

## Fact Sheet

**TSX: SIA**

**~12,000**

Dedicated Team Members

**51**

Years of Operation

**\$0.94**

Annual  
Distribution/Share

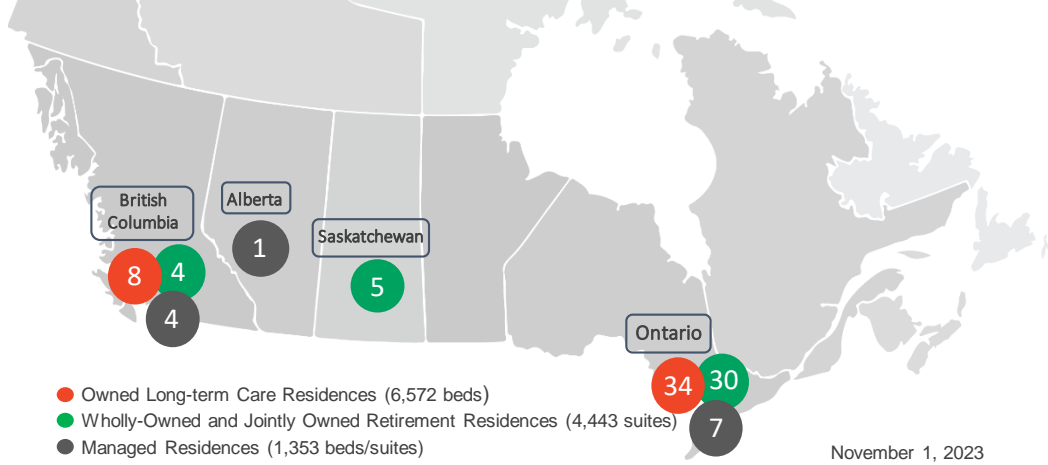
**\$324M**

Available Liquidity

As at September 30, 2023



[www.aspiralife.ca](http://www.aspiralife.ca)



**Sienna Senior Living Inc. (TSX:SIA) is one of Canada's leading owners and operators of seniors' residences with 93 high quality assets in great locations.**

### Why Invest in Sienna

- **Well established** provider of essential services in a sector with compelling demographics and growing demand
- **Diversified portfolio** of government-funded long-term care communities and private-pay retirement residences
- **Experienced leadership team** focused on high quality care and resident-centered experience
- **Solid financial position** with investment grade credit rating, a large pool of unencumbered assets and robust liquidity
- **Attractive dividend yield** of ~9%

**# of Seniors  
over 85  
to triple in Canada  
over next  
25 years**

**Sienna's long-term strategic approach** is centred around the following three pillars:

#### Strengthening Team Engagement

- Offering a compelling team experience
- Creating a purpose-driven, differentiated culture

#### Elevating the Quality of Life of Residents

- Offering an outstanding resident experience
- Achieving operational excellence

#### Achieving Growth & Enhanced Performance

- Outperforming the market
- Growing the Company's footprint

## Senior Leadership

### Nitin Jain

Director, President & CEO

### David Hung

Chief Financial Officer, EVP

### Mark Lugowski

Retirement Operations, EVP

### Jennifer Anderson

Long-Term Care Operations, EVP

### Teresa Fritsch

Chief Corporate Officer, EVP

### Olga Giovanniello

Chief Human Resources Officer, EVP

### Adam Walsh

General Counsel, SVP

### Nancy Webb

Public Affairs & Marketing, SVP

## Board of Directors

### Shelly Jamieson

Chair

### Barbara Bellissimo

### Paul Boniferro

### Dr. Gina Cody

### Nitin Jain

### Brian Johnston

### Paula Jourdain Coleman

### Stephen Sender

## Financial Highlights

### Key Performance Indicators

\$thousands, except occupancy, share and ratio data

**Occupancy – Long-term care** (average)

**Occupancy – Retirement same property**  
(average)

**Total Adjusted Revenue**

**Total Net Operating Income (NOI)**

**Operating Funds from Operations (OFFO)**

**Adjusted Funds from Operations (AFFO)**

**OFFO per share**

**AFFO per share**

**Debt to gross book value** (period end)

**Weighted average cost of debt** (period end)

**Debt to adjusted EBITDA**

|  | Q3 2023 | Q3 2022 |
|--|---------|---------|
| Occupancy – Long-term care (average)           | 98.4%   | 95.9%   |
| Occupancy – Retirement same property (average) | 86.9%   | 87.5%   |
| Total Adjusted Revenue                         | 199,840 | 189,192 |
| Total Net Operating Income (NOI)               | 37,837  | 35,020  |
| Operating Funds from Operations (OFFO)         | 20,069  | 17,944  |
| Adjusted Funds from Operations (AFFO)          | 19,612  | 16,564  |
| OFFO per share                                 | 0.275   | 0.246   |
| AFFO per share                                 | 0.269   | 0.227   |
| Debt to gross book value (period end)          | 44.4%   | 43.3%   |
| Weighted average cost of debt (period end)     | 3.6%    | 3.4%    |
| Debt to adjusted EBITDA                        | 8.3     | 9.0     |

## Sienna's Environmental, Social and Governance Initiatives

### ESG Report 2022

**Sienna**  
Senior Living



Sienna plays a leadership role in **developing new approaches to better serve Canadian seniors**, which is reflected in the Company's ESG practices.

For information on Sienna's **ESG initiatives**, including the **latest ESG Report**, or to provide feedback, please go to <https://www.siennaliving.ca/investors/esg>

## Significant Potential for Growth

Generating **continued occupancy growth** in the Company's retirement segment

Adding incremental NOI from **acquisitions and new developments**

Addressing government funding shortfalls through **catch-up funding**

Achieving substantial **reduction in pandemic expenses and agency costs**



**Sienna**  
Senior Living

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