

# **INVESQUE INC.**

## **MANAGEMENT'S DISCUSSION AND ANALYSIS OF RESULTS OF OPERATIONS AND FINANCIAL CONDITION FOR THE THREE AND SIX MONTHS ENDED JUNE 30, 2019**

**August 14, 2019**

## **Basis of presentation**

Financial data in this Management's Discussion and Analysis of Results of Operations and Financial Condition ("MD&A") is for the three and six months ended June 30, 2019. Financial data has been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board.

This MD&A is intended to provide readers with an assessment of the performance of Invesque Inc. (the "Company") for the three and six month ended June 30, 2019. This MD&A should be read in conjunction with the audited consolidated financial statements and notes of the Company for the years ended December 31, 2018 and 2017, the unaudited MD&A for the year ended December 31, 2018, and the unaudited condensed consolidated interim financial statements and notes of the Company for the three and six months ended June 30, 2019 and 2018.

Additional information relating to the Company, including the Company's annual information form for the year ended December 31, 2018 (the "2018 AIF"), can be found on SEDAR at [www.sedar.com](http://www.sedar.com).

All financial information is in thousands of U.S. dollars unless otherwise noted.

## **Forward-looking disclaimer**

Certain information in this MD&A may constitute "forward-looking" statements which involve known and unknown risks, uncertainties and other factors, which may cause the actual results, performance or achievements of the Company or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Forward-looking statements (which involve significant risks and uncertainties and should not be read as guarantees of future performance or results) include statements related to, among other things, the expected seniors housing and care industry and demographic trends, acquisitions, development activities, future maintenance and leasing expenditures, financing, the availability of financing sources and income taxes. Management of the Company ("Management") believes that the expectations reflected in forward-looking statements are based upon reasonable assumptions; however, Management can give no assurance that actual results will be consistent with these forward-looking statements.

Without limiting the foregoing, the words "believe", "expect", "anticipate", "should", "may", "will", "intend", "estimate" and similar expressions identify forward-looking statements.

Factors that could cause actual results, performance or achievements to differ materially from those expressed or implied by forward-looking statements include, but are not limited to, general economic conditions, competitive uncertainties and contingencies, demographic and industry trends, legislative and regulatory changes, tax laws and those factors set forth under the heading "Risks and Uncertainties" in this MD&A and 2018 AIF. Readers are cautioned that the foregoing list of factors that may affect future results is not exhaustive. When relying on forward-looking statements to make decisions, with respect to the Company, investors and others should carefully consider the foregoing factors and other uncertainties and potential events.

These forward-looking statements are made as of August 14, 2019 and the Company assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.

## **Financial Measures not Defined Under IFRS**

Certain terms used in this MD&A are performance measures that are not defined by IFRS such as Funds From Operations ("FFO"), Adjusted Funds From Operations ("AFFO"), fixed charge coverage ratio, payout ratio, effective payout ratio, earnings before interest, income taxes, depreciation, amortization and rent ("EBITDAR"), earnings before interest, income taxes, depreciation, amortization, rent and management fees ("EBITDARM") and any related per share amounts used by the Company to measure, compare and explain the operating results and financial performance of the Company. Such performance measures do not have standardized meanings under IFRS and therefore may not be comparable to similar measures presented by other issuers. Such performance measures should not be construed as alternatives to income (loss) and comprehensive income (loss) or cash flows from operating activities calculated in accordance with IFRS. Further, the supplemental measures used by management may not be comparable to similar measures presented by other real estate enterprises. Management believes that these terms are relevant measures in comparing the Company's performance to industry data and assessing its ability to meet its ongoing obligations. Please refer to the "Financial Measures not Defined Under IFRS" section of this MD&A.

## Business Overview

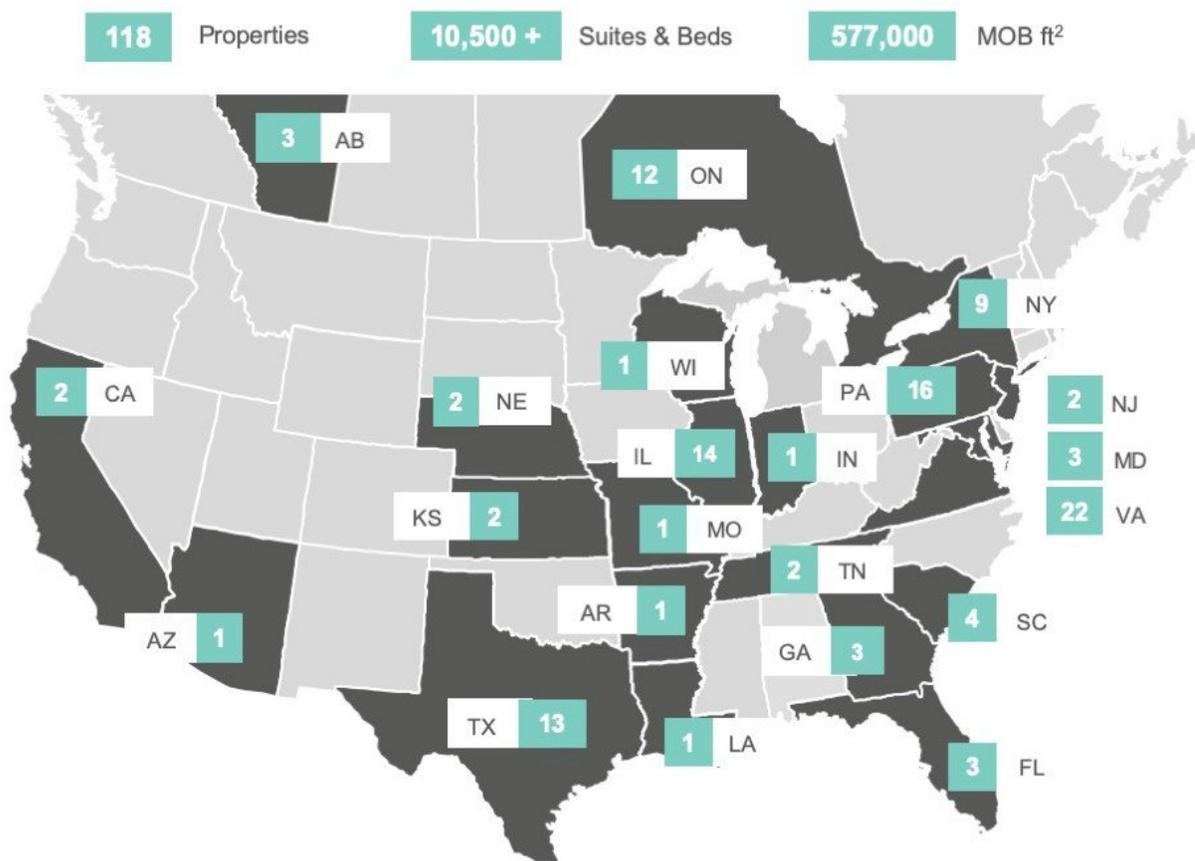
Invesque Inc. is a corporation continued under the *Business Corporations Act* (British Columbia). The registered office of the Company is located at 700 W Georgia Street, 25th Floor, Vancouver, British Columbia V7Y 1B3 and the head office of the Company is located at 333 Bay Street, Suite 3400, Toronto, Ontario, M5H 2S7.

The Company is a North American health care real estate company with a growing portfolio of high quality health care properties and medical office buildings located in the United States and Canada that partners with industry leading operators to invest across the health care spectrum. The Company's current portfolio includes investments in independent living, assisted living, memory care, skilled nursing, transitional care, and medical office properties, which are operated primarily under long-term leases and joint venture arrangements. For the Company's seniors housing properties, it generally owns the land and buildings and leases them to operators on a long-term, triple-net lease basis, has an interest in both the property and operations in joint ventures and joint arrangements with the operating partner at the facility, or wholly owns and operates the property. Under a triple-net lease structure, the tenant operators assume the operational risks and expenses associated with operating a seniors housing and care facility on the leased premises. The tenant operators provide and manage the service offerings available at the facilities, deliver all care services, and maintain the buildings. The Company's multi-tenant medical office portfolio is operated via a third party asset management contract with Mohawk Realty Advisors Ltd ("Mohawk").

- **Independent Living ("IL") Communities:** IL communities are the least medically-intensive type of senior housing and care properties. These communities are designed to serve the healthiest residents among seniors housing and care properties. IL communities come in many forms ranging from age-restricted apartment communities to villa homes which are on a retirement village campus. IL communities in North America are generally unregulated and unlicensed, and most receive revenue solely through private pay sources.
- **Assisted Living ("AL") Communities:** AL communities provide relatively independent elderly persons with typical amenities associated with less medically-intensive senior housing and care as well as assistance with activities of daily living and some healthcare services. Services provided at AL communities typically include 24-hour care for resident protection, an emergency response system, dining, housekeeping, maintenance and transportation. A growing number of AL communities offer services specifically designed for residents with Alzheimer's and/or memory care needs. AL communities in the United States are typically licensed and regulated by state and local governments rather than the federal government. In Canada, AL communities are licensed or certified and regulated in most jurisdictions. AL communities receive revenue from private pay and/or third-party pay sources.
- **Skilled Nursing Facilities ("SNFs") and Transitional Care Centers ("TCCs"):** SNFs (referred to as Long-Term Care Facilities ("LTCs") in Canada) are senior care facilities that provide assistance with daily life activities and have licensed nursing staff on duty 24 hours per day. These facilities provide the most intensive level of medical and nursing care in a residential setting for seniors, typically treating residents with physical or mental impairments that prevent them from living in IL or AL communities. In many cases, these facilities supplement hospital care by providing care to patients who require medical and therapeutic services but are stable enough to have these services provided in a facility that is less expensive than a hospital or other post-acute care setting. SNFs also provide transitional care services, often referred to as TCCs, which are designed for post-operative patients transitioning from the hospital to their home. SNFs and LTCs in North America are subject to extensive federal, state and provincial regulation, and primarily rely on government reimbursement and third-party insurance providers for payment.
- **Medical Office Buildings ("MOB"):** MOB represent a large segment of health care real estate comprised of various outpatient health care settings. Outpatient care, sometimes referred to as ambulatory care, is defined as medical care or treatment that does not require an overnight stay in a hospital or medical facility. The MOB segment is one of the largest segments of outpatient care. Ownership of outpatient care settings and MOB is highly fragmented; typical owners include hospitals, health systems, independent physicians and physician groups, individual investors and institutional real estate owners, such as real estate investment trusts. Unlike seniors housing and care properties, the utilization of outpatient care settings and MOB is generally not age restricted and is available to all segments of the population.

As of August 14, 2019, the Company owns or has a majority interest in a portfolio of 103 properties in the United States comprised of 69 assisted living and memory care facilities, 17 skilled nursing facilities, 13 transitional care properties, and 4 medical office buildings. In Canada, the Company owns an interest in 15 properties comprised of 11 medical office buildings and 4 seniors housing and care facilities.

The Company's geographic footprint as of August 14, 2019:



Management believes that certain characteristics of the North American seniors housing and care industry, including favorable demographic trends, increasing demand with stagnant supply of new facilities and the shift from high cost hospitals for post-acute care to lower cost settings such as skilled nursing facilities, provide for a unique investment opportunity. The increased demand for healthcare facilities further enforces the growing demand for healthcare spending in medical office buildings as well. Management also believes that, as a result of the high quality of the Company's properties, its triple-net lease and joint venture structures and its relationships with reputable operators and industry participants, the Company is well-positioned to succeed in the industry by capitalizing on these market opportunities.

## Recent Activities

### Recent Acquisitions

The following asset acquisitions and dispositions were completed during the six months ended June 30, 2019:

	Allen, TX	Symcare Properties	Mooresville, IN	Total
Number of consolidated properties acquired (disposed):	1	3	(1)	3
Net assets acquired (disposed):				
Investment properties	\$ 8,136	\$ 51,323	\$ (14,991)	\$ 44,468
Working capital balances	—	(586)	104	(482)
	\$ 8,136	\$ 50,737	\$ (14,887)	\$ 43,986
Consideration paid/funded (received):				
Cash	2,445	46,937	(9,887)	39,495
Proceeds from mortgage payable, net of fees	5,591	—	—	5,591
Deposit applied against purchase price	100	—	—	100
Common shares issued	—	3,800	—	3,800
Loans issued to buyer	—	—	(5,000)	(5,000)
	\$ 8,136	\$ 50,737	\$ (14,887)	\$ 43,986

On January 16, 2019, the Company acquired a memory care facility leased to an operator located in Allen, TX for a purchase price of \$8,100 plus transaction costs. The Company entered into a new mortgage secured by the property to fund \$5,693 of the purchase price and funded the remainder of the purchase with cash on hand.

On March 15, 2019, the Company acquired a skilled nursing property located in Oswego, IL for a purchase price of \$22,000 plus transaction costs funded with cash on hand. The building is operated by the tenant operator of the Symphony Portfolio ("Symcare"). The original master lease with Symcare was amended to include this new building.

On April 30, 2019, the Company purchased two buildings located in Chicago, IL and Glendale, WI from Symcare for total consideration of \$30,000 plus transaction costs. The transaction was funded by the issuance of 555,556 common shares and cash on hand. The original master lease with the Symcare operator was amended to include these new buildings.

On June 28, 2019, the Company sold its interest in a property located in Mooresville, IN for total consideration of \$15,000, less transaction costs. This was the only property in the portfolio being leased by this operator, and the Company believes its resources can be better utilized in other relationships with more growth opportunity. The consideration was paid in the form of cash and a \$5,000 loan receivable issued to the buyer of the property. The loan receivable is interest only at an annual rate of 8.5% and matures July 1, 2024.

On June 4, 2019, the Company contributed 8 properties to a newly formed joint venture, Jaguarundi Ventures, LP. The Company received \$23,000 from its joint venture partner in the arrangement in exchange for a 39.49% interest in the joint venture. The properties contributed had an investment property value of \$161,047 and total mortgage indebtedness of \$102,692.

### Subsequent Events

#### *Commonwealth Acquisition*

On August 1, 2019, a wholly owned subsidiary of the Company closed on the previously announced acquisition of Commonwealth Senior Living, LLC ("Commonwealth"). The acquisition includes 17 private pay seniors housing properties in addition to the Commonwealth management company. The Commonwealth management company operates all 17 properties in the Commonwealth portfolio and operates 6 properties outside of the portfolio owned by Invesque. The August 1, 2019

acquisition represents the first tranche of the acquisition of Commonwealth properties, and the Company remains committed to purchasing three additional properties as previously announced, subject to the approval of certain lenders of secured debt underlying the remaining three properties.

The total purchase price for the 17 properties and management company was \$285,357, subject to working capital adjustments and transaction costs. The acquisition was funded through \$176,000 in new debt secured by 16 of the properties, the assumption of \$9,537 in debt secured by one of the properties, the issuance of \$53,587 of preferred interests in the Company's acquiring subsidiary entity and cash on hand.

The \$176,000 new debt securing 16 properties has a maturity date of August 1, 2024, with 2 available extension options. It bears interest at a rate of LIBOR plus 215 basis points, but concurrent with the closing of the acquisition the Company entered into an interest rate swap agreement to fix LIBOR at 169 basis points through August 1, 2024, effectively fixing the interest rate at 3.84% for its initial 5 year term. The agreement also provides for an accordion feature that would extend the capacity of the loan by an additional \$50,000 subject to certain terms and conditions provided for in the agreement.

The \$53,587 in preferred interests will initially be exchangeable by holders into common shares of the Company at a fixed exchange price of \$9.75 per common share. The preferred interests have an initial dividend rate of 6.50% per annum and a liquidation value equal to their unreturned initial capital contribution and any accrued and unpaid dividends. Under certain circumstances, the Company will have the right to redeem the preferred interests at its discretion for an amount specified in the operating agreement.

### *Greenfield Transition*

The Company has agreed to terms with Greenfield Senior Living ("Greenfield") whereby the Company will acquire 100% of Greenfield's interests in 13 properties in which the Company already has an ownership interest. Ten of these properties were previously triple-net leased to Greenfield and the Company will acquire Greenfield's interest in the operations at each property. Three of the properties were previously joint arrangements between the Company and Greenfield, and the Company will acquire Greenfield's interest in both the real estate and the operations. The Company will transition operations in 10 of the 13 properties to the management company acquired in the Commonwealth transaction. The first of these transitions took place on August 2, 2019, and the remaining transitions will take place prior to December 31, 2019, pending regulatory approval and the satisfaction of other customary closing conditions. The Company will expand on an existing partnership and transition the operations of two properties to Heritage Senior Living, a partner who manages 5 joint venture properties in the Company's existing portfolio. The Company is currently evaluating its options to transition the final property.

## Selected Financial Information

(dollar amounts in thousands of U.S. Dollars, except per share amounts)

	As at June 30,			
	2019	2018		
Consolidated properties	76	85		
Weighted average lease term to maturity (excludes renewal options) <sup>(4)</sup>	12.5 years	11.7 years		
Average facility age	10.0 years	11.8 years		
Total assets	\$ 1,220,346	\$ 1,328,568		
Total indebtedness	\$ 687,480	\$ 728,216		
Debt to total assets %	56.3%	54.8%		
Weighted average interest rate <sup>(1)</sup>	4.6%	4.9%		
Joint venture properties	25	18		
Joint venture total assets	\$ 444,423	\$ 310,707		
Joint venture indebtedness	\$ 271,076	\$ 178,259		
Joint venture debt to total assets %	61.0%	57.4%		
Joint venture weighted average interest rate <sup>(5)</sup>	4.7%	4.9%		
	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Revenue	\$ 28,824	\$ 29,354	\$ 58,048	\$ 52,393
Finance costs	\$ 9,837	\$ 8,685	\$ 18,907	\$ 15,187
General and administrative expenses	\$ 4,124	\$ 3,161	\$ 7,605	\$ 5,894
Direct property operating expenses	\$ 1,243	\$ 686	\$ 2,545	\$ 686
Income (loss) from joint ventures	\$ (7,238)	\$ 1,593	\$ (11,051)	\$ 2,399
Net income (loss)	\$ (16,902)	\$ 10,527	\$ (9,697)	\$ 12,846
Total comprehensive income (loss)	\$ (15,545)	\$ 9,281	\$ (6,885)	\$ 11,094
Net income (loss) per share	\$ (0.31)	\$ 0.20	\$ (0.18)	\$ 0.27
Diluted net income per share	\$ (0.31)	\$ 0.18	\$ (0.18)	\$ 0.24
Funds from operations (FFO) <sup>(3)</sup>	\$ 10,445	\$ 15,042	\$ 23,341	\$ 27,222
FFO per share <sup>(3)</sup>	\$ 0.19	\$ 0.29	\$ 0.44	\$ 0.57
Diluted FFO per share <sup>(3)</sup>	\$ 0.17	\$ 0.25	\$ 0.38	\$ 0.50
Adjusted funds from operations (AFFO) <sup>(3)</sup>	\$ 9,918	\$ 12,953	\$ 20,894	\$ 23,037
AFFO per share <sup>(3)</sup>	\$ 0.18	\$ 0.25	\$ 0.39	\$ 0.49
Diluted AFFO per share <sup>(3)</sup>	\$ 0.16	\$ 0.21	\$ 0.33	\$ 0.42
Common share dividends declared	\$ 9,946	\$ 9,482	\$ 19,720	\$ 17,494
Dividends declared per share	\$ 0.18417	\$ 0.18417	\$ 0.36834	\$ 0.36834
Payout ratio <sup>(2)</sup>	100%	73%	94%	76%
Effective payout ratio <sup>(2)</sup>	81%	72%	76%	74%

(1) The Company's weighted average interest rates at June 30, 2019 and 2018 included \$367,289 and \$399,096, respectively, of the Company's debt that is fixed with interest rate swaps.

(2) Payout ratio and effective payout ratio are financial measures not defined under IFRS. Payout ratio is calculated by dividing the common share dividends declared by AFFO. Effective payout ratio is calculated by dividing common share dividends payable in cash, as adjusted for DRIP participation, by AFFO.

(3) FFO and AFFO, and related per share amounts, are financial measures not defined under IFRS. Please refer to the "Financial Measures not Defined Under IFRS" section of this MD&A.

(4) The weighted average lease term to maturity does not include the medical office building portfolio.

(5) The Company's joint venture weighted average interest rate at June 30, 2019 and 2018 included \$115,613 and \$84,266, respectively of the joint ventures debt that is fixed with interest rate swaps.

## Results of Operations - Three and Six Months Ended June 30, 2019

(unless otherwise stated, amounts are in thousands of U.S. dollars)

### Revenue

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Contractual rental revenue	\$ 20,414	\$ 21,362	\$ 41,446	\$ 38,002
Straight-line rent adjustments	2,294	2,871	4,648	5,564
Property tax recoveries	4,036	3,380	7,874	6,242
CAM recoveries	786	514	1,579	514
Total rental revenue	27,530	28,127	55,547	50,322
Lease revenue from joint ventures	746	751	1,497	1,517
Other income	548	476	1,004	554
Total revenue	\$ 28,824	\$ 29,354	\$ 58,048	\$ 52,393

Contractual rentals received and straight-line rent adjustments relate to lease agreements under which the Company leases its investment properties to its tenants. Property tax recoveries represent the revenue recognized for the real estate taxes for which the tenants are primarily responsible to pay. CAM recoveries represent the recovery of common area maintenance expenses in investment properties that are not triple-net leased, primarily within the Company's medical office building portfolio. Changes in rental revenue accounts were primarily driven by 8 properties that were contributed to a joint venture on June 5, 2019 and are no longer consolidated and the timing of the prior year acquisition of the medical office building portfolio on May 1, 2018. In addition, for the six month period ended June 30, 2019, the year over year changes were impacted by the prior year timing of the acquisition of Care Investment Trust, LLC ("Care"), which closed on February 1, 2018.

Lease revenue from joint ventures represents revenue earned under lease arrangements with four operating entities, which are jointly owned by the Company.

Other income for the three and six months ended June 30, 2019 related primarily to parking income earned at the medical office buildings. Other income for the three and six months ended June 30, 2018 primarily related to parking income earned from the medical office building portfolio purchased on May 1, 2018 and the equity return earned on the investment in MS-SW Development Fund Holdings, LLC. The increase for the six month period was due to the timing of the acquisition of the medical office building portfolio which closed May 1, 2018.

### Finance Costs from Operations

Finance costs from operations consist of the following:

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Interest expense on credit facilities	\$ 4,838	\$ 4,005	\$ 9,073	\$ 7,021
Interest expense on mortgages payable	3,150	4,567	6,800	7,818
Interest expense on convertible debentures	1,312	562	2,624	1,125
Amortization and accretion expense	1,339	653	2,050	1,251
Interest rate swap receipts	(47)	(347)	(162)	(514)
Write-off of deferred financing costs from refinancing	69	—	69	—
Amortization of mark-to-market debt adjustments	22	22	44	35
Interest income from loans receivable	(846)	(777)	(1,591)	(1,549)
	\$ 9,837	\$ 8,685	\$ 18,907	\$ 15,187

Finance costs are primarily related to interest and amortization on the Company's credit facilities and mortgages payable. Interest expense on credit facilities increased in the three and six months ended June 30, 2019 as compared to the prior year primarily due to additional borrowings used to fund new property acquisitions and to repay individual property mortgage debt. A portion of the increase is also attributable to increases in the one-month LIBOR rate, which has an impact on the Company's variable rate debt. Interest expense on mortgages payable decreased due to the impact of repaying individual property mortgage debt with funds from the credit facilities, as well as the impact of 8 properties contributed to a joint venture which are no longer consolidated effective June 5, 2019. Interest expense on convertible debentures increased over the comparable prior year due to the 2018 Convertible Debentures issued August 24, 2018.

### ***Real Estate Tax Expense & Change in Fair Value of Investment Properties - IFRIC 21***

For the three and six months ended June 30, 2019, real estate tax expense was \$550 and \$14,978 (three and six months ended June 30, 2018 - \$251 and \$9,451), which represents property tax expensed for the year for properties owned on the tax assessment date (generally January 1), in accordance with the provisions of *IFRIC 21, Levies*. Real estate taxes are recovered from the Company's tenants under the provisions of their leases. The increase in real estate tax expense as compared to the prior year period is primarily due to additional properties acquired in the prior year.

The following table presents real estate tax expense and change in fair value of investment properties - IFRIC 21 together with property tax recoveries to show the net effect of real estate taxes on the Company's consolidated statements of income and comprehensive income for the periods presented. The expense in excess of property tax revenue is primarily due to properties that are not fully occupied, generally within the medical office building portfolio.

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Property tax recoveries	\$ 4,036	\$ 3,380	\$ 7,874	\$ 6,242
Real estate tax expense	(550)	(251)	(14,978)	(9,451)
Change in fair value of investment properties - IFRIC 21	(3,617)	(3,212)	6,807	3,126
	\$ (131)	\$ (83)	\$ (297)	\$ (83)

### ***General and Administrative Expense***

General and administrative expense consists of the following:

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Compensation and benefits	\$ 1,448	\$ 1,327	\$ 3,198	\$ 2,666
Asset management and administrative fees	124	103	249	171
Professional fees	965	754	1,734	1,328
Deferred share compensation	784	423	1,133	677
Other	803	554	1,291	1,052
	\$ 4,124	\$ 3,161	\$ 7,605	\$ 5,894

Compensation and benefits expense includes the cost of salaries, bonuses, and benefits during the period. The increase in compensation and benefits over the prior year periods was primarily due to an increase in personnel of the Company as its portfolio has grown.

Asset management fees for the current period related to the contractual fee due under an asset management agreement with Mohawk to manage the Company's portfolio of medical office buildings. The asset management agreement has an initial term of two years.

Professional fees is comprised of costs incurred for external legal counsel, accounting fees and other professional services. The increase in professional fees for the three and six month periods ended June 30, 2019 as compared to the prior year periods is primarily due to an increase in services provided due to growth in the Company.

Deferred share compensation expense for the three and six months ended June 30, 2019 increased over the prior year primarily due to increased amount of discretionary shares issued with respect to employee grants.

Other general and administrative expense primarily includes cost of insurance, fees earned by directors of the Company, travel and entertainment expense, investor relations, marketing, and foreign exchange loss (gain).

### ***Direct Property Operating Expenses***

Direct property operating expenses consist of the following:

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Repairs and maintenance	\$ 373	\$ 173	\$ 756	\$ 173
Utilities	265	175	622	175
Property management fees	143	92	286	92
Services	253	152	488	152
Other	46	32	85	32
Non-recoverable operating expenses	163	62	308	62
	\$ 1,243	\$ 686	\$ 2,545	\$ 686

The direct property operating expenses relate to expenses at the 15 multi-tenant medical office buildings the Company acquired in the second quarter of 2018. Increases in both the three and six month periods ended June 30, 2019 are generally due to the timing of the medical office building portfolio, and the impact of ownership for the full period in the current year, as well as changes in occupancy at the facilities.

### ***Transaction Costs for Business Combination***

For the three and six months ended June 30, 2019, the Company incurred transaction costs for business combination of \$1,696 and \$1,696, respectively, related to the acquisition of Commonwealth which was completed on August 1, 2019. Transaction costs for business combination for the prior year comparable periods were \$322 and \$6,438, respectively, and included transaction costs incurred in relation to the acquisition of Care on February 1, 2018.

### ***Diligence Costs for Transactions Not Pursued***

The Company incurred diligence costs for transactions not pursued for the three and six months ended June 30, 2019 of \$633 and \$633, respectively (three and six months ended June 30, 2018 - \$70 and \$70, respectively) and included expenses related to the evaluation of investment opportunities that did not result in a purchase transaction. These costs are the result of investments which the Company ultimately decided were not in the best interest of its shareholders. The costs in the current year and prior year relate to different investment opportunities.

### ***Allowance for Credit Losses on Loans and Interest Receivable***

Allowance for credit losses on loans and interest receivable for the three and six months ended June 30, 2019 was \$673 and \$1,164, respectively (three and six months ended June 30, 2018 - \$724 and \$1,974). The losses are primarily related to a change in collectability estimates with respect to loans receivable and related interest receivables.

### ***Change in Non-controlling Interest Liability***

The change in non-controlling interest liability was an increase of \$99 and \$155 for the three and six months ended June 30, 2019, respectively, (three and six months ended June 30, 2018 - \$738 and \$779). These costs are the result of the portion of net income attributed to the non-controlling interest partners of the consolidated properties, and the decrease from the prior year periods is primarily due to non-cash fair value adjustments.

### ***Change in Fair Value of Investment Properties***

The change in fair value of investment properties was a decrease of \$14,578 and \$9,721 for the three and six months ended June 30, 2019, respectively, (three and six months ended June 30, 2018 - \$2,110 increase and \$211 decrease, respectively). The change in fair value of investment properties was primarily driven by an adjustment to record investment properties at fair value based on the Company's estimate of fair value using level 3 inputs as of June 30, 2019.

### ***Change in Fair Value of Financial Instruments***

Change in fair value of financial instruments consists of the following:

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Change in fair value of interest rate swaps	\$ 7,524	\$ (94)	\$ 9,335	\$ (1,491)

The change in fair value of financial instruments for the three and six months ended June 30, 2019 and 2018 was due to the change in fair value of interest rate swaps due to changes in variable interest rates. Interest rate swaps are used to manage interest costs on debt. The Company does not designate its interest rate swaps as hedges, and they are marked to fair value each reporting period through finance costs in the consolidated statements of income and other comprehensive income.

### ***Income from Joint Ventures***

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Income (loss) from joint ventures	\$ (7,238)	\$ 1,593	\$ (11,051)	\$ 2,399

Income (loss) from joint ventures represents the Company's share of net income from unconsolidated entities. The Company acquired an interest in 18 joint venture properties on February 1, 2018 as part of the acquisition of the Care portfolio. On June 5, 2019, the Company contributed its interest in 8 properties to a joint venture and as a result the Company unconsolidated the properties. The loss from joint ventures during the three and six months ended June 30, 2019 is primarily related to the change in fair value of investment properties offset by income from operations.

### ***Income Tax Expense/Recovery***

For the Canadian and U.S. corporate subsidiaries of the Company, income tax expense/recovery is comprised of current and deferred tax. Certain of the Company's subsidiaries are limited partnerships and, accordingly, are not subject to income tax. Taxable income or loss of the partnerships is allocated to their partners.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date.

The Company anticipates that future current income tax expense will result from distributions from its U.S. subsidiaries to the Canadian corporation, which will be subject to a 5% withholding tax. No such distributions were made during the periods presented.

### ***Other Comprehensive Income (Loss): Unrealized Gain (Loss) on Translation of Foreign Operations***

Unrealized gain (loss) on translation of foreign operations for the three and six months ended June 30, 2019 of \$1,357 and \$2,812, respectively, (three and six months ended June 30, 2018 - \$(1,246) and \$(1,752)) was due to the change in value of the Canadian dollar as compared to the U.S. dollar during the period.

## Cash Flow Analysis

	Six months ended June 30,	
	2019	2018
Cash provided by operating activities	\$ 941	\$ 8,919
Cash provided by financing activities	27,253	156,343
Cash used in investing activities	(34,621)	(170,206)
Decrease in cash and cash equivalents	\$ (6,427)	\$ (4,944)

### *Cash Provided by Operating Activities*

Cash provided by operating activities decreased during the six month period ended June 30, 2019 as compared to the prior year. The changes were primarily due to decreases in non-cash operating working capital, driven by a portion of accounts receivable from tenants which were satisfied by issuing loans receivable. The Company issued \$8,928 of loans receivable in satisfaction of rents due from tenants as part of its efforts to support the tenants with operating capital needs.

### *Cash Provided by Financing Activities*

Cash provided by financing activities for the six month period ended June 30, 2019 was \$27,253 as compared to \$156,343 in the prior year period. The current period cash provided by financing activities was primarily driven by net proceeds from the credit facilities and a net decrease of \$20,153 related to mortgage activity. In addition, the Company paid cash dividends of \$16,374 during the period.

Cash provided by financing activities in the six month period ended June 30, 2018 included net proceeds from credit facilities and mortgages payable of \$129,798 and proceeds of \$45,000 from the issuance of the Series 2 Preferred Shares in February of 2018 and Series 3 Preferred Shares in March of 2018. These proceeds were offset by debt issuance costs incurred in association with new and refinanced mortgages of \$2,521 and cash dividends paid of \$15,934.

### *Cash Used in Investing Activities*

Cash used in investing activities for the six months ended June 30, 2019 was \$34,621. This was primarily due to \$58,154 used for property acquisitions and capital expenditures made during the six month period. The Company also issued loans receivable for \$3,150, made a payment of \$9,676 to the previous owner of Care for its portion of the proceeds of the sale of the Traditions portfolio in December of 2018 and made cash contributions to investments in joint ventures. These uses of cash in investing activities were offset by the receipt of \$23,000 for the sale of an interest in the net assets contributed to the Jaguarundi joint venture and \$2,458 as repayment of loans receivable.

For the six months ended June 30, 2018, the Company used \$166,821 for the acquisition of properties and capital expenditures. In addition, the Company issued loans receivable for \$10,167, received \$5,276 as repayment of mezzanine loans receivable and paid construction payables of \$3,414.

## Financial Position

Total assets of \$1,220,346 are comprised primarily of \$1,021,217 of investment properties, which represents the estimated fair market value of the Company's portfolio of properties, including capital expenditures, as at June 30, 2019. Cash on hand at June 30, 2019 was \$20,551, total loans receivable were \$42,305, investments in joint ventures were \$106,080, and other assets were \$12,843. Total loans receivable includes \$18,164 of loans to the tenant operator Symcare. Other assets primarily consisted of \$436 of prepaid asset management fees, \$5,293 of security deposits and costs related to potential acquisitions, \$1,807 of escrows held by lenders, \$157 of income support receivable, \$1,328 of prepaid expense, \$552 of furniture, fixtures, and equipment, \$1,404 of right-of-use asset and \$1,866 of other costs. Tenant and other receivables of \$17,339 is primarily comprised of real estate tax and rent receivables. The loans receivable balance related mainly to the issuance of loans for the development and operation of seniors housing and care properties in the United States and Canada. The Company's derivative asset balance of \$11 represented the fair market value of interest rate swap agreements that are assets to the Company.

Total liabilities of \$745,163 includes current liabilities of \$51,342 (see "Liquidity and Capital Resources" for additional information) and non-current liabilities of \$693,821. The current liabilities included \$11,459 of real estate taxes payable. Of the real estate taxes payable, \$863 related to the period prior to the Company's ownership of the respective properties, and the seller provided cash consideration at closing for this amount. Accounts payable and accrued liabilities represented \$10,640 of the balance in current liabilities. In addition, current liabilities included \$23,873 representing the current portion of mortgages payable, net of loan fees and \$3,322 of dividends payable. Non-current liabilities included \$167,980 representing the non-current portion of mortgages payable, net of loan fees; \$405,249 representing the non-current balance outstanding on the credit facilities, net of loan fees; \$90,378 of the convertible debentures, net of fees; \$7,870 of derivative liability; \$3,773 of deferred tax liability; and \$3,062 of non-controlling interest liability. Other non-current liabilities of \$15,509 primarily consisted of security deposits received from tenants, lease liability, loan commitment liability and a liability related to deferred shares granted under the Company's deferred share incentive plan.

## Summary of Quarterly Results

The following table summarizes the Company's quarterly unaudited financial information from July 1, 2017 through June 30, 2019:

	Three months ended June 30, 2019	Three months ended March 31, 2019	Three months ended December 31, 2018	Three months ended September 30, 2018	Three months ended June 30, 2018	Three months ended March 31, 2018	Three months ended December 31, 2017	Three months ended September 30, 2017
Revenue	\$ 28,824	\$ 29,224	\$ 29,953	\$ 31,581	\$ 29,354	\$ 23,039	\$ 16,875	\$ 16,605
Finance costs	9,837	9,070	13,537	9,540	8,685	6,502	4,600	4,418
Real estate tax expense (income)	550	14,428	535	1,810	251	9,200	(11)	430
General and administrative expenses	4,124	3,481	3,786	3,732	3,231	2,733	1,928	1,763
Direct property operating	1,243	1,302	1,184	1,256	686	—	—	—
Transaction costs for business combination	1,696	—	—	6	322	6,116	2,073	—
Diligence costs for transactions not pursued	633	—	—	1,971	70	—	—	403
Allowance for credit losses on loans and interest receivable	673	491	8,807	555	724	1,250	—	—
Changes in non-controlling interest liability	99	56	120	17,028	738	41	—	—
Change in fair value of investment properties - IFRIC 21	3,617	(10,424)	3,186	2,741	3,212	(6,338)	2,255	1,865
Change in fair value of investment properties	14,578	(4,857)	43,256	(29,082)	(2,110)	2,321	10,111	374
Change in fair value of financial instruments	7,524	1,811	4,150	(334)	(94)	(1,397)	(1,201)	(155)
Change in fair value of contingent consideration	—	—	(495)	11,171	—	—	—	—
Income from joint ventures	(7,238)	(3,813)	2,077	974	1,593	806	—	—
Deferred income tax expense (recovery)	(6,086)	2,848	(12,243)	3,507	4,757	1,098	(4,906)	2,936
Current income tax expense	—	—	(18)	—	18	—	23	—
Net income (loss)	(16,902)	7,205	(33,775)	8,654	10,527	2,319	2,003	4,571
Income (loss) per share: Basic	\$ (0.31)	\$ 0.14	\$ (0.64)	\$ 0.16	\$ 0.20	\$ 0.05	\$ 0.06	\$ 0.14
Income (loss) per share: Diluted	\$ (0.31)	\$ 0.12	\$ (0.64)	\$ 0.14	\$ 0.18	\$ 0.05	\$ 0.06	\$ 0.14
Funds from operations <sup>(1)</sup>	10,445	12,623	8,596	12,401	15,042	5,591	6,007	7,726
Funds from operations per share: Basic <sup>(1)</sup>	\$ 0.19	\$ 0.24	\$ 0.16	\$ 0.23	\$ 0.29	\$ 0.27	\$ 0.19	\$ 0.24
Funds from operations per share: Diluted <sup>(1)</sup>	\$ 0.17	\$ 0.20	\$ 0.15	\$ 0.20	\$ 0.25	\$ 0.24	\$ 0.18	\$ 0.23
Adjusted funds from operations <sup>(1)</sup>	9,918	10,976	10,300	10,541	12,953	10,092	7,509	7,062
Adjusted funds from operations per share: Basic <sup>(1)</sup>	\$ 0.18	\$ 0.21	\$ 0.19	\$ 0.20	\$ 0.25	\$ 0.23	\$ 0.23	\$ 0.22
Adjusted funds from operations per share: Diluted <sup>(1)</sup>	\$ 0.16	\$ 0.18	\$ 0.17	\$ 0.17	\$ 0.21	\$ 0.20	\$ 0.22	\$ 0.21

(1) Funds from operations and adjusted funds from operations, and related per share amounts, are supplemental measures which are not defined by IFRS. See "Financial Measures not Defined Under IFRS".

The Company's results for the past eight quarters have primarily been affected by the timing of additional property acquisitions, changes in the fair value of investment properties and financial instruments and change in non-controlling interest liability. Refer to the "Recent Activities" section of this MD&A for details of the timing of property acquisitions.

## Liquidity and Capital Resources

The Company's objectives when managing capital are to ensure sufficient liquidity to pursue its organic growth combined with strategic acquisitions and to maintain a flexible capital structure that optimizes the cost of capital at acceptable levels of risk while preserving the ability to meet financial obligations.

The capital of the Company consists of mortgages payable, credit facilities, convertible debentures, and shareholders' equity.

The Company expects to meet its working capital requirements with respect to accounts payable and accrued liabilities and dividends payable through cash on hand and operating cash flows. The majority of accrued real estate taxes will be paid by the Company's tenants under the triple net lease structures. As at June 30, 2019, current liabilities totaled \$51,342, exceeding current assets of \$50,268 and resulting in a working capital deficiency of \$1,074. The Company expects to be able to meet all of its obligations as they become due utilizing some or all of the following sources of liquidity: (i) cash flow generated from operations, (ii) credit facilities, under which \$18,638 was available as at June 30, 2019, (iii) property specific mortgages and refinancings, (iv) issuance of preferred shares, (v) issuance of convertible debentures, and (vi) issuance of common shares, subject to market conditions.

The Company, while considering externally imposed capital requirements, sets the amount of capital in proportion to risk and manages the capital structure and makes adjustments to it in response to changes in economic conditions and the risk characteristics of the underlying assets. In managing its capital structure, the Company monitors performance throughout the period to ensure working capital requirements are funded from operations, available cash on deposit, and available financing. The Company may make changes to its capital structure in order to support the broader corporate strategy or in response to economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust its capital structure, the Company may issue equity or new debt, issue new debt with different characteristics to replace existing debt, or reduce the amount of existing debt.

The real estate industry is capital-intensive by nature. As a result, debt capital is an important aspect in managing the business. In addition, financial leverage is used to enhance terms from purchased real estate. The Company actively monitors debt maturities and available debt financing options.

### *Preferred Equity*

The Company entered into subscription agreements in prior periods with respect to the issuance of class A convertible preferred shares to Magnetar for aggregate gross proceeds of \$71,500, funded in multiple series. The purpose of the transaction was to raise proceeds to be used for the repayment of debt, general working capital purposes and to fund future acquisitions. The Company issued 7,560,137 preferred shares.

As at June 30, 2019, the Preferred Shares are convertible into 8,183,308 common shares of the Company.

On July 23, 2019, the Company entered subscription agreements in respect of the issuance of Class A convertible preferred shares (the "Series 4 Preferred Shares") for aggregate proceeds of \$14,550. The fourth series is expected to be funded in the third quarter of 2019 and will result in the issuance of 1,538,461 Class A Series 4 Preferred Shares. The purpose of the transaction is to raise proceeds to be used for the second tranche of the Commonwealth transaction.

The Series 4 Preferred Shares will be convertible into common shares at a conversion price of \$9.75. The other terms of the Series 4 Preferred Shares will be substantially similar to the terms of the Company's Class A convertible preferred shares that are currently outstanding, except that the liquidation preference of the Series 4 Preferred Shares will accrue at a rate of 9.80% for the first 24 months following the issuance of the Series 4 Preferred Shares and 12.25% thereafter; the prepayment penalty on liquidation, mandatory conversion and redemption will be 1% of the initial liquidation amount if the applicable event occurs within the first six months after issuance and 0.5% of the initial liquidation amount if the applicable event occurs between 6 months and one year following the issuance; and the Series 4 Preferred Shares will contain a limitation on converting to common shares, without prior approval of the Toronto Stock Exchange, if such conversion would result in the issuance of common shares equal to or exceeding 10% of the common shares outstanding on the date the Series 4 Preferred Shares are issued.

The weighted average accretion rate of the four series of preferred shares is 6.32%.

## Debt Strategy and Indebtedness

### Debt Strategy

The Company, taking into account availability of financing, market conditions, and the financial characteristics of the properties, seeks to maintain a combination of short, medium, and long-term debt maturities that are appropriate for the overall debt level of its portfolio. The Company utilizes conventional property-specific secured mortgages and secured floating rate bank financing, as well as unsecured and non-recourse financing. Management's objectives are to access the lowest cost debt with flexible terms, to diversify the Company's lender base, to have a large portion of debt with a fixed rate, and to have a debt maturity schedule spread over a time horizon which allows the Company to effectively manage interest rate risk and to be in a position to finance within the Company's target debt levels when investment opportunities become available. Management monitors the Company's debt by reviewing the debt to total assets ratio, interest coverage ratio, debt maturity schedule, and ratio of fixed versus floating rate debt. Over the long-term, the Company strives to have a portfolio with an average years to maturity of 5-8 years. The Company targets a long-term debt level of 50-55% of total assets, although from time to time it may carry a higher leverage ratio if market conditions present an opportunity to maximize shareholder value. The Company also targets a fixed rate debt level of 70-85% of its total debt, and a minimum fixed charge coverage ratio of 1.75.

To manage interest rate risk, the Company may enter into interest rate swap agreements from time to time. The Company does not designate its interest rate swaps as hedges, and they are marked to fair value each reporting period through change in fair value of financial instruments in the consolidated statements of income and other comprehensive income.

### Indebtedness

	Principal Amount	Weighted Average Interest Rate	Years to Maturity <sup>(2)</sup>
<b><u>Fixed Rate Indebtedness</u></b>			
Unsecured Term loan	\$ 200,000	4.3% <sup>(1)</sup>	4.5
Unsecured Revolver	25,000	4.8% <sup>(1)</sup>	3.5
Unsecured Revolver	50,000	4.3% <sup>(1)</sup>	3.5
Mohawk Facility	65,075	4.3% <sup>(1)</sup>	3.8
Mortgages payable	172,771	4.5% <sup>(1)</sup>	7.2
2016 Convertible Debentures	44,975	5.0%	2.6
2018 Convertible Debentures	50,000	6.0%	4.3
	607,821	4.6%	4.9
<b><u>Variable Rate Indebtedness</u></b>			
Unsecured Revolver	\$ 46,700	4.6%	3.5
Mohawk Facility	21,286	4.6%	3.8
Mortgages payable	21,278	5.4%	1.5
	89,264	4.8%	3.1
Total indebtedness	\$ 697,085	4.6%	4.7
Less loan fees and issue costs, net of amortization and accretion	(6,383)		
Equity component of convertible debentures, excluding issue costs and taxes	(2,384)		
Mark-to-market adjustment, net	(838)		
Carrying amount	\$ 687,480		

(1) Weighted average interest rates as at June 30, 2019 included debt that is fixed with interest rate swaps.

(2) Years to maturity does not include the exercise of extension options, where available.

## Joint Venture Indebtedness

	Principal Amount	Weighted Average Interest Rate	Years to Maturity
Fixed rate mortgages payable	\$ 163,758	4.3% <sup>(1)</sup>	5.4
Variable rate mortgages payable	108,235	5.3%	1.6
Total Indebtedness	<u>\$ 271,993</u>	<u>4.7%</u>	<u>3.9</u>
Less loan fees, net of amortization	(917)		
Carrying amount	<u><u>\$ 271,076</u></u>		

(1) Weighted average interest rates as at June 30, 2019 included debt that is fixed with interest rate swaps.

### Weighted Average Interest Rate

During the period from June 30, 2017 to June 30, 2019, the one-month LIBOR rate has increased from 1.23% to 2.40%, or 117 basis points. During the same period the Company's weighted average interest rate for the comparable period has increased from 4.5% to 4.6% or 10 basis points. This highlights that the Company has been successful over this time in navigating a rising interest rate environment to maintain stable rates through effective use of interest rate swaps and strategic debt refinancings.

### 2016 Convertible Debentures

On December 16, 2016, the Company issued an aggregate principal amount of \$45,000 of convertible unsecured subordinated debentures (the "2016 Convertible Debentures"). The 2016 Convertible Debentures are due on January 31, 2022 and bear interest at an annual rate of 5.00%, payable semi-annually in arrears on July 31 and January 31 of each year and commencing on July 31, 2017. On May 6, 2019, \$25 of the 2016 Convertible Debentures were converted into 2,272 common shares.

### 2018 Convertible Debentures

On August 24, 2018, the Company issued an aggregate principal amount of \$50,000 of convertible unsecured subordinated debentures ("2018 Convertible Debentures"). The 2018 Convertible Debentures are due on September 30, 2023 and bear interest at an annual rate of 6.00% payable semi-annually in arrears on March 31 and September 30 of each year commencing on March 31, 2019.

### Debt to Total Assets

Debt to total assets is calculated by dividing the total consolidated indebtedness, net of loan costs, by the total consolidated assets of the Company. At June 30, 2019, the Company's total consolidated indebtedness was approximately \$687,480, which represents 56.3% of total assets. Excluding the convertible debentures, total consolidated indebtedness was approximately \$597,102, which was 48.9% of total assets. Fixed rate debt represented approximately 87.2% of the Company's gross total indebtedness.

### Fixed Charge Coverage Ratio

The Company's fixed charge coverage ratio is calculated by dividing earnings before interest, taxes, depreciation and amortization by certain fixed charges, which are comprised of interest expense payable in cash, regularly scheduled principal payments, and preferred dividends paid. For the period ended June 30, 2019, the fixed charge coverage ratio of the Company was 2.07.

### Repayment Summary

Management attempts to stagger the maturity of the Company's fixed rate debt in order to achieve a distribution of maturities over a time horizon. This strategy reduces the Company's exposure to interest rate fluctuations on its fixed rate debt in any one period and reduces liquidity risk. From time to time, the Company will assume existing debt upon the acquisition of income properties, and the maturity of such debt may not fit within the overall target debt maturity profile of the Company.

## Contractual Commitments

A summary of future contractual commitments as at June 30, 2019, including expected interest payments, is as follows:

	Total	Remaining 2019	2020	2021	2022	2023	Thereafter
Credit facilities principal	\$ 408,061	\$ —	\$ —	\$ —	\$ 121,700	\$ 286,361	\$ —
Credit facilities interest	72,044	9,018	17,937	17,888	17,705	9,496	—
Mortgages payable principal	194,049	10,555	15,584	11,313	35,220	22,928	98,449
Mortgages payable interest	44,644	4,015	7,610	7,467	6,210	5,205	14,137
Convertible debentures principal	94,975	—	—	—	44,975	50,000	—
Convertible debentures interest	20,246	2,624	5,249	5,249	4,124	3,000	—
Accounts payable and accrued liabilities	10,640	10,640	—	—	—	—	—
Accrued real estate taxes	11,459	11,459	—	—	—	—	—
Dividends payable	3,322	3,322	—	—	—	—	—
Other current liabilities	2,048	2,048	—	—	—	—	—
Other non-current liabilities	12,847	703	1,659	575	350	260	9,300
Purchase commitments	58,076	58,076	—	—	—	—	—
Loan commitments	7,170	5,899	891	380	—	—	—
<b>Total Commitments</b>	<b>\$ 939,581</b>	<b>\$ 118,359</b>	<b>\$ 48,930</b>	<b>\$ 42,872</b>	<b>\$ 230,284</b>	<b>\$ 377,250</b>	<b>\$ 121,886</b>

The credit facilities have an outstanding balance of \$405,249 as of June 30, 2019.

Mortgages payable are comprised of mortgages secured by individual investment properties.

Accounts payable consisted primarily of professional fees, other general and administrative costs payable, accrued interest, and other accrued costs.

Dividends payable relate to the June 2019 dividend declared.

Other non-current liabilities primarily relate to the issuance of deferred shares under the Company's deferred share incentive plan, lease liability and security deposits received from tenant operators.

On May 15, 2019, the Company entered into a purchase agreement to purchase three buildings for a total consideration of approximately \$30,672, plus transaction costs. The transaction is expected to be funded by new debt on the properties targeting \$21,000, repayment of \$2,300 of outstanding loans receivable, issuance of \$3,946 in common shares and cash on hand.

On August 1, 2019, a wholly owned subsidiary of the Company closed on the previously announced acquisition of Commonwealth. The acquisition includes 17 private pay seniors housing properties in addition to the Commonwealth management company. The Commonwealth management company operates all 17 properties in the Commonwealth portfolio and operates 6 properties outside of the portfolio owned by Invesque. The total purchase price for the 17 properties and management company was \$285,357, subject to working capital adjustments and transaction costs. The acquisition was funded through \$176,000 in new debt secured by 16 of the properties, the assumption of \$9,537 in debt secured by one of the properties, the issuance of \$53,587 of preferred interests in the Company's acquiring subsidiary entity and cash on hand.

The August 1, 2019 acquisition represents the first tranche of the acquisition of Commonwealth properties, and the Company remains committed to purchasing three additional properties as previously announced, subject to the approval of certain lenders of secured debt underlying the remaining three properties. The three additional buildings have a total consideration of approximately \$55,000 that is expected to be funded by the assumption of debt of approximately \$34,800, the issuance of \$11,783 of preferred interests in the Company's acquiring subsidiary entity and cash on hand.

On June 5, 2019, the Company entered into agreements to fund future loans to tenants of the Jaguarundi Ventures, LP joint venture. As at June 30, 2019, the Company is committed to fund an additional \$7,170 pursuant to these agreements. The

Company has recorded an associated loan commitment liability representing the fair value of these commitments, which were made at interest rates below market value.

## **Financial Instruments and Other Instruments**

To manage interest rate risk, the Company may enter into interest rate swap agreements from time to time. Please refer to the "Debt Strategy and Indebtedness" section of this MD&A.

## **Off-Balance Sheet Items**

There were no off-balance sheet items as of June 30, 2019.

## **Transactions Between Related Parties**

The Company entered into subscription agreements in prior periods in respect of the issuance of class A convertible preferred shares to certain funds managed by Magnetar Financial LLC (collectively, "Magnetar"), a significant shareholder of the Company, funded in multiple series. The purpose of the transaction was to raise proceeds to be used for the repayment of debt, general working capital purposes and to fund future acquisitions. The Company issued 7,560,137 shares for aggregate gross proceeds of \$71,500.

On June 4, 2019, the Company formed a joint venture, Jaguarundi Ventures, LP, with Magnetar. The Company contributed 8 properties to a newly formed joint venture and received \$23,000 from Magnetar in exchange for a 39.49% interest in the joint venture. As at June 30, 2019, the Company has a loan receivable from Jaguarundi Ventures, LP of \$3,170 recorded representing the funds owed to the Company from the repayment proceeds of a joint venture credit agreement with a tenant of the joint venture.

On July 23, 2019, the Company entered subscription agreements in respect of the issuance of Class A convertible preferred shares to Magnetar for aggregate proceeds of \$14,550. The fourth series is expected to be funded in the third quarter of 2019 and will result in the issuance of 1,538,461 Class A Series 4 Preferred Shares.

On July 26, 2019, the Company entered into a loan agreement with Magnetar for a principal amount of \$30,000, annual interest rate of 8.5%, and an initial maturity of one year with a one year extension option. The Company pledged its equity interests in properties located in Little Rock, AR; San Antonio, TX; and New Braunfels, TX against the loan.

## **Critical Accounting Estimates**

The preparation of consolidated financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses throughout the period. Actual results could differ from those estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected. Information about assumptions and estimation uncertainties that may have a significant risk of resulting in a material adjustment within the next financial year are as follows:

### *Change in fair value of investment properties:*

Acquired investment properties are initially measured at cost, including directly attributable acquisition costs, when the transactions are deemed to be asset acquisitions. Subsequent to initial recognition, investment properties are measured at fair value, determined based on available market evidence. The Company uses alternative valuation methods such as the direct capitalized income approach, discounted cash flow projections, or recent transaction prices (Level 3 inputs). The fair value of investment properties reflects rental income from current leases and assumptions about rental income from future leases based on current market conditions. The valuation of investment properties is one of the principal estimates and uncertainties of the Company. Refer to note 4 of the condensed consolidated interim financial statements of the Company for the period ended June 30, 2019 for further information on estimates and assumptions made in determination of the fair value of investment properties.

### *Impairment of loans receivable:*

The Company reviews loans receivable on an ongoing basis to assess whether any loans should be classified as impaired and whether an allowance or write-off should be recorded. Allowances for impaired loans are recorded for individually identified impaired loans to reduce their carrying value to the expected recoverable amount. To determine the amount, the Company expects to recover from an individually significant impaired loan, the Company uses the value of the estimated future cash flows discounted at the loan's original effective interest rate. The determination of estimated future cash flows of a collateralized impaired loan reflects the expected realization of the underlying security, net of expected costs and any amounts legally required to be paid to the borrower. Refer to note 2 of the condensed consolidated interim financial statements of the Company for the period ended June 30, 2019 for further information on estimates and assumptions made in determination of the impairment recorded on loans receivable.

### **Significant Accounting Policies and Changes in Accounting Policies**

A summary of significant accounting policies and changes in accounting policies is set forth in notes 1 and 2, respectively, of the consolidated financial statements for the period ended December 31, 2018.

The following IFRS standards were adopted in 2019:

- (i) The Company adopted IFRS 16, Leases ("IFRS 16"), effective January 1, 2019 using the modified retrospective approach. On January 1, 2019 the Company recognized both a right-of-use asset and lease liability of \$1,490. There was no impact to equity as a result of the adoption of IFRS 16.
- (ii) On January 1, 2019, we adopted IFRIC Interpretation 23, Uncertainty over Income Tax Treatments ("IFRIC 23"), with no material impact on the Company's condensed consolidated interim financial statements.

These changes in accounting policies are further described in note 1 of the condensed consolidated interim financial statements for the period ended June 30, 2019.

### **Risks and Uncertainties**

See "Risk Factors" in the Company's 2018 AIF for a discussion of risks that could materially affect the Company, which risk factors are incorporated herein by reference.

The Company has identified certain additional risk factors that exist in its business subsequent to the Commonwealth acquisition completed on August 1, 2019. As a result of this acquisition, the Company will own the management company responsible for operating seniors housing properties it also has an ownership interest in. As of the date of this MD&A, the Company manages operations for 18 properties in its portfolio, with an agreement in place with Greenfield to transfer management of an additional nine properties.

#### *Business Risks*

The Company, through its ownership in the Commonwealth management company, is subject to general business risks and risks inherent to the seniors housing industry, including fluctuations in occupancy levels, increases in labor and other operating costs, competition from other similar properties and service providers, health-related risks, the potential for unfavorable changes to regulations, the imposition of new or increased taxes and capital expenditure requirements.

#### *Competition*

Other managers and owners of seniors housing properties compete with the Company in seeking residents. The existence of this competition may adversely affect the Company's ability to find residents and the level of rents the Company is able to charge, which could have an adverse affect on the Company's revenue.

#### *Labor Costs*

The management company competes in local markets with other seniors housing providers with respect to attracting and retaining qualified employees. It is dependent on the available labor pool of employees to provide the care its residents require. A shortage of labor supply or changes in the labor market may require more costly wage and benefits packages in order to

compete. No assurance can be given that labor costs will not increase, or if they do increase, that they can be offset by corresponding increases in rental revenue or other cost savings.

## **Controls and Procedures**

We are committed to maintaining effective disclosure controls and procedures and internal control over financial reporting. A control system, no matter how well conceived and operated, can provide only reasonable, and not absolute, assurance that its objectives are met. As a result of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected. These inherent limitations include, among other items: (i) that management's assumptions and judgments could ultimately prove to be incorrect under varying conditions and circumstances and (ii) the impact of isolated errors. Additionally, controls may be circumvented by the unauthorized acts of individuals, by the collusion of two or more people, or by management override. The design of any system of controls is also based, in part, upon certain assumptions about the likelihood of future events, and there can be no assurance that any design will succeed in achieving its stated goals under all potential conditions.

### *Disclosure Controls and Procedures*

Our disclosure controls and procedures are designed to provide reasonable assurance that information required to be disclosed is recorded, processed, summarized, and reported within the time periods specified under Canadian securities laws and to include controls and procedures that are designed to ensure that information is accumulated and communicated to management, including the Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosure.

### *Internal Controls Over Financial Reporting*

We are responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance about the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. The Chief Executive Officer and the Chief Financial Officer assessed, or caused an assessment under their direct supervision of the design of our internal controls over financial reporting as at June 30, 2019, and based on that assessment, they determined that the Company's internal controls over financial reporting were appropriately designed in accordance with the 2013 COSO framework as published by the Committee of Sponsoring Organizations of the Treadway Commission.

There were no changes in internal controls over financial reporting that occurred during the three and six months ended June 30, 2019 that have materially affected or are reasonably likely to materially affect the Company's internal controls over financial reporting.

## **Outstanding Shares**

As of August 14, 2019, 54,204,069 common shares in the capital of the Company were issued and outstanding.

Each 2016 Convertible Debenture is convertible into freely tradable common shares of the Company at the option of the holder at any time prior to the earlier of January 31, 2022 and the last business day immediately preceding the date specified by the Company for redemption, at a conversion price of \$11.00 per common share. If all outstanding 2016 Convertible Debenture were converted into common shares of the Company, it would result in the issuance of 4,089,511 additional common shares.

Each 2018 Convertible Debenture is convertible into freely tradable common shares of the Company at the option of the holder on or after September 30, 2021, and prior to September 30, 2022 at a conversion price of \$10.70 per common share. If all outstanding 2018 Convertible Debenture were converted into common shares of the Company, it would result in the issuance of 4,672,897 additional common shares.

As of August 14, 2019, there were 2,802,009 Series 1 Preferred Shares outstanding, 3,172,086 Series 2 Preferred Shares outstanding, and 1,586,042 Series 3 Preferred Shares and. The Series 1 Preferred Shares, Series 2 Preferred Shares, and Series 3 Preferred Shares are convertible into freely tradable common shares of the Company. As of August 14, 2019, assuming the voluntary conversion of all of the Series 1 Preferred Shares, Series 2 Preferred Shares and Series 3 Preferred Shares then outstanding, a total of 8,183,308 common shares would be issued.

## Financial Measures

Funds From Operations ("FFO") and Adjusted Funds From Operations ("AFFO") are supplemental measures used by management to track the Company's performance. Management believes these terms reflect the operating performance and cash flow of the Company. The Company believes that AFFO and AFFO per share provide the most effective metric by which to evaluate the performance of the Company and to most accurately identify the cash flows available for distribution to shareholders.

### *Funds From Operations*

FFO means net income in accordance with IFRS, (i) plus or minus fair value adjustments of investment properties; (ii) plus or minus gains or losses from sales of investment properties; (iii) plus or minus certain other fair value adjustments; (iv) plus transaction costs expensed as a result of the purchase of property being accounted for as a business combination; (v) plus property taxes accounted for under IFRIC 21; (vi) plus allowance for credit losses on loans and interest receivable; (vii) plus deferred income tax expense, after adjustments for equity accounted entities calculated to reflect FFO on the same basis as consolidated properties and adjustments for non-controlling interests. The use of FFO, a non-IFRS measure, combined with the required IFRS presentations, has been included for the purpose of improving the understanding of the operating results of the Company. FFO presents an operating performance measure that provides a perspective on the financial performance that is not immediately apparent from net income determined in accordance with IFRS.

FFO is a financial measure not defined under IFRS, and FFO, as presented herein, may not be comparable to similar measures presented by other real estate investment trusts or real estate enterprises.

To the extent the Company's 2016 Convertible Debentures and 2018 Convertible Debentures were dilutive to FFO per share, the related interest, amortization, and accretion expense has been added back to calculate a diluted FFO for purposes of calculating diluted FFO per share.

The Company's FFO is calculated as follows (in thousands of U.S. dollars):

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Net income for the period	\$ (16,902)	\$ 10,527	\$ (9,697)	\$ 12,846
Add/(deduct):				
Change in fair value of investment properties	18,195	1,102	2,914	(2,915)
Property taxes accounted for under IFRIC 21	(3,617)	(3,212)	6,807	3,126
Change in fair value of financial instruments	7,524	(94)	9,335	(1,491)
Deferred income tax expense	(6,086)	4,757	(3,238)	5,855
Transaction costs for business combination	1,696	322	1,696	6,438
Allowance for credit losses on loans and interest receivable	673	724	1,164	1,974
Change in non-controlling interest liability in respect of the above	(9)	582	(14)	573
Adjustments for equity accounted entities	8,971	334	14,374	816
Funds from operations	<u>\$ 10,445</u>	<u>\$ 15,042</u>	<u>\$ 23,341</u>	<u>\$ 27,222</u>
Interest, amortization and accretion expense on 2016 Convertible Debentures	743	742	1,485	1,484
Interest, amortization and accretion expense on 2018 Convertible Debentures	899	—	1,798	—
Total diluted funds from operations	<u>\$ 12,087</u>	<u>\$ 15,784</u>	<u>\$ 26,624</u>	<u>\$ 28,706</u>
Weighted average number of shares, including fully vested deferred shares: Basic	53,864,540	51,560,002	53,501,681	47,479,276
Weighted average shares issued if all 2016 Convertible Debentures were converted	4,089,511	4,090,909	4,090,206	4,090,909
Weighted average shares issued if all 2018 Convertible Debentures were converted	4,672,897	—	4,672,897	—
Weighted average shares issued if all Preferred Shares were converted	8,055,727	7,628,390	8,001,413	6,151,080
Weighted average number of shares: Diluted	<u>70,682,675</u>	<u>63,279,301</u>	<u>70,266,197</u>	<u>57,721,265</u>
Funds from operations per share	\$ 0.19	\$ 0.29	\$ 0.44	\$ 0.57
Diluted funds from operations per share	\$ 0.17	\$ 0.25	\$ 0.38	\$ 0.50

### *Adjusted Funds From Operations*

The Company maintains the view that AFFO is an effective measure of cash generated from operations, after providing for certain adjustments. AFFO means cash provided by operating activities, subject to certain adjustments, which include: (i) adjustments for certain non-cash working capital items that are not considered indicative of sustainable economic cash flow available for distribution; (ii) adjustments for interest expense on the credit facilities and mortgages payable that is included in finance costs; (iii) adjustments for cash paid for interest; (iv) add backs for compensation expense related to the Company's deferred share incentive plan; (v) add backs for payments received under the Company's income support agreements and development lease arrangements; (vi) add backs for the write-off of deferred financing costs from refinancing; and (vii) other adjustments as determined by the directors of the Company in their sole discretion.

AFFO is a financial measure not defined under IFRS, and AFFO, as presented herein, may not be comparable to similar measures presented by other real estate investment trusts or real estate enterprises.

To the extent the Company's 2016 Convertible Debentures and 2018 Convertible Debentures were dilutive to AFFO per share, the related interest has been added back to calculate a diluted AFFO for purposes of calculating diluted AFFO per share.

The Company's AFFO is calculated as follows (in thousands of U.S. dollars):

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Cash flows provided by (used in) operating activities	\$ (1,344)	\$ 7,200	\$ 941	\$ 8,919
Change in non-cash working capital	6,078	3,354	13,642	3,900
Less: interest expense <sup>(1)</sup>	(8,476)	(8,010)	(16,813)	(13,901)
Less: change in non-controlling interest liability	(99)	(738)	(155)	(779)
Plus: income (loss) from joint ventures	(7,238)	1,593	(11,051)	2,399
Plus: change in fair value of investment in MS-SW Development Fund Holdings, LLC	—	50	—	100
Plus: interest paid	10,039	8,212	18,332	15,126
Less: interest received	(106)	(52)	(165)	(647)
Plus: transaction costs for business combination	1,696	322	1,696	6,438
Plus: non-cash portion of non-controlling interest expense	(9)	582	(14)	573
Plus: adjustments for equity accounted entities	8,946	334	14,073	816
Plus: deferred share incentive plan compensation	784	423	1,133	677
Plus: income support and development lease payments received	70	83	190	83
Plus: write-off of deferred financing costs from refinancing	69	—	69	—
Less: capital maintenance reserve	(492)	(400)	(984)	(667)
Adjusted funds from operations	<u>\$ 9,918</u>	<u>\$ 12,953</u>	<u>\$ 20,894</u>	<u>\$ 23,037</u>
Interest expense on 2016 Convertible Debentures	562	562	1,124	1,125
Interest expense on 2018 Convertible Debentures	750	—	1,500	—
Total diluted adjusted funds from operations	<u>\$ 11,230</u>	<u>\$ 13,515</u>	<u>\$ 23,518</u>	<u>\$ 24,162</u>
Weighted average number of shares, including fully vested deferred shares: Basic	53,864,540	51,560,002	53,501,681	47,479,276
Weighted average shares issued if all 2016 Convertible Debentures were converted	4,089,511	4,090,909	4,090,206	4,090,909
Weighted average shares issued if all 2018 Convertible Debentures were converted	4,672,897	—	4,672,897	—
Weighted average shares issued if all Preferred Shares were converted	8,055,727	7,628,390	8,001,413	6,151,080
Weighted average number of shares: Diluted	<u>70,682,675</u>	<u>63,279,301</u>	<u>70,266,197</u>	<u>57,721,265</u>
Adjusted funds from operations per share	\$ 0.18	\$ 0.25	\$ 0.39	\$ 0.49
Diluted adjusted funds from operations per share	\$ 0.16	\$ 0.21	\$ 0.33	\$ 0.42
Dividends declared	\$ 9,946	\$ 9,482	\$ 19,720	\$ 17,494
Payout ratio <sup>(2)</sup>	100%	73%	94%	76%
Effective payout ratio <sup>(2)</sup>	81%	72%	76%	74%

(1) Includes interest expense on the credit facilities, mortgages payable, convertible debentures, interest rate swaps, write off of deferred financing costs from refinancing and interest income earned on notes receivable included in finance costs.

(2) Payout ratio is calculated by dividing the common share dividends declared by AFFO. Effective payout ratio is calculated by dividing common share dividends payable in cash, as adjusted for Dividend Reinvestment Plan ("DRIP") participation, by AFFO.

The Company entered into leases, each with 18 year terms, on two properties in Houston, Texas in which cash rent over the initial 12-18 month term was set to approximate debt service on the corresponding property. After the initial period, the leases

will escalate to full yield. The lease structure on the first property transitioned to full yield in February of 2019. The second of these properties is expected to return to full yield by January of 2020.

The Company deducts a capital maintenance reserve in its calculation of AFFO based on estimated quarterly expenditures related to sustaining and maintaining existing space. Expenditures that are related to new development or revenue enhancing renovations are excluded from this calculation.

Presented below are performance metrics adjusted to exclude the diligence costs for transactions not pursued, these measures are not financial measures defined under IFRS and, as presented herein, may not be comparable to similar measures presented by other real estate investment trusts or real estate enterprises. The Company believes this provides a more comparable basis to evaluate performance period over period.

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
FFO, per above	\$ 10,445	\$ 15,042	\$ 23,341	\$ 27,222
Diligence costs for transactions not pursued	633	70	633	70
FFO, as adjusted	\$ 11,078	\$ 15,112	\$ 23,974	\$ 27,292
Interest, amortization and accretion expense on 2016 Convertible Debentures	743	742	1,485	1,484
Interest, amortization and accretion expense on 2018 Convertible Debentures	899	—	1,798	—
Total diluted FFO, as adjusted	\$ 12,720	\$ 15,854	\$ 27,257	\$ 28,776
Weighted average number of shares, including fully vested deferred shares: Basic	53,864,540	51,560,002	53,501,681	47,479,276
Weighted average number of shares: Diluted	70,682,675	63,279,301	70,266,197	57,721,265
FFO per share, as adjusted	\$ 0.21	\$ 0.29	\$ 0.45	\$ 0.57
Diluted FFO per share, as adjusted	\$ 0.18	\$ 0.25	\$ 0.39	\$ 0.50
Adjusted funds from operations, per above	\$ 9,918	\$ 12,953	\$ 20,894	\$ 23,037
Diligence costs for transactions not pursued	633	70	633	70
AFFO, as adjusted	\$ 10,551	\$ 13,023	\$ 21,527	\$ 23,107
Interest expense on 2016 Convertible Debentures	562	562	1,124	1,125
Interest expense on 2018 Convertible Debentures	750	—	1,500	—
Total diluted funds from operations	\$ 11,863	\$ 13,585	\$ 24,151	\$ 24,232
Weighted average number of shares, including fully vested deferred shares: Basic	53,864,540	51,560,002	53,501,681	47,479,276
Weighted average number of shares: Diluted	70,682,675	63,279,301	70,266,197	57,721,265
AFFO per share, as adjusted	\$ 0.20	\$ 0.25	\$ 0.40	\$ 0.49
Diluted AFFO per share, as adjusted	\$ 0.17	\$ 0.21	\$ 0.34	\$ 0.42
Dividends declared	\$ 9,946	\$ 9,482	\$ 19,720	\$ 17,494
Payout ratio, as adjusted	94%	73%	92%	76%
Effective payout ratio, as adjusted	76%	71%	74%	74%

## Cash Dividends

	Three months ended June 30,		Six months ended June 30,	
	2019	2018	2019	2018
Cash flows provided by operating activities	\$ (1,344)	\$ 7,200	\$ 941	\$ 8,919
Net income (loss)	(16,902)	10,527	(9,697)	12,846
Total dividends declared	9,946	9,482	19,720	17,494
Shortfall of cash provided by operating activities over total dividends	(11,290)	(2,282)	(18,779)	(8,575)
Shortfall of net income over total dividends	(26,848)	1,045	(29,417)	(4,648)

Total dividends for the three and six months ended June 30, 2019 exceeded cash flows provided by operating activities largely due to working capital changes and cash flow from joint arrangements, which may be realized in the form of cash distributions to meet future cash needs. Non-cash items relating to fair value adjustments of investment properties and the Company's financial instruments, amortization of financing costs and deferred income tax expense are deducted from or added to net income and have no impact on cash available to pay current dividends. Total dividends for the three and six months ended June 30, 2019 exceeded net income primarily due to non-cash items. Of the \$9,946 dividends declared in the three months ended June 30, 2019, \$1,949 was satisfied in the form of shares issued through the Dividend Reinvestment Plan ("DRIP"). The resulting cash provided by operating activities in shortfall of cash dividends for the three months ended June 30, 2019 is \$(9,341) and the shortfall of net income over cash dividends is \$(24,899). Of the \$19,720 dividends declared in the six month ended June 30, 2019, \$3,831 was satisfied in the form of shares issued through the Dividend Reinvestment Plan ("DRIP"). The resulting cash provided by operating activities in shortfall of cash dividends for the six months ended June 30, 2019 is \$(14,948) and the shortfall of net income over cash dividends is \$(25,586).

The Company believes its current distributions are sustainable.

## Operational Measures

The Company reports on certain metrics related to the underlying operations in its stabilized income properties. The Company has defined stabilized income properties as follows:

*Long-term care facilities and transitional care properties* - stabilized upon the earlier of 80% occupancy at the underlying operating level for two consecutive quarters and 24 months after opening.

*Assisted living facilities* - stabilized upon the earlier of 90% occupancy for two consecutive quarters and 36 months after opening.

Stabilized properties generally include any triple-net lease property unless it is:

1. A new development that is not yet complete,
2. Not yet stabilized and within 12 months of the above criteria,
3. Newly acquired and/or undergoing a major renovation or otherwise being repositioned or in transition to a new operator, or
4. Held for sale.

The Company believes relevant metrics for evaluating the performance of the underlying operations in stable, triple-net leased assets include operator lease coverage and occupancy. The Company's operator performance metrics are calculated utilizing data that is one quarter in arrears (i.e. as of and through March 31, 2019 for this reporting period), and, where master leases are in place for portfolios of multiple asset types, using allocated rents pursuant to consistent methodologies.

All operator data is made available solely from information as provided by the operators and has not been independently verified by the Company.

### Triple Net Lease Portfolio

#### *Operator Lease Coverage*

Operator lease coverage is a measure of a tenant's ability to meet their cash rent and other obligations during its normal course of business. The Company believes that both EBITDAR and EBITDARM (as defined below) provide insight to the core operations at the facility level. Metrics provided below are for the trailing 12 month ("TTM") period for all stabilized assets. The stabilized triple-net lease portfolio through March 31, 2019 includes 43 properties.

For purposes of the TTM calculations, the Company has included only the period for which the stabilized properties have been owned by the Company and, therefore, the TTM metrics shown may include less than 12 months in the calculations. The metrics presented below represent all stabilized income properties, which includes assist living, independent living, long-term care, and transitional care properties.

EBITDAR (earnings before interest, income taxes, depreciation, amortization, and rent) lease coverage is calculated by dividing the TTM EBITDAR generated by corresponding cash rent due over the same period. The Company's stabilized portfolio generated EBITDAR lease coverage of 1.2.

EBITDARM (earnings before interest, income taxes, depreciation, amortization, rent, and management fees) lease coverage is also used by the Company. Together with EBITDAR lease coverage, EBITDARM lease coverage allows the Company to evaluate operations at each property by eliminating management fees, which can vary based on the operator/tenant and its negotiated structure with the Company. The Company believes EBITDARM is valuable because it isolates operational performance to the results of the direct operations within the facility. The Company's stabilized portfolio generated EBITDARM lease coverage of 1.5.

Through certain of its leases with operators, the Company has the ability to claw back the management fees that the operator is able to pay. This provision in the leases is enforceable when certain performance metrics are not met, as defined within the lease agreements. This mechanism further enhances the Company's position relative to the performance and risk mitigation within the portfolio.

#### *Operator Occupancy*

The Company also utilizes operator occupancy percentage to evaluate underlying operations within the portfolio. Occupancy percentage is calculated by dividing the actual number of revenue generated days occupied during the period by the maximum available revenue days available for the period. Metrics provided below are for the TTM period for all stabilized assets based on the Company's definition of stabilization.

For the TTM period ended March 31, 2019, the Company's stabilized portfolio had an occupancy percentage of 85%.

### Joint Venture/Joint Arrangement Portfolio

The Company's joint venture/joint arrangement portfolio consists of seniors housing assets in which the Company has ownership of both the property and operations. The Company's stabilized joint arrangement portfolio consists of 16 properties through March 31, 2019.

Based upon the Company's ownership structure in these assets, the Company believes the most relevant operational metrics will include occupancy, net operating income and year over year revenue growth metrics. For the period ended March 31, 2019, the occupancy in the stabilized joint arrangement portfolio was 89%. As comparative periods become available in the Company's ownership period, the Company anticipates that additional metrics will be included in future filings.

### Medical Office Building Portfolio

The Company's medical office building portfolio consists of multi tenant medical office buildings in which the Company has full ownership of the property. The Company's stabilized medical office building portfolio consists of 11 properties through March 31, 2019 in the United States and Canada.

The Company utilizes occupancy as a percentage of gross leasable area in addition to other financial metrics when evaluating performance in its medical office building portfolio. For the period ended March 31, 2019, occupancy in the stabilized medical

office building portfolio was 90%. As comparative periods become available in the Company's ownership period, the Company anticipates that additional metrics will be included in future filings.