancy)	Same Property					
	Adjusted NOI				Occupancy	
	Q4 2021	Q4 2020	Inc/(Dec) \$ %		Q4 2021	Q4 2020 Change
<b>Retirement:</b>						
Ontario	24.9	32.8	(7.9)	(24.1%)	73.5%	76.8% (3.3pp)
Western Canada	16.1	15.5	0.6	3.8%	85.5%	85.7% (0.2pp)
Quebec	7.8	12.8	(5.0)	(38.9%)	76.2%	84.8% (8.6pp)
<b>Total Retirement</b>	<b>48.8</b>	<b>61.1</b>	<b>(12.3)</b>	<b>(20.1%)</b>	<b>76.8%</b>	<b>81.3% (4.5pp)</b>
<b>Long term care</b>	<b>6.7</b>	<b>6.6</b>	<b>0.1</b>	<b>1.9%</b>	<b>90.5%</b>	<b>87.2% 3.3pp</b>
<b>Total Same Property</b>	<b>55.5</b>	<b>67.7</b>	<b>(12.2)</b>	<b>(17.9%)</b>	<b>78.7%</b>	<b>82.1% (3.4pp)</b>

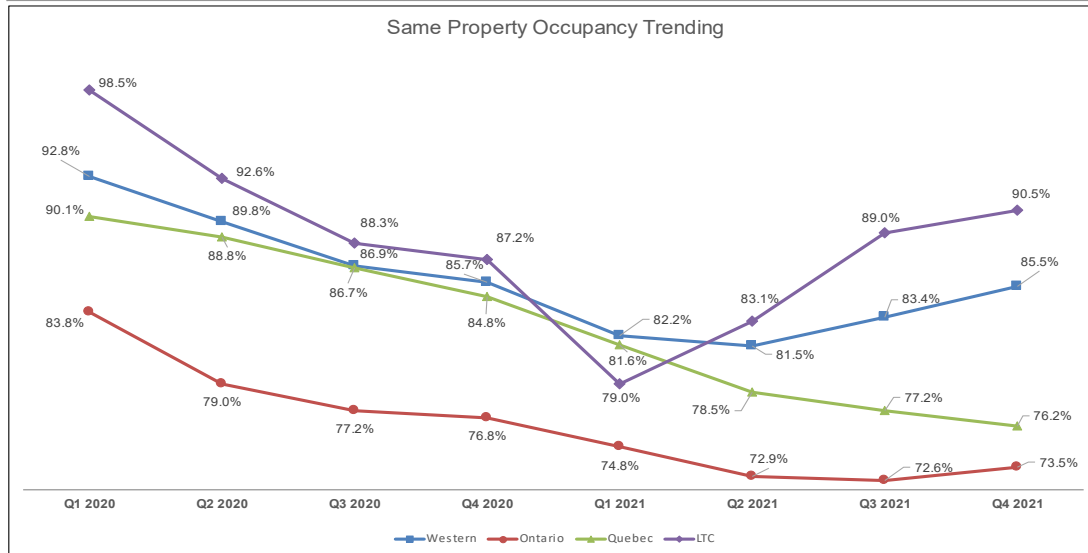
**Ontario:** Lower occupancy, higher net pandemic expense and higher agency staffing costs, partially offset by higher revenue from both inflationary and market-based rental and service rate increases and from the provision of additional care and services.

**Western Canada:** Higher revenue from both inflationary and market-based rental and service rate increases and from the provision of additional care and services.

**Quebec:** Lower occupancy and higher agency staffing costs partially offset by higher revenue from both inflationary and market-based rental and service rate increases and from the provision of additional care and services.

**LTC:** Lower pandemic-related expenses partially offset by higher staffing costs.

Same Property Occupancy Trending



# Current Period Financial Results

## Occupancy and Rent Update

	One month ended October 31, 2021	One month ended November 30, 2021	One month ended December 31, 2021	One month ended January 31, 2022	Forecast One month ended February 28, 2022 <sup>(1)</sup>	Forecast One month ended March 31, 2022 <sup>(1)</sup>
<b>Weighted average occupancy rate - same property portfolio</b>	76.7%	76.8%	77.0%	76.6%	76.1%	75.7%
<i>Change from the previous month</i>	<i>0.2pp</i>	<i>0.1pp</i>	<i>0.2pp</i>	<i>(0.4pp)</i>	<i>(0.5pp)</i>	<i>(0.4pp)</i>

(1) Forecast includes leases and notices as at February 10, 2022.

- Occupancy trends January to March are consistent with our historical experience.
- Rebounding sales and leasing activity mid January post Omicron softness and 2022 year-to-date improved from 2021.
- Expect occupancy to begin to recover in our same property portfolio as restrictions are eased and as we move into the spring leasing season.
- Our tenant credit quality remains strong given the typical investment profile of Canadian seniors in our target customer demographic.
- Substantially all January and February rent and service charges have been collected, consistent with our past experience.

# Supplemental Information

## Reconciliation Tables

### Adjusted EBITDA

	12 months December 31, 2021
(\$000s)	
Net income	10,132
Gain on disposal of assets <sup>(1)</sup>	(44,893)
Transaction costs	1,374
Impairment losses	850
Non-cash change in fair value of financial instruments and foreign exchange loss/(gain) <sup>(1)</sup>	(1,937)
Finance costs <sup>(1)</sup>	91,339
Depreciation of PP&E and amortization of intangible assets <sup>(1)</sup>	172,721
Income tax expense/(benefit)	984
Principal portion of capital funding	6,635
<b>EBITDA</b>	<b>237,205</b>
Proforma adjustments <sup>(2)</sup>	(4,307)
<b>Adjusted EBITDA</b>	<b>232,898</b>

(1) Non-GAAP; includes Chartwell's proportionate share of equity-accounted joint ventures.

(2) Adjusted to reflect a full-year impact of acquisitions and dispositions completed during the reporting period, on a proforma basis.

### Adjusted NOI – same property

(\$000s, except occupancy rates)	Q4 2021	Q4 2020
<b>Resident revenue</b>	<b>215,761</b>	<b>219,034</b>
Add: Share of resident revenue from joint ventures	27,910	28,624
<b>Adjusted resident revenue</b>	<b>243,671</b>	<b>247,658</b>
Comprised of:		
Same property	224,534	227,158
Acquisitions, development, and other	19,137	20,500
<b>Adjusted resident revenue</b>	<b>243,671</b>	<b>247,658</b>
<b>Direct property operating expense</b>	<b>162,602</b>	<b>156,381</b>
Add: Share of direct property operating expenses from joint ventures	20,232	17,070
<b>Adjusted direct property operating expense</b>	<b>182,834</b>	<b>173,451</b>
Comprised of:		
Same property	169,001	159,489
Acquisitions, development, and other	13,833	13,962
<b>Adjusted direct property operating expense</b>	<b>182,834</b>	<b>173,451</b>
<b>Adjusted NOI</b>	<b>60,837</b>	<b>74,207</b>
Comprised of:		
Same property	55,533	67,669
Acquisitions, development, and other	5,304	6,538
<b>Adjusted NOI</b>	<b>60,837</b>	<b>74,207</b>



# Supplemental Information

## Reconciliation Table

### FFO

(\$000s, except per unit amounts)		Q4 2021	Q4 2020
Net income		18,732	12,182
<i>Add (Subtract):</i>			
B	Depreciation of PP&E	41,066	41,092
D	Amortization of limited life intangible assets	4,615	1,332
B	Depreciation of PP&E and amortization of intangible assets used for administrative purposes included in depreciation of PP&E and amortization of intangible assets above	(3,848)	(1,367)
E	Loss/(gain) on disposal of assets	(37,857)	(23,001)
J	Transaction costs arising on dispositions	858	306
H	Impairment losses	850	-
G	Deferred income tax	4,346	7,052
O	Distributions on Class B Units recorded as interest expense	235	235
M	Changes in fair value of financial instruments and foreign exchange loss/(gain)	(2,248)	4,374
Q	FFO adjustments for Equity-Accounted JVs	1,686	1,291
FFO		28,435	43,496
Weighted average number of units		235,268	218,312
FFOPU		0.12	0.20



**CHARTwell**  
retirement residences