

**Fact Sheet** 

## **TSX: SIA**

\$1.7B Asset Value

# 12,000+

Dedicated Team Members

**~84%** al Shareholder Ret

Total Shareholder Return since IPO

> **9%+** Dividend Yield

**\$0.94** Annual Distribution

As at May 31, 2020





70 owned high quality residences | 13 managed residences

Sienna Senior Living Inc. (TSX:SIA) 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.

#### **Investment Highlights**

- Well established provider of essential services in a sector with growing demand
- Balanced portfolio of government-funded long-term care and private-pay retirement residences
- Experienced leadership team and award-winning corporate culture
- Consistently healthy AFFO payout ratio and attractive dividend yield
- **Solid financial position** with investment grade credit rating, financial flexibility and ample liquidity

## # of Seniors over 85 to double in Canada by 2040

#### **Strategy & Objectives**

Long-term strategy unchanged with short-term shift in focus amid COVID-19

	Short-term focus/impact		Long-term strategy/goals
Operating platform	Foremost priority is the health and safety of team members and residents	•	Focus on resident experience and quality of service Recruit and retain an experienced and high performing team
Balance Sheet	Focus on liquidity and financial flexibility	:	Optimize capital structure and refinance debt at favourable interest rates Retain pool of unencumbered assets Maintain favourable credit rating
Growth	Acquisition & expansion projects temporarily put on hold	•	Development & intensification of retirement residences Replacement of Class C homes Retirement acquisitions Organic growth

## **Senior Leadership**

**Nitin Jain** Director, President & CEO

Mark A. Lugowski EVP, Operations

**Olga Giovanniello** EVP, People & Culture

**Cristina Alaimo** VP, General Counsel

Nancy Webb VP, Marketing & Communications

## **Board of Directors**

**Dino Chiesa** Chairman

**Nitin Jain** 

Janet Graham

**Brian Johnston** 

Paula Jourdain Coleman

Jack C. MacDonald

**Stephen Sender** 

### **Financial Highlights**

Key Performance Indicators \$thousands, except occupancy, share and ratio data	Q1 2020	Q1 2019
Occupancy – Long-term care (average)	97.9%	98.2%
Occupancy – Retirement same property (average)	85.1%	90.4%
Revenue	166,437	163,669
Net operating income (NOI)	36,511	38,912
Operating Funds from Operations (OFFO)	24,418	21,322
Adjusted Funds from Operations (AFFO)	25,584	23,383
OFFO per share	0.365	0.322
AFFO per share	0.382	0.353
Debt to gross book value (period end)	46.9%	47.8%
Weighted average cost of debt (period end)	3.6%	3.8%
Debt to adjusted EBITDA (period end)	6.8	7.1

#### Sienna's Strong Investment Fundamentals

Sienna has a strong foundation with an experienced team, large-scale operating platform and solid financial position, which will help the Company navigate the current situation amid COVID-19.

Large-scale operating platform with experienced leadership team, strong culture and a key focus on quality care and resident safety

 Received 3-year accreditation renewal from Commission on Accreditation of Rehabilitation Facilities ("CARF") with 99.5% of quality standards met

#### **Balanced portfolio**

of government-funded long-term care and private-pay retirement residences with growth potential, in key Canadian markets



## Robust balance sheet and liquidity

supported by investment grade credit rating and financial flexibility

- Entered into **\$200 million**, 5-year unsecured revolving credit facility
- Increased liquidity to \$222 million\*
- Increased pool of unencumbered assets to \$540 million\*

As at March 31, 2020

#### Sector leadership

Sienna advocates for and helps shape sound policies and quality care for seniors' living. Recent initiatives include Sienna's participation as a founding member of

- CaRES Fund which provides emergency financial assistance to sector employees who are facing extraordinary circumstances amid COVID-19: and
- CAPES an initiative committed to providing PPE supplies at cost to small and not-for-profit Canadian operators

**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.

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