



CHARTwell
retirement residences

Q12024 Results Conference Call

May 10, 2024



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. Examples of forward-looking information in this document include, but are not limited to, statements regarding our business strategies, operational, sales, marketing, and optimization strategies including targets, and the expected results of such strategies, predictions and expectations with respect to industry trends regarding growth in the senior population, a deficit of long term care beds and the slow down of new construction starts, expectations with respect to taxes that are expected to be payable in the current and future years and statements regarding the tax classification of distributions, and occupancy rate forecasts. 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 "Risks and Uncertainties and Forward-Looking Information" section of our Management's Discussion & Analysis for the three months ended March 31, 2024 (the "Q1 2024 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; "2024" refers to the calendar year 2024, "2023" refers to the calendar year 2023; "2022" refers to the calendar year 2022; and "2021" refers to the calendar year 2021.

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 (effectively, the "Non-GAAP Measures"), to measure, compare and explain the operating results and financial performance of the Trust.

These Non-GAAP 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 Measures" section of our Q1 2024 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

FFO, FFO for continuing operations, Total FFO, FFO from LTC Discontinued Operations, FFO for Equity-Accounted JVs, and Internal Funds from Operations, ("IFFO"), IFFO for continuing operations, Total IFFO, IFFO from LTC Discontinued Operations, 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, Adjusted Operation Margin, 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, Proforma adjustments, and Total Units Outstanding.

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, Regularly Scheduled Debt Principal Payments, Consolidated Indebtedness, Secured Indebtedness, Unsecured Indebtedness, Investment restrictions

Please refer to the "Additional Information on Non-GAAP Measures", "Results of Operations – FFO", "Significant Events – Development – Expected Unlevered Yield, Development Lease-up-Losses and Imputed Cost of Debt", "Results of Operations – Adjusted Resident Revenue, Adjusted Property Operating Expenses, Adjusted Operating Margin, and Adjusted NOI" and "Liquidity and Capital Resources – Financial Covenants" sections of our Q1 2024 MD&A for details on these measures.

Due to rounding, numbers presented throughout this presentation may not add up precisely to the totals provided and percentages may not precisely reflect the absolute figures.

Q1 2024

Strong Momentum of Growth



THE
**CHARTWELL
EXPERIENCE**

Delivering exceptional
resident experiences

Sales and Marketing

Sales
KPIs
Q1 2024

16%	Initial Contacts
13%	Personal Tours
16%	Permanent Move-Ins
13%	Leases Signed



Operations



Reducing
Staffing
Agency
Costs

↓ 60%



Electronic
Health
Records

Care Revenue
↑ 23%



Locally-
Driven,
Property-
Specific
Strategies

Q1 2024 Summary

	Q1 2024	Q1 2023	Change
Net income/(loss) ⁽¹⁾	(\$2.0M)	(\$9.3M)	\$7.3M
FFO ⁽²⁾			
Continuing operations	\$39.2M	\$20.9M	\$18.3M
Total	\$39.2M	\$24.3M	\$14.9M
FFOPU ⁽²⁾			
Continuing operations	\$0.16	\$0.09	\$0.07
Total	\$0.16	\$0.10	\$0.06
Average occupancy – same property	86.2%	80.1%	6.1pp
Adjusted NOI ⁽³⁾ – same property	\$56.8M	\$45.5M	\$11.3M

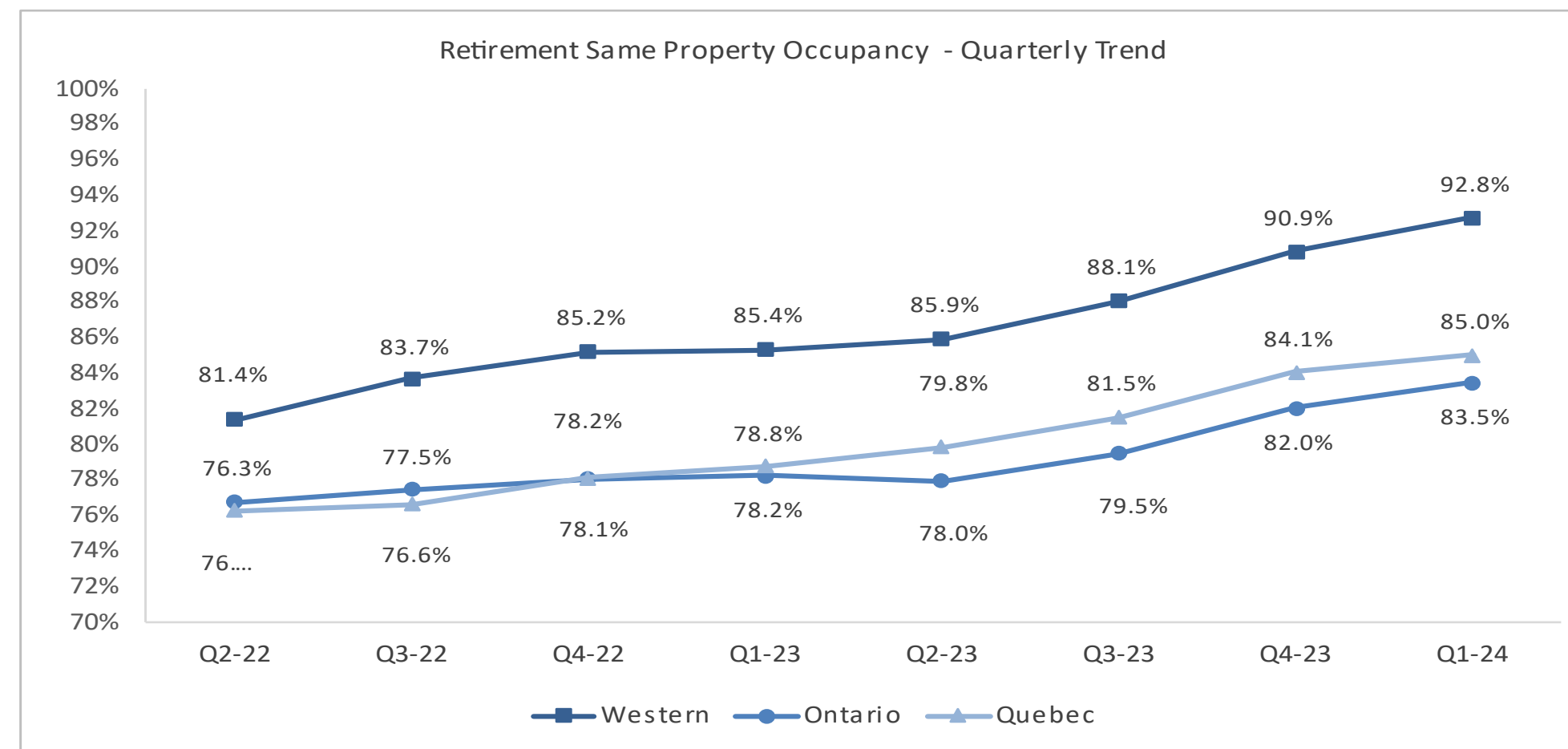
(1) Includes net income from LTC Discontinued Operations.

(2) Refer to the "Supplemental Information" section on page 12 of this presentation.

(3) Refer to the "Supplemental Information" section on page 13 of this presentation.

Q1 2024 Adjusted NOI and Occupancy

	Same Property						
	Adjusted NOI				Occupancy		
	Q1 2024	Q1 2023	Inc/(Dec) \$ %		Q1 2024	Q1 2023	Change
Retirement:							
Western Canada	\$18.5M	\$15.4M	\$3.1M	20.1%	92.8%	85.4%	7.4pp
Ontario	\$31.4M	\$24.9M	\$6.5M	25.8%	83.5%	78.2%	5.3pp
Quebec	\$6.9M	\$5.2M	\$1.7M	33.3%	85.0%	78.8%	6.2pp
Total Retirement	\$56.8M	\$45.5M	\$11.3M	24.7%	86.2%	80.1%	6.1pp



Platform Specific Trends
Western Canada Continuing strong rental and service rate and occupancy growth.
Ontario Occupancy and rental and service rate growth helped mitigate higher costs.
Quebec Occupancy and rental and service rate growth mitigating cost pressures.

Financial Position

At May 9, 2024

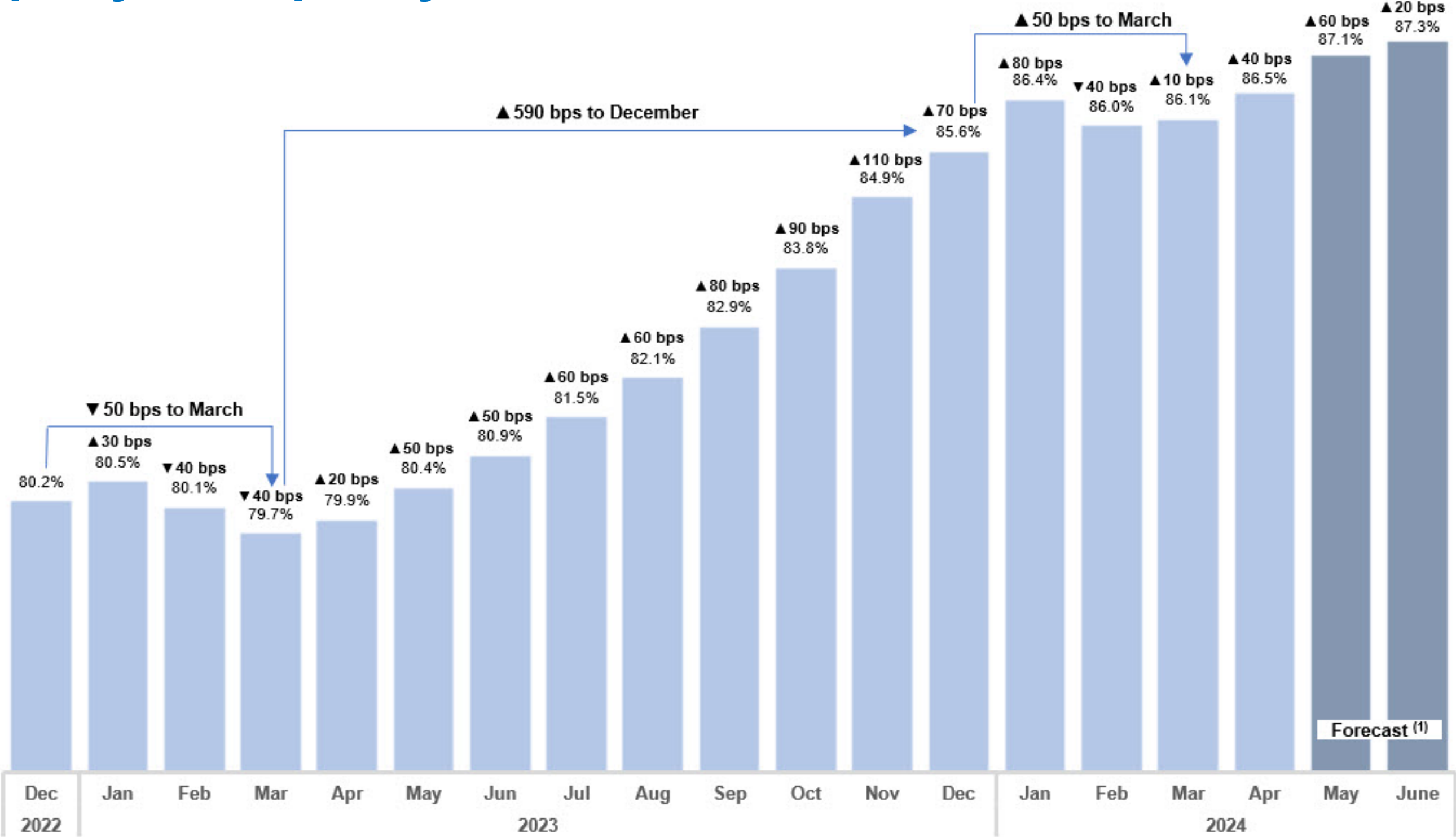
Liquidity
\$280M

\$38M
cash

\$242M
available credit
facilities

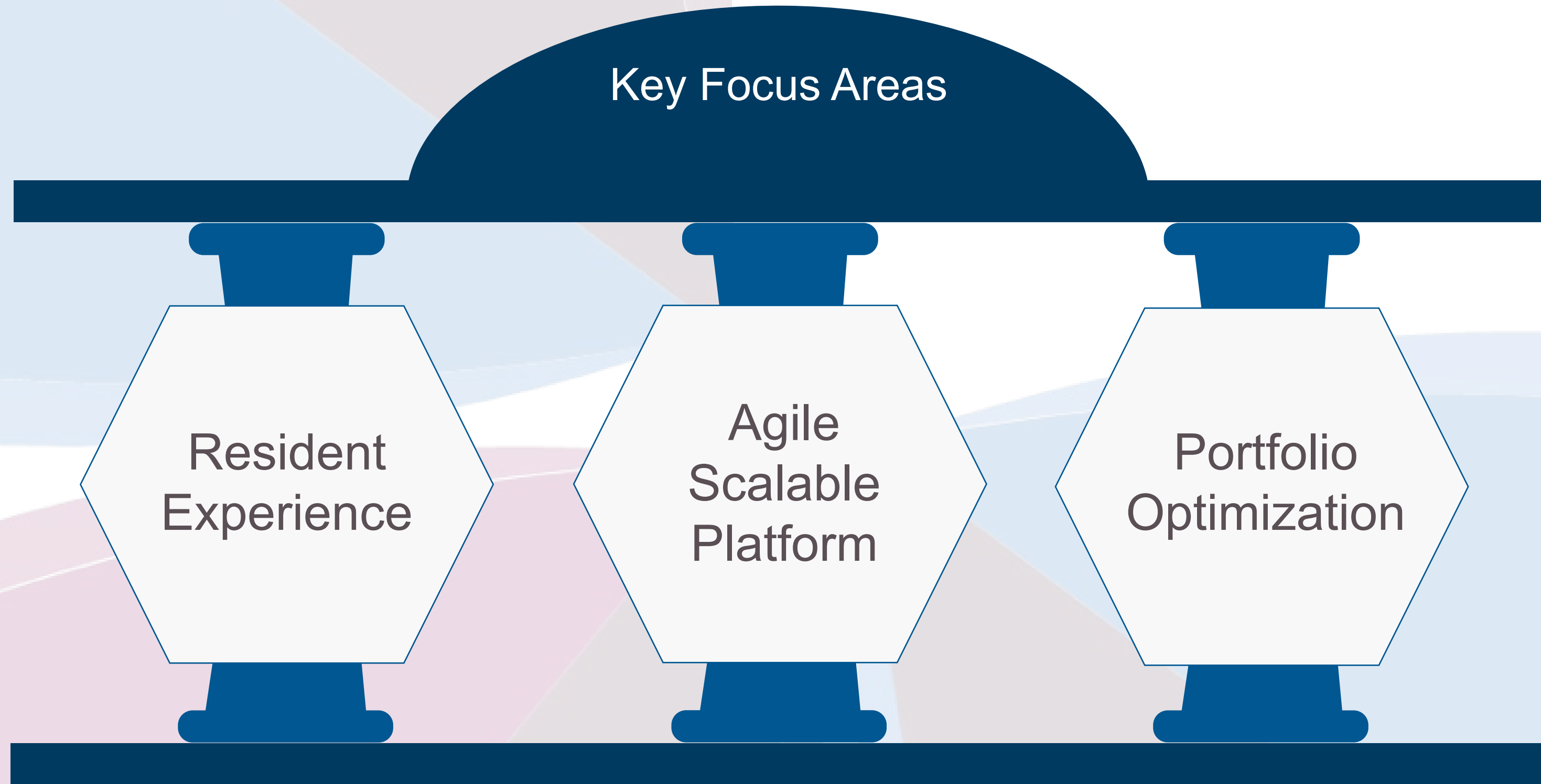
2024 Outlook

Same Property Occupancy



(1) Forecast includes leases and notices as at April 30, 2024, and an estimate of mid-month move-ins of 20 and 40 basis points (“bps”) for May and June, respectively, based on the preceding 12-month average of such activity.

Pillars of Growth



Chartwell Experience



Helping Others through Purposeful Engagement

Supplemental Information

Reconciliation Table – FFO and FFOPU

(\$000s, except number of units and per unit amounts)	Continuing Operations			Total Operations		
	Q1 2024	Q1 2023	Change	Q1 2024	Q1 2023	Change
Net income/(loss)	(1,971)	(12,590)	10,619	(1,971)	(9,253)	7,282
<i>Add (Subtract):</i>						
B Depreciation of PP&E	35,342	39,237	(3,895)	35,342	39,237	(3,895)
D Amortization of limited life intangible assets	615	739	(124)	615	739	(124)
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	(1,055)	(1,144)	89	(1,055)	(1,144)	89
E Gain on disposal of assets	(638)	(2,712)	2,074	(638)	(2,701)	2,063
J Transaction costs arising on dispositions	1,992	402	1,590	1,992	474	1,518
F Tax on gains or losses on disposal of properties	(351)	-	(351)	(351)	-	(351)
G Deferred income tax	1,053	(7,477)	8,530	1,053	(7,477)	8,530
O Distributions on Class B Units recorded as interest expense	232	234	(2)	232	234	(2)
M Changes in fair value of financial instruments	3,285	2,509	776	3,285	2,509	776
Q FFO adjustments for Equity-Accounted JVs	735	1,720	(985)	735	1,720	(985)
FFO	39,239	20,918	18,321	39,239	24,338	14,901
Weighted average number of units (000s)	244,216	239,948	4,268	244,216	239,948	4,268
FFOPU	0.16	0.09	0.07	0.16	0.10	0.06

Supplemental Information

Reconciliation Table - Adjusted NOI

(\$000s)	Q1 2024	Q1 2023	Change
Resident revenue	183,920	165,824	18,096
Add:			
Share of resident revenue from joint ventures ⁽¹⁾	33,616	30,428	3,188
Resident revenue from LTC Discontinued Operations ⁽²⁾	-	61,815	(61,815)
Adjusted resident revenue	217,536	258,067	(40,531)
Comprised of:			
Same property	161,193	143,819	17,374
Growth	24,687	21,519	3,168
Repositioning	31,656	92,729	(61,073)
Adjusted resident revenue	217,536	258,067	(40,531)
Direct property operating expense	121,374	117,874	3,500
Add:			
Share of direct property operating expense from joint ventures ⁽¹⁾	22,572	21,723	849
Direct property operating expense from LTC Discontinued Operations ⁽²⁾	-	56,653	(56,653)
Adjusted direct property operating expense	143,946	196,250	(52,304)
Comprised of:			
Same property	104,395	98,280	6,115
Growth	15,654	14,815	839
Repositioning	23,897	83,155	(59,258)
Adjusted direct property operating expense	143,946	196,250	(52,304)
NOI	62,546	47,950	14,596
Add:			
Share of NOI from joint ventures	11,044	8,705	2,339
Adjusted NOI from continuing operations	73,590	56,655	16,935
Add:			
NOI from LTC Discontinued Operations	-	5,162	(5,162)
Adjusted NOI	73,590	61,817	11,773
Comprised of:			
Same property	56,798	45,539	11,259
Growth	9,033	6,704	2,329
Repositioning	7,759	9,574	(1,815)
Adjusted NOI	73,590	61,817	11,773

(1) Non-GAAP; represents Chartwell's proportionate share of the results related to our equity-accounted joint ventures.

(2) Represents the results related to LTC Discontinued Operations.

THANK YOU



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