

# Fact Sheet

## Q3 2019

**TSX: SIA**

**\$2.2B**

Enterprise Value

**\$1.3B**

Market Capitalization

**\$0.94**

Annual Distribution

**5.0%**

Dividend Yield

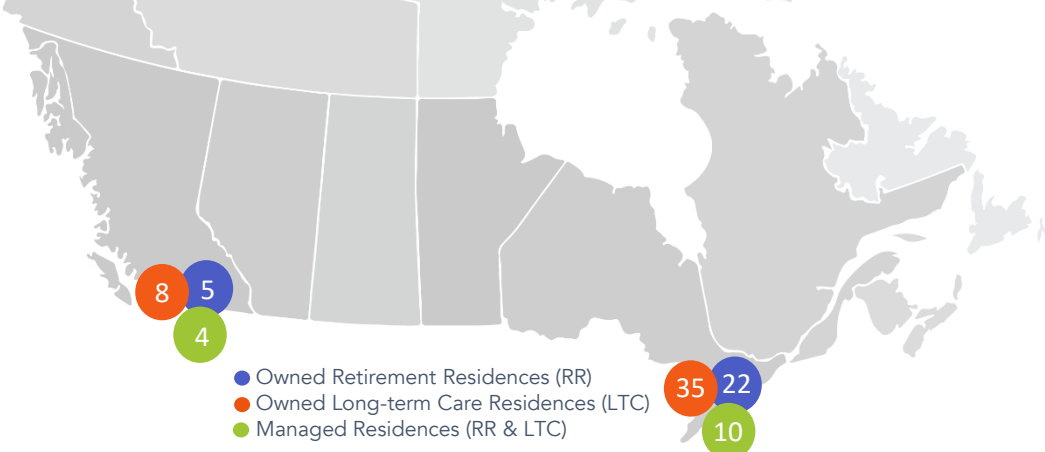
**~250%**

Total Shareholder Return since IPO

**12,000+**

Team Members

as at November 30, 2019



70 owned high quality residences | 14 managed residences

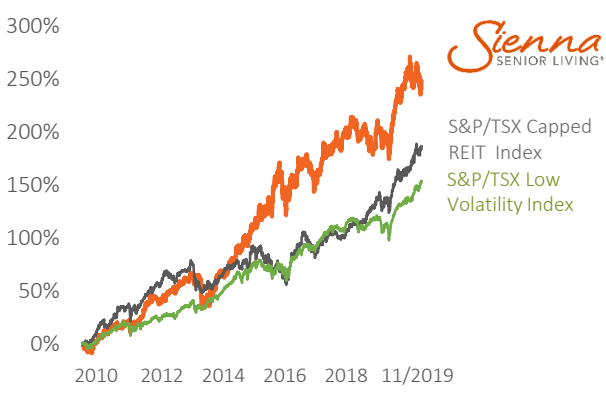
**Sienna Senior Living Inc. (TSX:SIA) is one of Canada's leading owners and operators of seniors' residences with high quality assets in great locations. With the dedication and support of over 12,000 team members, Sienna helps residents to live fully every day.**

### Why Invest in Sienna

- Well established in a sector with significant demand
- Strong seniors living operating platform
- High quality portfolio in key markets

**10 million seniors in Canada by 2036**

### Share Performance since IPO



### Growth Strategy

- **Grow** the company through development, strategic acquisitions & organic growth
- **Realign and augment** operating and sales platform
- **Maintain** a strong balance sheet



## Senior Management

### Lois Cormack

Director, President & CEO

### Nitin Jain

Chief Financial Officer &  
Chief Investment Officer

### Joanne Dykeman

EVP, Operations

### Olga Giovanniello

EVP, People & Culture

### Cristina Alaimo

VP, General Counsel

### Nancy Webb

VP, Marketing &  
Communications

## Financial Highlights

### Key Performance Indicators

\$thousands, except occupancy, share and ratio data

	Q3 2019	Q3 2018	YTD 2019	YTD 2018
Occupancy – Retirement same property (average)	86.9%	91.4%	88.6%	91.6%
Occupancy – Long-term care (average)	98.2%	98.7%	98.3%	98.3%
Revenue	167,947	165,048	497,573	472,529
Net operating income (NOI)	40,162	40,519	119,003	112,313
Operating Funds from Operations (OFFO)	24,208	23,975	69,132	66,927
Adjusted Funds from Operations (AFFO)	24,492	24,416	72,303	71,327
OFFO per share (diluted)	0.364	0.365	1.042	1.048
AFFO per share (diluted)	0.368	0.372	1.089	1.116
Dividends per share	0.233	0.228	0.692	0.678
Debt to gross book value (period end)	46.5%	48.3%	46.5%	48.3%
Interest coverage ratio	4.0x	4.0x	3.9x	4.0x
Weighted average term to maturity (years)	4.1	5.0	4.1	5.0

## Board of Directors

### Dino Chiesa

Chairman

### Lois Cormack

### Janet Graham

### Brian Johnston

### Paula Jourdain Coleman

### Jack C. MacDonald

### Stephen Sender

## Environmental, Social and Governance (ESG)

Sienna is deeply connected to its communities where it strives to create a positive experience for its residents, their families and its employees. With a high-performing team and an award-winning workplace culture, Sienna aims to never lose sight of its vision to awaken its communities to the positive possibilities of life's next chapters.

### Governance

- Maintain **the highest ethical standards** through a strong governance framework and an experienced Board of Directors.
- **Leader in gender diversity** with over 40% of Sienna's directors being female.

### Social

- Strongly committed to giving back; **Sienna for Seniors** initiative has raised **\$427,000** since inception.
- Sienna named one of **Canada's most admired Corporate Cultures**.
- Consistently **outperforms provincial and national averages on the quality of care** provided to residents.

### Environmental

- Key initiatives focus on increasing **water conservation** and decreasing **energy consumption**.

**Our Vision** is to awaken our communities to the positive possibilities of life's next chapters.

**Our Mission** is to help you live fully, every day.

**Our Values** are respect, passion, teamwork, responsibility & growth.



*Sienna*  
SENIOR LIVING®

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