



CHARTwell
retirement residences

Q3 2021 CONFERENCE CALL

November 12, 2021



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” section in Chartwell’s Q3 2021 MD&A, the “Risks and Uncertainties and Forward-Looking Information” section in Chartwell’s 2020 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 we use a number of performance measures that are not defined in generally accepted accounting principles (“GAAP”) such as Net Operating Income (“NOI”), Funds from Operations (“FFO”), Internal Funds from Operations (“IFFO”), “Adjusted Resident Revenue”, Consolidated earnings before interest, taxes, depreciation and amortization for Credit Facilities and Term Loans (“EBITDA”), Consolidated EBITDA with proforma adjustments for Debentures (“Adjusted EBITDA”), “Net Debt to Adjusted EBITDA Ratio”, “Liquidity”, “Imputed Cost of Debt”, “Lease-up-Losses”, “Adjusted Development Costs”, “Unlevered Yield”, “Estimated Stabilized NOI”, “Adjusted NOI”, and any related per unit (“PU”) amounts 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 FFO, Adjusted Funds from Operations (“AFFO”), and Adjusted Cash Flow from Operations (“ACFO”) (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 our Q3 2021 MD&A for details.

In this presentation we use various financial metrics and ratios in our disclosure of financial covenants such as “Interest Coverage Ratio”, “Unencumbered Property Asset Value”, “Debt to Gross Book Value”. 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. Please refer to the “Liquidity and Capital Resources – Financial Covenants” section of our Q3 2021 MD&A for details.

#CHARTWELLSTRONG

Chartwell Guildwood Retirement Residence



Chartwell Montgomery Village Retirement Residence

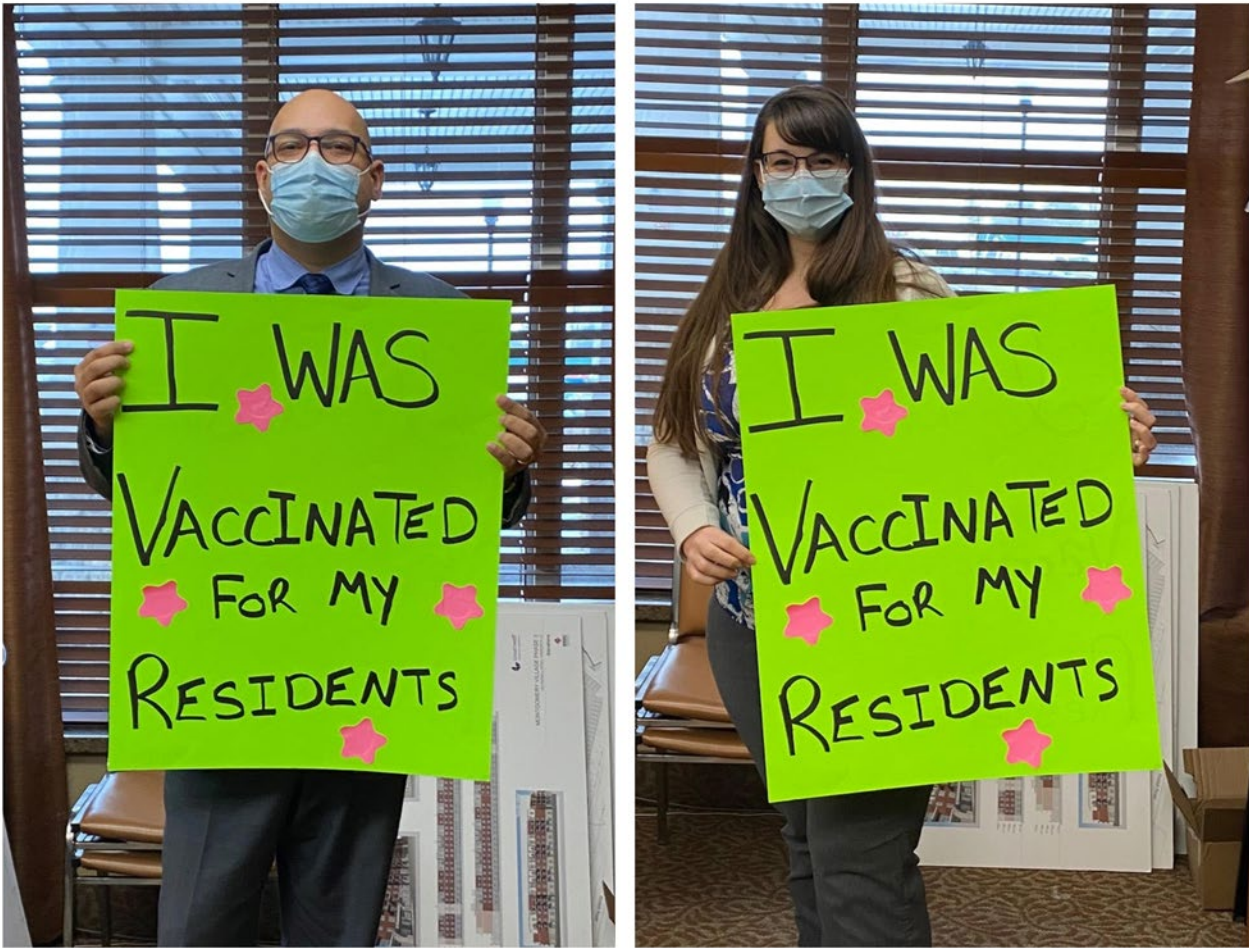


COVID-19 MANDATORY
VACCINATION POLICY



Infection Prevention and
Control (IPAC)

OPERATIONS





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OPERATIONS



THE CHARTWELL EXPERIENCE

Delivering exceptional resident experiences

Delivering an exceptional resident experience that is personalized, memorable and feels like home—where family and friends feel welcome and respected.



Chartwell's **Care Assist Program** is an offering of à la carte wellness services and all-inclusive care packages. Our program is designed to help you or a loved one achieve the comfort and quality of life you desire in your retirement residence. Delivered by the caring Chartwell staff you come to know and trust, our highest priority is to help you feel your best each and every day for your complete peace of mind.

Q3 2021 SUMMARY

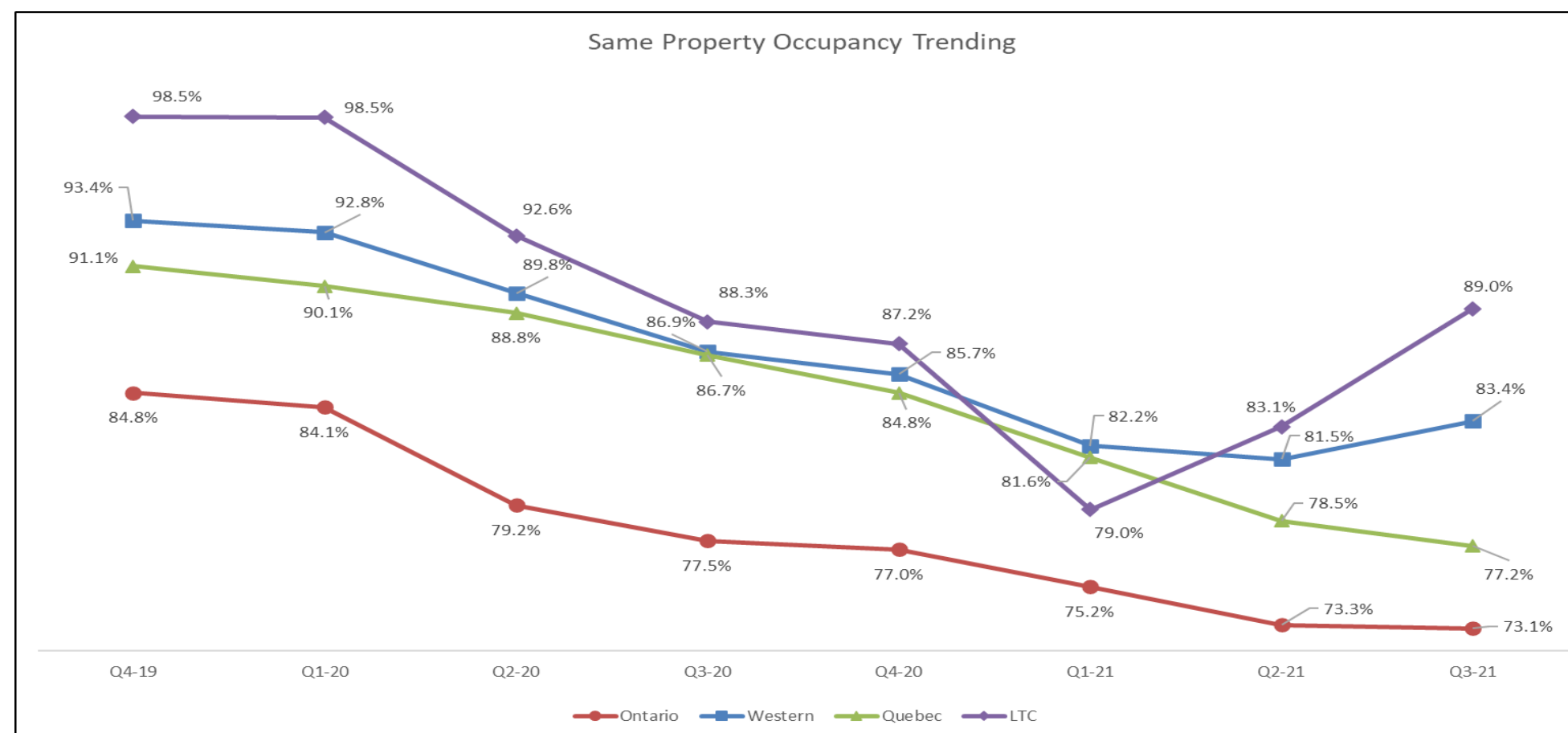
	Q3 2021	Q3 2020	Change
Net income/(loss) (\$ millions)	\$0.9	(\$6.8)	\$7.7
FFO (\$ millions)	\$33.9	\$38.0	(\$4.1)
FFO per unit	\$0.15	\$0.17	(\$0.2)
Average occupancy – same property	78.2%	83.2%	(5.0pp)
Adjusted NOI – same property (\$ millions)	\$60.1	\$64.3	(\$4.2)

- Same property adjusted NOI down 6.5% in Q3 2021.
- Lower occupancy.
- FFO down 10.7% in Q3 2021.

Q3 2021 ADJUSTED NOI AND OCCUPANCY

(\$M, except Occupancy)	Same Property					
	Adjusted NOI				Occupancy	
	Q3 2021	Q3 2020	Inc/(Dec) \$	%	Q3 2021	Q3 2020
Retirement:						
Ontario	28.6	30.3	(1.7)	(5.5%)	73.1%	77.5%
Western Canada	15.0	15.5	(0.5)	(3.5%)	83.4%	86.9%
Quebec	9.2	12.2	(3.0)	(24.6%)	77.2%	86.7%
Total Retirement	52.8	58.0	(5.2)	(9.0%)	76.5%	82.4%
Long term care	7.3	6.3	1.0	16.7%	89.0%	88.3%
Total Same Property	60.1	64.3	(4.2)	(6.5%)	78.2%	83.2%

- **Ontario:** Lower occupancies and higher insurance costs and net pandemic expense, partially offset by inflationary and market-based rental and service rate increases and higher additional care and services revenue.
- **Western Canada:** Lower occupancies and higher utilities cost partially offset by inflationary and market-based rental and service rate increases.
- **Quebec:** Lower occupancies, higher staffing costs, partially offset by inflationary market-based rental and service rate increases and net pandemic expense.
- **LTC:** Lower pandemic expenses partially offset by higher utilities and insurance costs and lower retirement accommodation revenues.



OCTOBER 2021 OCCUPANCY AND RENT UPDATE

	One month ended July 31, 2021	One month ended August 31, 2021	One month ended September 30, 2021	One month ended October 31, 2021	Forecast One month ended November 30, 2021	Forecast One month ended December 31, 2021
Same Property Portfolio:						
Ontario	73.0%	73.1%	73.2%	73.6%	73.6%	73.6%
<i>Change from the previous month ⁽¹⁾</i>	<i>0.1pp</i>	<i>0.1pp</i>	<i>0.1pp</i>	<i>0.4pp</i>	<i>-</i>	<i>-</i>
Western Canada	82.1%	83.7%	84.4%	85.3%	85.4%	85.0%
<i>Change from the previous month</i>	<i>0.2pp</i>	<i>1.6pp</i>	<i>0.7pp</i>	<i>0.9pp</i>	<i>0.1pp</i>	<i>(0.4pp)</i>
Quebec	77.5%	77.2%	76.9%	76.4%	76.2%	76.3%
<i>Change from the previous month</i>	<i>(0.4pp)</i>	<i>(0.3pp)</i>	<i>(0.3pp)</i>	<i>(0.5pp)</i>	<i>(0.2pp)</i>	<i>0.1pp</i>
Weighted average occupancy rate - same property portfolio	76.3%	76.6%	76.7%	76.8%	76.8%	76.8%
<i>Change from the previous month</i>	<i>-</i>	<i>0.3pp</i>	<i>0.1pp</i>	<i>0.1pp</i>	<i>-</i>	<i>-</i>
Weighted average occupancy rate- total portfolio ⁽²⁾	75.5%	75.8%	75.7%	76.0%	76.1%	76.2%
<i>Change from the previous month</i>	<i>-</i>	<i>0.3pp</i>	<i>(0.1pp)</i>	<i>0.3pp</i>	<i>0.1pp</i>	<i>0.1pp</i>

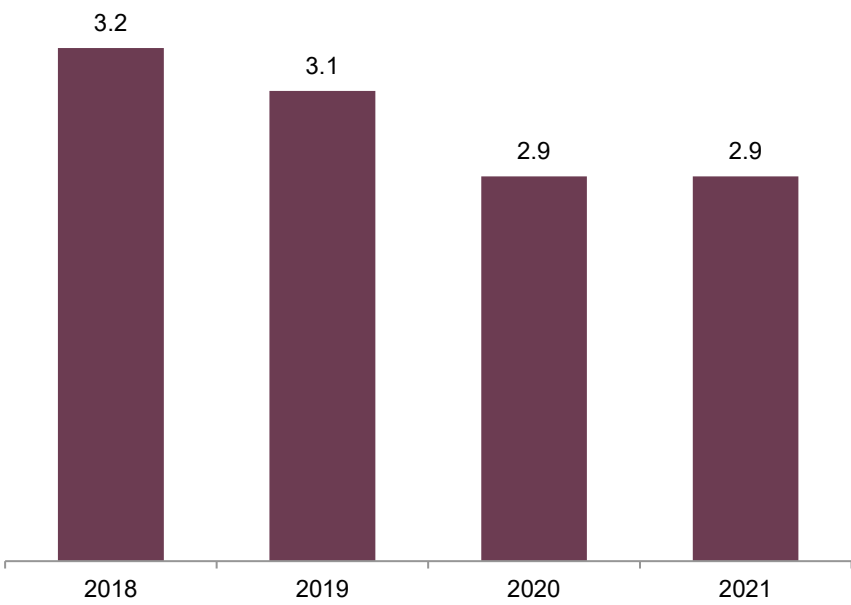
(1) 'pp' means percentage points.

(2) Forecast includes leases and notices as at November 4, 2021.

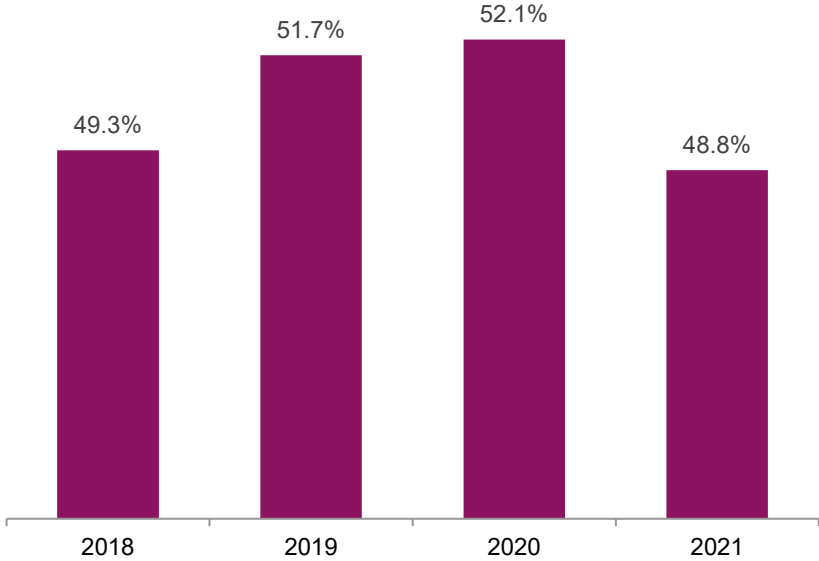
- Occupancy recovery taking hold led by strong improvements in Western Canada.
- Leading indicators trending positively.
- Our tenant credit quality remains strong given the typical investment profile of Canadian seniors in our target customer demographic.
- Substantially all October and November rent and service charges have been collected, consistent with our past experience.

FINANCIAL POSITION

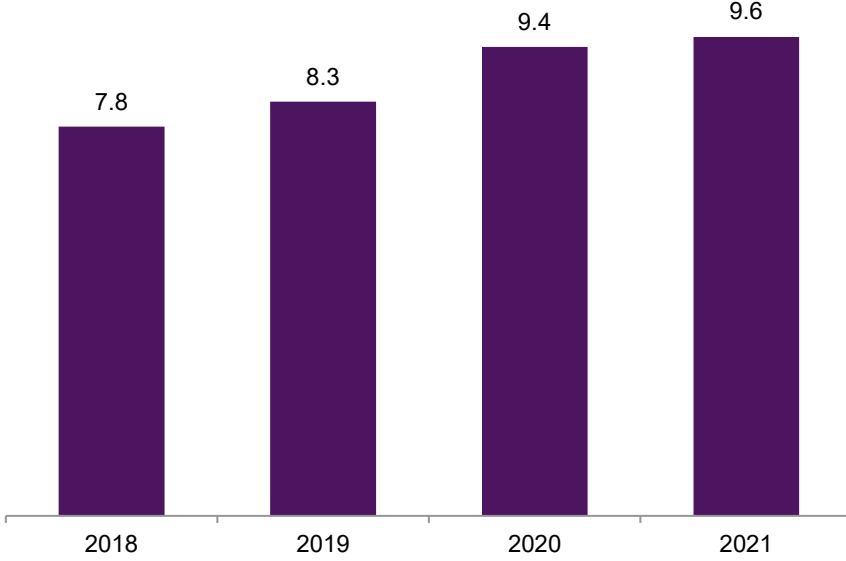
Interest Coverage Ratio ⁽¹⁾



Debt to Gross Book Value ⁽²⁾⁽³⁾



Net Debt to Adjusted EBITDA ⁽¹⁾



(1) Rolling 12 months ended September 30, 2021 and 12 months ended December 31 for periods 2018-2020
(2) As at the end of September for 2021 and as at the end of December for periods 2018-2020
(3) Previously used Debt to Capitalization, however in light of the current market conditions, this metric has been removed

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



LIQUIDITY UPDATE AT NOVEMBER 11, 2021

Liquidity⁽¹⁾ – \$338.6 million

- Cash – \$86.3 million
- Credit facilities – \$252.3 million
- Cash in Equity-Accounted JVs – \$15.4 million
- Unencumbered Assets Value⁽²⁾ – \$1,027.0 million



(1) Includes cash and available credit facilities at November 11, 2021

(2) Represents value of 37 properties

As of September 30, 2021

- Liquidity⁽¹⁾ – \$317.3 million
- Unencumbered Assets Value⁽²⁾ – \$1,027.0 million

(1) Includes cash and available credit facilities at September 30, 2021

(2) Represents value of 37 properties



DEVELOPMENT COMMITMENTS

Development Pipeline – Projects in Construction

Project	Location	Suites / Beds	Suite Type	Estimated Development Cost ⁽¹⁾ (\$ millions)	Estimated Lease-up-Losses and Imputed Cost of Debt ⁽¹⁾⁽²⁾ (\$ millions)	Estimated Adjusted Development Costs ⁽¹⁾⁽³⁾ (\$ millions)	Adjusted Development Costs ⁽¹⁾⁽²⁾ incurred as at September 30, 2021 (\$ millions)	Estimated Adjusted Development Costs to Completion ⁽⁴⁾ (\$ millions)	Expected Completion Date ⁽⁵⁾	Expected Stabilized Occupancy Date ⁽⁵⁾	Reservations ⁽⁶⁾	Expected Stabilized Occupancy (%)	Estimated Stabilized NOI ⁽¹⁾⁽²⁾ (\$ millions)	Expected Unlevered Yield ⁽²⁾
Chartwell Montgomery Village ⁽⁷⁾	Orangeville, ON	122	ISL	44.0	3.6	47.6	38.0	9.6	Q4 2021	Q2 2023	38%	93%	3.4	7.1%
Chartwell Ballycliffe Long Term Care ⁽⁸⁾	Ajax, ON	224	LTC	53.4	3.8	57.2	12.3	44.9	Q2 2023	Q2 2023	-	100%	4.8	8.4%
Chartwell Ridgepointe Retirement Residence	Kamloops, BC	90	ISL	32.6	2.9	35.5	4.5	31.0	Q1 2023	Q1 2025	-	95%	2.3	6.5%
		436		130.0	10.3	140.3	54.8	85.5					10.5	7.5%

(1) Calculated at Chartwell's ownership interest in the project.

(2) Non-GAAP; the definition of this metric and the discussion of its significance can be found in the MD&A.

(3) Non-GAAP; represents the total of estimated Development Costs and estimated Lease-up-Losses and Imputed Cost of Debt.

(4) Calculated as the Estimated Adjusted Development Costs less the Adjusted Development Costs incurred as at September 30, 2021.

(5) At this time, completion and stabilization dates are difficult to predict given the pandemic as described in the "COVID-19 Business Impacts and Related Risks" section of the 2020 MD&A.

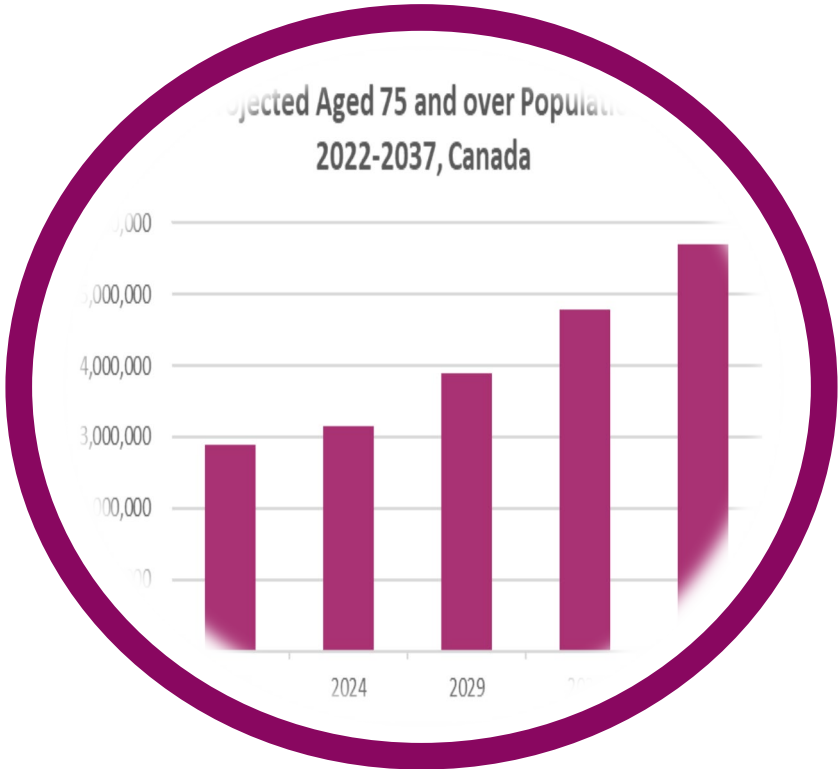
(6) As of November 11, 2021.

(7) At Chartwell Montgomery Village, the first resident move in is expected on November 22, 2021.

(8) Redevelopment of the existing 100-bed Class C LTC to a 224-bed LTC home. The existing LTC operations are expected to continue during the redevelopment. The Ontario Ministry of Long-Term Care ("MLTC") will provide both capital funding to the project for 25 years post completion and a 17% grant toward land, hard and certain soft costs estimated at \$8.0 million, payable at substantial completion. Estimated stabilized NOI for this project includes the expected capital funding subsidy receipt of \$1.9 million.



OUTLOOK



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THANK YOU



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