



CHARTwell[®]
retirement residences

Q2 2024 Results Conference Call

August 9, 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 and six months ended June 30, 2024 (the "Q2 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; "2021" refers to the calendar year 2021; "2024 YTD" refers to the six-month period ended June 30, 2024; and "2023 YTD" refers to the six-month period ended June 30, 2023.

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") (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 Q2 2024 MD&A for details.

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, Internal Funds from Operations, ("IFFO"), IFFO for continuing operations, Total IFFO, IFFO from LTC Discontinued Operations, 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

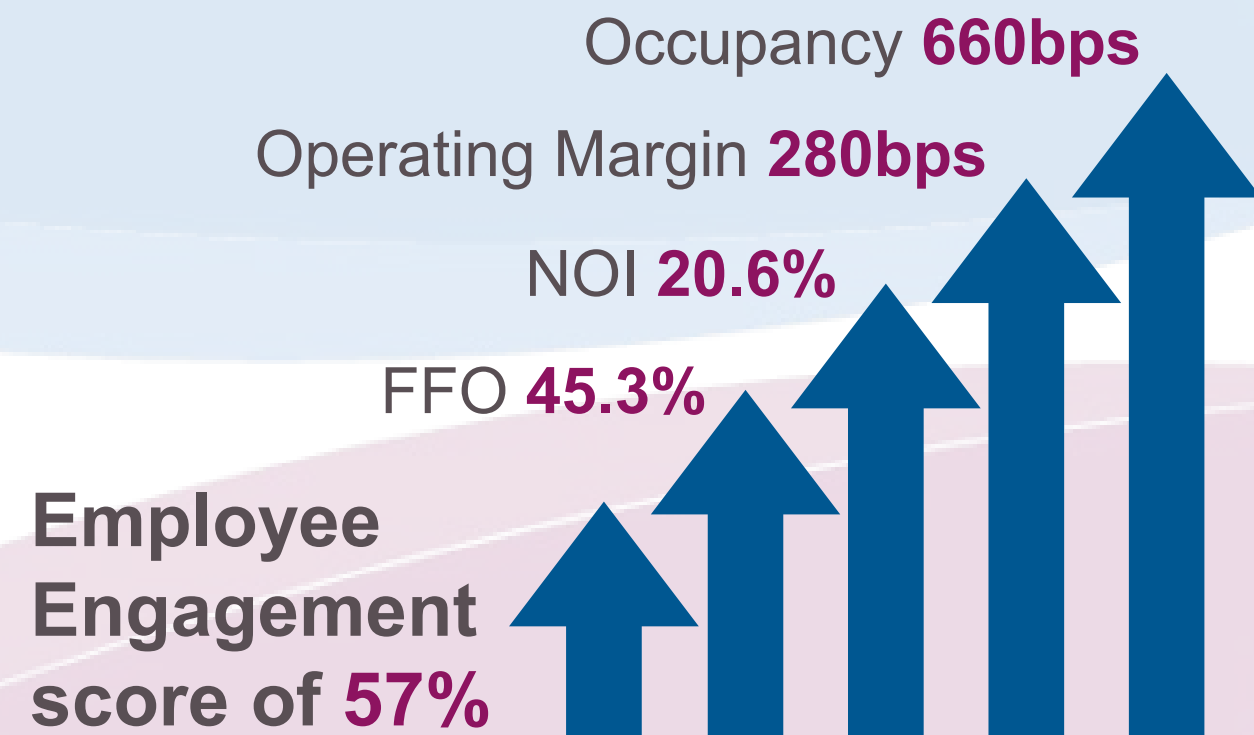
Liquidity, Imputed Cost of Debt, Regularly Scheduled Debt Principal Payments, Consolidated Indebtedness, Secured Indebtedness, Unsecured Indebtedness, Investment restrictions

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 – Debt Covenants" sections of our Q2 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.

Q2 2024

Continued Strong Momentum of Growth



THE
**CHARTWELL
EXPERIENCE**

Delivering exceptional
resident experiences

Sales and Marketing



**Chartwell Retirement Residences**
Jul 18 · 🌐

Enjoy life's simple pleasures with the choice, independence, and freedom you desire at Chartwell Royal Park in Southwest Calgary. Starting at \$3,374 a month, this residence is known for its gorgeous greenspace, variety of flexible services, and spacious suites with full kitchens. You'll also enjoy the convenience of nearby shopping centers and proximity to Mount Royal University.

Book a tour today. Don't delay— ask them about their exclusive offer on our spacious suites too! ➡: https://chartwell.com/ab/calgary/royal-park?utm_source=facebook&utm_medium=paid_social&utm_content=residence_spotlight_2024&utm_campaign=chartwell_royal_park&utm_term=



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**Chartwell Retirement Residences**
Jul 25 · 🌐

Picture this: Coffee with friends on the patio, laughter filling the air, and a calendar packed with exciting activities. This can be your reality at Chartwell Orchards, a welcoming retirement community nestled in beautiful Vineland, Ontario. Here's a taste of what awaits:

- A vibrant social scene with events, outings, and on-site activities
- Delicious chef-prepared meals
- Spacious suites designed for comfort and style
- Weekly housekeeping
- Pet-friendly home
- And much more!

Book a tour today. Don't delay— ask them about their exclusive Move-In offer too! ➡: https://chartwell.com/on/vineland/orchards?utm_source=facebook&utm_medium=paid_social&utm_content=residence_spotlight_2024&utm_campaign=chartwell_orchards&utm_term=



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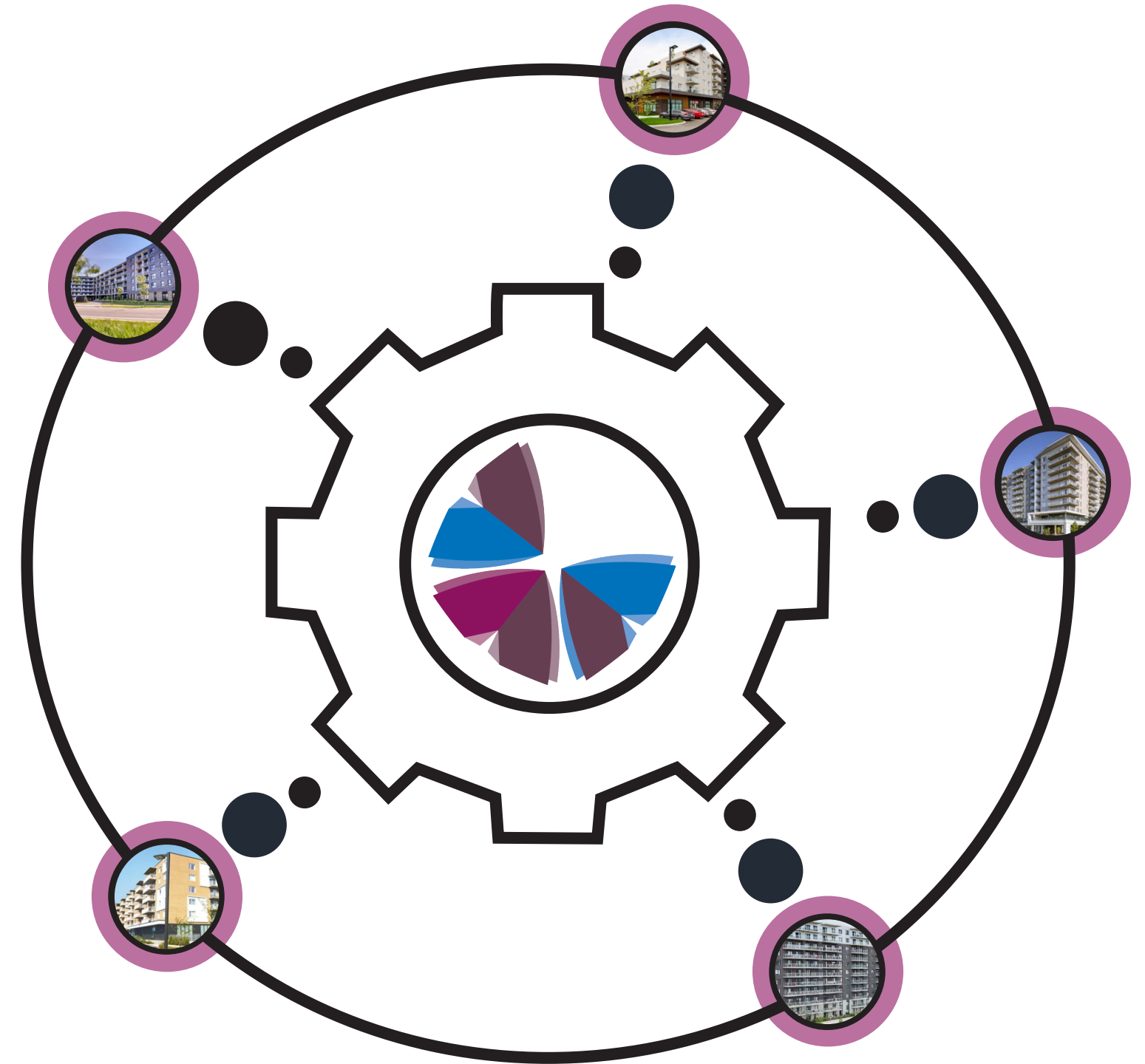
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Operations

Reducing
Staffing Agency
Costs

↓ 60%



Q2 2024 Summary

	Q2 2024	Q2 2023	Change
Net income/(loss) ⁽¹⁾	(\$2.8M)	(\$7.5M)	\$4.7M
FFO ⁽²⁾			
Continuing operations	\$44.7M	\$25.9M	\$18.8M
Total	\$44.7M	\$30.8M	\$13.9M
FFOPU ⁽²⁾			
Continuing operations	\$0.18	\$0.11	\$0.07
Total	\$0.18	\$0.13	\$0.05
Average occupancy – same property	87.2%	80.6%	6.6pp
Adjusted NOI ⁽³⁾ – same property	\$61.0M	\$50.6M	\$10.4M

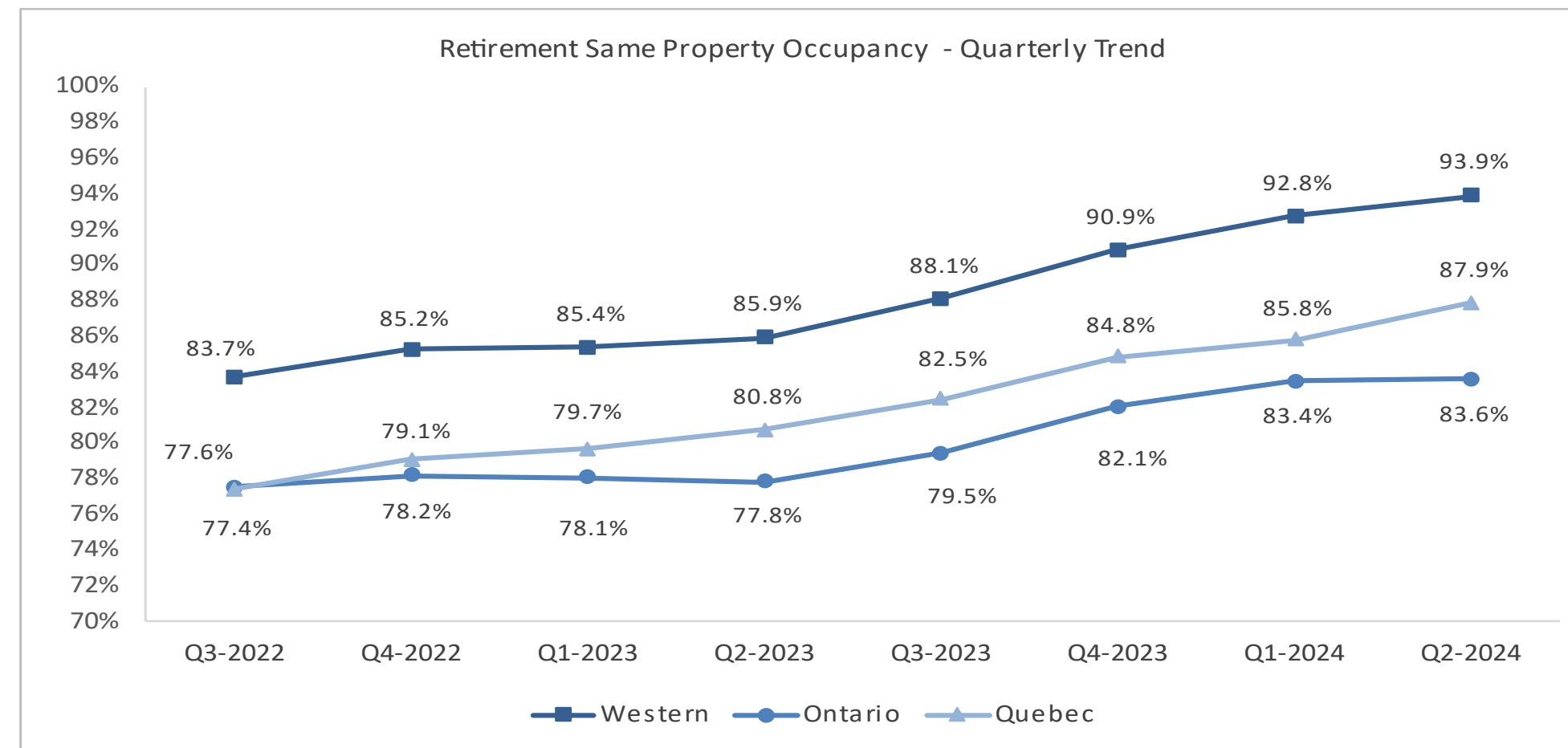
(1) Includes net income from LTC Discontinued Operations.

(2) Refer to the "Supplemental Information" section on page 15 of this presentation.

(3) Refer to the "Supplemental Information" section on page 16 of this presentation.

Q2 2024 Adjusted NOI and Occupancy

	Same Property					
	Adjusted NOI				Occupancy	
	Q2 2024	Q2 2023	Inc/(Dec) \$	%	Q2 2024	Q2 2023
Retirement:						
Western Canada	\$18.9M	\$17.0M	\$1.9M	11.4%	93.9%	85.9%
Ontario	\$34.0M	\$28.0M	\$6.0M	21.6%	83.6%	77.8%
Quebec	\$8.1M	\$5.6M	\$2.5M	43.3%	87.9%	80.8%
Total Retirement	\$61.0M	\$50.6M	\$10.4M	20.6%	87.2%	80.6%
						6.6pp



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 August 8, 2024

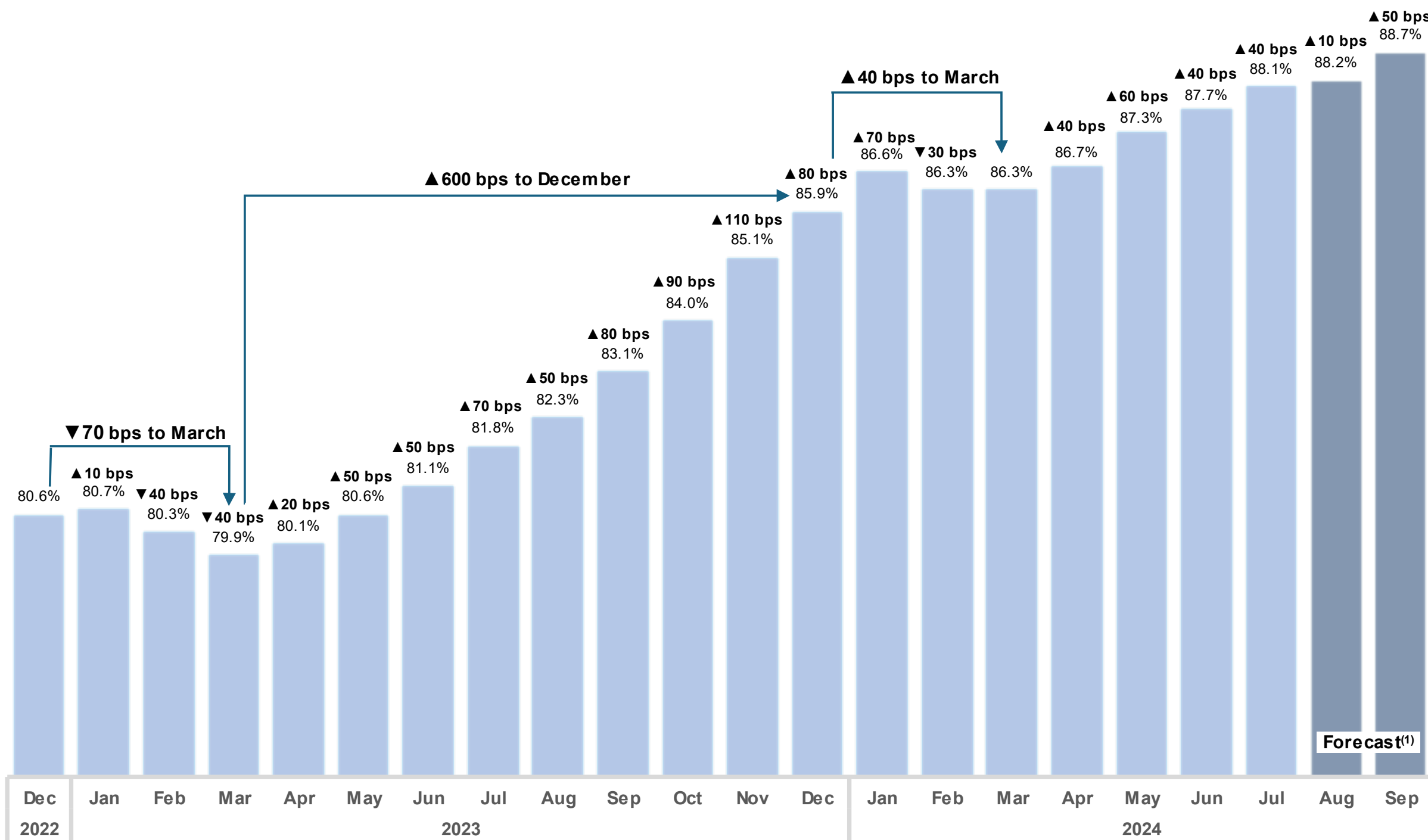
Liquidity
\$342M

\$42M
cash

\$300M
available credit
facilities

2024 Outlook

Same Property Occupancy



(1) Forecast includes leases and notices as at July 31, 2024, and an estimate of mid-month move-ins of 20 and 40 basis points (“bps”) for August and September, respectively, based on the preceding 12-month average of such activity.

Acquisitions - Quebec



Q2 2024

85% Ownership

- **3** properties
- **1,053** suites
- **EMD/Batimo**

July 22, 2024

100% Ownership

- **5** property portfolio
- **1,428** suites
- **\$297M** purchase price

Announced

50% Ownership

- **5** property portfolio
- **1,805** suites
- **New JV partner**

Acquisitions - Quebec

Interests in **13** residences,
4,286 suites in Quebec

Gross value **\$1.02B**
(\$763M at ownership share)

~ **30%** discount to replacement cost

New, high-quality assets;
5 years average age

89.4% occupancy
(**95%** excluding three lease-up assets)

Includes **new JV** with Fonds Champlain
5 assets, 1,805 suites, \$428M value

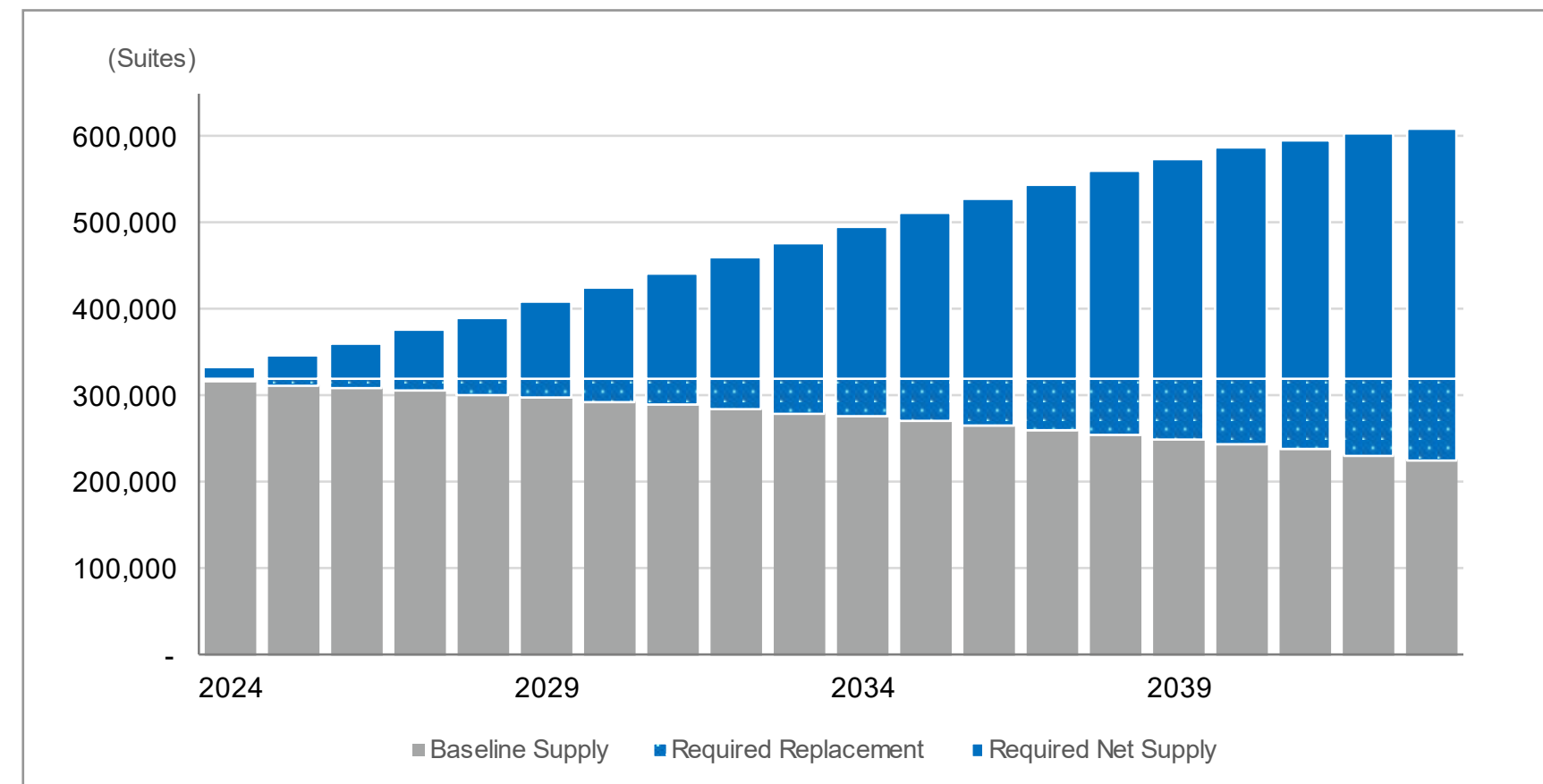


Closing Fall 2024

Strong Industry Fundamentals

Demand will Overwhelm Supply

New Supply Required to Maintain Market Equilibrium



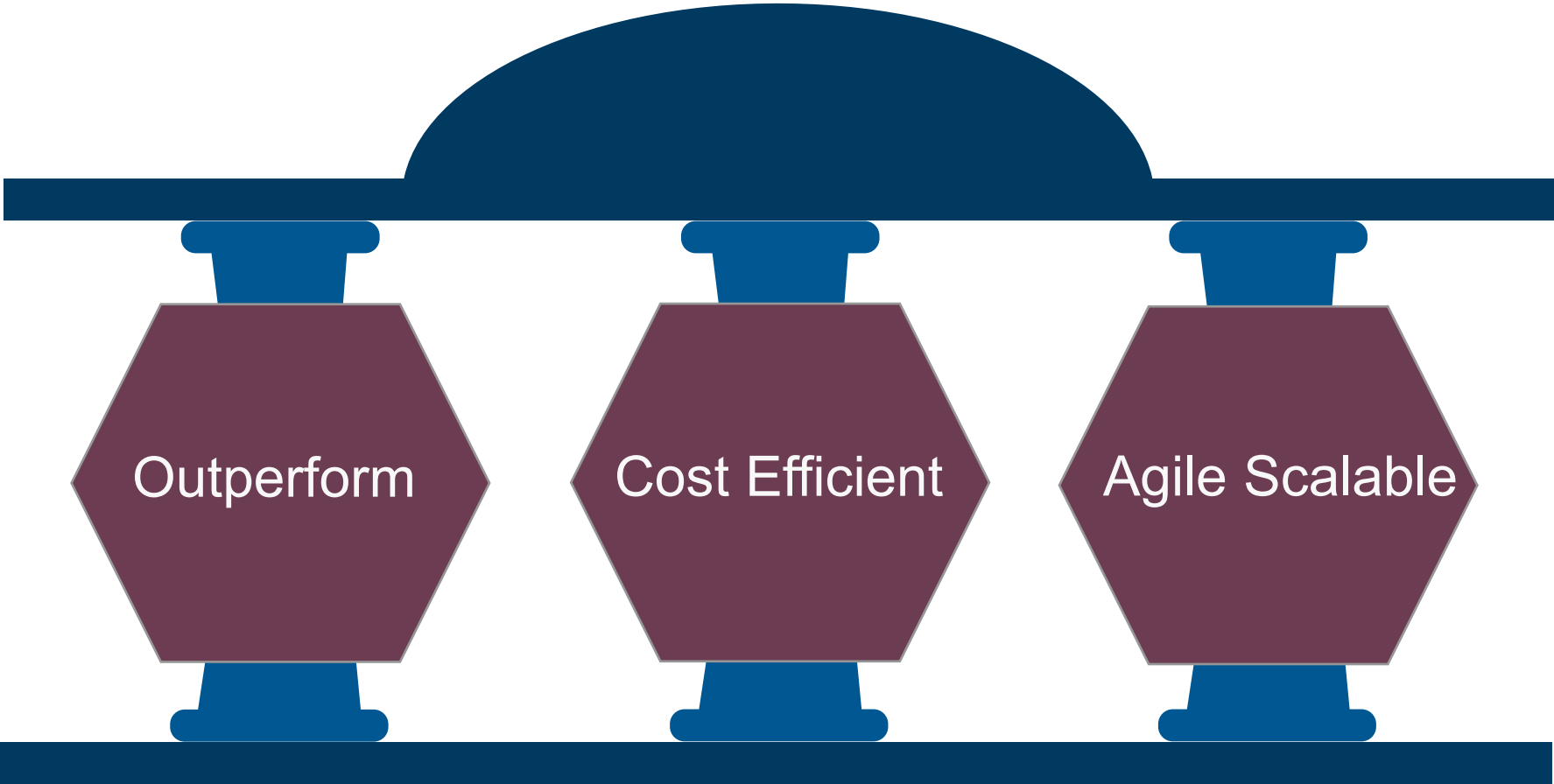
Source: Cushman and Wakefield ULC.

- Current seniors housing demand is projected to double over the next 20 years.
- 200,000+ new suites required over the next 10 years compared with ~73,000 suites built over the past 10 years.
- Represents ~\$100 billion capital requirement over next 10 years, despite limited development pipelines, resources and capital given the broader housing shortage.

Market imbalance will drive higher occupancy levels and fuel rent growth

2024 Focus

Agile Scalable Platform



Portfolio Optimization



Chartwell Experience



Canadian Multicultural Day at Chartwell Gibson

Supplemental Information

Reconciliation Table – FFO and FFOPU

(\$000s, except number of units and per unit amounts)	Continuing Operations			Total Operations		
	Q2 2024	Q2 2023	Change	Q2 2024	Q2 2023	Change
Net income/(loss)	(2,798)	(12,263)	9,465	(2,798)	(7,457)	4,659
<i>Add (Subtract):</i>						
B Depreciation of PP&E	38,795	37,786	1,009	38,795	37,786	1,009
D Amortization of limited life intangible assets	574	753	(179)	574	753	(179)
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	(941)	(1,094)	153	(941)	(1,094)	153
E Gain on disposal of assets	1,584	(709)	2,293	1,584	(714)	2,298
J Transaction costs arising on dispositions	528	104	424	528	154	374
F Tax on gains or losses on disposal of properties	-	-	-	-	-	-
G Deferred income tax	2,413	(2,340)	4,753	2,413	(2,340)	4,753
O Distributions on Class B Units recorded as interest expense	232	234	(2)	232	234	(2)
M Changes in fair value of financial instruments	3,252	3,081	171	3,252	3,081	171
Q FFO adjustments for Equity-Accounted JVs	1,059	348	711	1,059	348	711
FFO	44,698	25,900	18,798	44,698	30,751	13,947
Weighted average number of units (000s)	246,121	241,240	4,881	246,121	241,240	4,881
FFOPU	0.18	0.11	0.07	0.18	0.13	0.05

Supplemental Information

Reconciliation Table - Adjusted NOI

(\$000s)	Q2 2024	Q2 2023	Change
Resident revenue	189,563	168,171	21,392
Add:			
Share of resident revenue from joint ventures ⁽¹⁾	34,258	31,074	3,184
Resident revenue from LTC Discontinued Operations ⁽²⁾	-	59,732	(59,732)
Adjusted resident revenue	223,821	258,977	(35,156)
Comprised of:			
Same property	160,984	144,171	16,813
Growth	28,436	22,178	6,258
Repositioning	34,401	92,628	(58,227)
Adjusted resident revenue	223,821	258,977	(35,156)
Direct property operating expense	120,709	113,290	7,419
Add:			
Share of direct property operating expense from joint ventures ⁽¹⁾	22,281	21,895	386
Direct property operating expense from LTC Discontinued Operations ⁽²⁾	-	53,283	(53,283)
Adjusted direct property operating expense	142,990	188,468	(45,478)
Comprised of:			
Same property	99,988	93,584	6,404
Growth	17,169	14,716	2,453
Repositioning	25,833	80,168	(54,335)
Adjusted direct property operating expense	142,990	188,468	(45,478)
NOI	68,854	54,881	13,973
Add:			
Share of NOI from joint ventures	11,977	9,179	2,798
Adjusted NOI from continuing operations	80,831	64,060	16,771
Add:			
NOI from LTC Discontinued Operations	-	6,449	(6,449)
Adjusted NOI	80,831	70,509	10,322
Comprised of:			
Same property	60,996	50,587	10,409
Growth	11,267	7,462	3,805
Repositioning	8,568	12,460	(3,892)
Adjusted NOI	80,831	70,509	10,322

(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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retirement residences