# Report to Shareholders

Q2 2023 Sienna Senior Living Inc.





#### **LETTER TO SHAREHOLDERS**

Dear Fellow Shareholders,

Sienna's strong second quarter underscores an improving operating environment in the senior living sector and highlights the significant growth potential in our business over the next several years. Our team has been actively working on a number of initiatives which further supported the notable improvement of many of Sienna's key performance indicators.

#### Stabilizing operating environment driving strong second quarter results

Our second quarter results emphasize the strength of our diversified portfolio. Overall, Sienna's net operating income in our same property portfolio grew by 9.3% year over year in the second quarter of 2023, including a 13.9% increase in our long-term care segment and a 4.0% increase in our retirement segment. Our long-term care operations have stabilized, with most of the remaining pandemic-related restrictions lifted and occupancy exceeding the threshold for full government funding at virtually all of our homes. And our retirement operations continued to benefit from rate increases and improving occupancy performance in our 2022 acquisition portfolio.

Further supporting our results were our successful cost management initiatives, in particular with respect to reducing agency staffing costs and general and administrative expenses. A combination of improvements to how we fill shifts with Sienna's own team members and better contract terms with fewer staffing agencies have led to an approximate 40% decrease in agency staffing costs compared to Q1 2023 and Q2 2022, respectively, to approximately \$6 million in Q2 2023.

Although the operating environment has improved significantly and we have made great strides in reducing costs wherever possible, we are still facing funding shortfalls in our long-term care segment as a result of high inflation in recent years. Together with other sector participants, we continue to work with the government to address these shortfalls.

#### An engaged workforce aligned with Sienna's values

We continue to make significant investments in attracting and retaining team members who are passionate about our purpose of cultivating happiness in daily life. Improving team member engagement and fostering a positive workplace culture through awards, recognition and two-way communication play an important role at Sienna. This is reflected in a number of our initiatives. During the second quarter, we awarded shares to nearly 800 team members in connection with the Sienna Ownership and Rewards program ("SOAR"). All permanent full-time and part-time team members have the opportunity to receive a one-time award of shares. We also announced the winners of SPARK, a program that allows our team members to share ideas on how Sienna can grow and improve. We received nearly 170 ideas during the first round of submissions, piloted eight of them to assess which ideas should be implemented across the Company, and identified our four inaugural winners. Their innovative ideas range from reducing food waste, improving resident engagement through creating inter-generational connections and social gatherings, to improving the hiring process of new team members.

#### **Continued Development Momentum**

With \$275 million of development projects under construction, we are making progress in expanding our footprint. We know that getting shovels in the ground is one thing, but keeping them there has been challenging at times due to supply chain issues, rising interest rates, and labour shortages. We are all the more excited to be

approaching the finish line with respect to the development of our retirement residence in Niagara Falls. Preleasing activities for the 150-suite residence have been strong and we expect the first residents to move in before the end of the year. Our development projects of a long-term care community in North Bay and a campus of care in Brantford, comprising a total of 320 long-term care beds and 147 retirement suites, are also fully underway and expected to be completed in Q4 2025.

#### Publication of 2022-2023 Environmental, Social and Governance ("ESG") Report

We continue to make notable progress in integrating ESG into our overall strategy and daily business practices. This is reflected throughout our 2022-2023 ESG Report, which was published today. In our report, we share stories and pictures that bring to life the impact we have on the quality of life and wellbeing of our residents, their families and our team members. As a senior living provider, the "social" pillar is where we make the most significant impact as a company. Highlighted throughout the report are initiatives that help us attract and retain team members who are passionate about working with seniors and their commitment to helping residents discover happiness in daily life.

#### **Outlook**

Senior living is a sector defined by its needs-driven character and relative resilience during economic downturns. Despite rising interest rates and inflation over the past year, Sienna reported strong year over year results. With improving fundamentals, a stabilizing operating environment and the Company's diversified positioning in Canadian senior living, our growth initiatives will be further supported in the years ahead.

Earlier this year, we outlined where we see significant growth potential in our business over the next several years and how we believe they will contribute to a notable expansion of Sienna's net operating income. Initiatives to grow occupancy, reduce agency costs and generate incremental cash flow from the contributions of acquisitions and new developments are some of the areas that we expect to have a significant positive impact on the value of our business in the coming years. The solid financial performance during the second quarter highlights that we are on the right track.

Canadian senior living is driven by an aging population, long wait lists for long-term care and limited new supply of retirement residences. There is tremendous growth potential with demand for the care and services we provide expected to rise for many years to come. This year, we achieved a number of operational efficiencies, adding to the resilience of our business by successfully reducing agency staffing costs and general and administrative expenses. Combined with the flexibility provided by our strong balance sheet, ample liquidity, and the benefits of a diversified portfolio of private-pay retirement residences and government-funded long-term care communities, we remain committed to our strategic initiatives and confident about Sienna's long-term growth potential.

On behalf of our management team and our Board of Directors, I want to thank all of you for your continued support and commitment.

Sincerely,

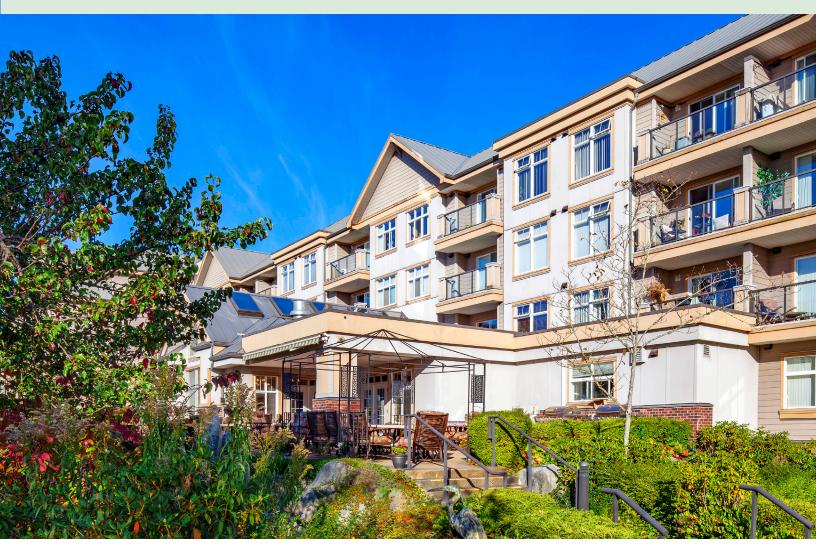
Nitin Jain

President and Chief Executive Officer

Sienna Senior Living

# Management's Discussion and Analysis

Q2 2023 Sienna Senior Living Inc.





# MANAGEMENT'S DISCUSSION AND ANALYSIS

BASIS OF PRESENTATION	1
ADDITIONAL INFORMATION	1
REVIEW AND APPROVAL BY THE BOARD OF DIRECTORS	1
COMPANY PROFILE	2
NON-IFRS PERFORMANCE MEASURES	2
KEY PERFORMANCE INDICATORS	7
SECOND QUARTER 2023 SUMMARY	9
BUSINESS UPDATE	11
OUTLOOK	<u>17</u>
SIGNIFICANT EVENTS	<u>20</u>
OUR PURPOSE, VISION AND VALUES	<u>21</u>
COMPANY STRATEGY AND OBJECTIVES	<u>21</u>
ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) RESPONSIBILITY	23
INDUSTRY UPDATE	25
BUSINESS OF THE COMPANY	26
QUARTERLY FINANCIAL INFORMATION	26
OPERATING RESULTS	27
JOINT ARRANGEMENT	28
CONSOLIDATED NET OPERATING INCOME	29
NET OPERATING INCOME BY SEGMENT	31
RETIREMENT	31
LONG-TERM CARE	33
DEPRECIATION AND AMORTIZATION	34
ADMINISTRATIVE EXPENSES	35
SHARE OF NET LOSS IN JOINT VENTURE	35
NET FINANCE CHARGES	36
TRANSACTION COSTS	36
INCOME TAXES	37

BUSINESS PERFORMANCE	<u>38</u>
ADJUSTED FUNDS FROM OPERATIONS	<u>38</u>
SECOND QUARTER 2023 PERFORMANCE	<u>40</u>
CONSTRUCTION FUNDING	<u>40</u>
MAINTENANCE CAPITAL EXPENDITURES	<u>41</u>
RECONCILIATION OF CASH FLOW FROM OPERATIONS TO ADJUSTED FUNDS FROM	42
OPERATIONS	<u>42</u>
FINANCIAL POSITION ANALYSIS	<u>43</u>
LIQUIDITY AND CAPITAL RESOURCES	<u>44</u>
LIQUIDITY	<u>44</u>
DEBT	<u>45</u>
CREDIT RATINGS	<u>49</u>
FINANCIAL COVENANTS	<u>50</u>
EQUITY	<u>52</u>
CAPITAL DISCLOSURE	<u>53</u>
CONTRACTUAL OBLIGATIONS AND OTHER COMMITMENTS	<u>54</u>
CRITICAL ACCOUNTING ESTIMATES AND	
ACCOUNTING POLICIES	<u>54</u>
FORWARD-LOOKING STATEMENTS	55

#### **Basis of Presentation**

The following Management's Discussion and Analysis ("MD&A") for Sienna Senior Living Inc. (the "Company" or "Sienna") provides a summary of the financial results for the three and six months ended June 30, 2023. This MD&A should be read in conjunction with the Company's unaudited condensed interim consolidated financial statements ("interim consolidated financial statements") for the three and six months ended June 30, 2023. This material is available on the Company's website at <a href="www.siennaliving.ca">www.siennaliving.ca</a>. Additional information about the Company, including its most current Annual Information Form ("AIF") can be found on the System for Electronic Document Analysis and Retrieval ("SEDAR") at <a href="www.sedar.com">www.sedar.com</a>.

All references to "we", "our", "us", "Sienna", or the "Company", unless otherwise indicated or the context otherwise requires, refer to Sienna Senior Living Inc. and its direct and indirect subsidiaries. For ease of reference, the "Company" is used in reference to the ownership and operation of senior living residences and its third party management business. Subsidiaries of the Company are the direct owners and operators of such residences.

Financial information has been prepared in accordance with International Financial Reporting Standards ("IFRS"). In this document, "Q1" refers to the three-month period ended March 31; "Q2" refers to the three-month period ended June 30; "Q3" refers to the three-month period ended September 30; and "Q4" refers to the three-month period ended December 31.

With the exception of this MD&A's Business Update, Outlook and Environmental, Social and Governance ("ESG") Responsibility sections, or unless otherwise stated, all dollar amounts referred to in this MD&A, including tabular amounts, are expressed in thousands of Canadian dollars.

This MD&A contains forward-looking information based on management's expectations, estimates and projections about the future results, performance, achievements, prospects or opportunities for Sienna and the senior living industry as of the date of this MD&A. Please refer to the "Forward-looking Statements" section and the "Risk Factors" section of this MD&A for more information.

#### **Additional Information**

Additional information relating to the Company can be found on the Company's website at www.siennaliving.ca, by accessing the Company's public filings on SEDAR, or by contacting David Hung, the Company's Chief Financial Officer and Executive Vice President, at 905-489-0258 or david.hung@siennaliving.ca.

# **Review and Approval by the Board of Directors**

This MD&A is dated as of August 10, 2023, the date this report was approved by the Board of Directors of the Company, and is based on information available to management of the Company as of that date.

# **Company Profile**

The Company and its predecessors have been operating since 1972. The Company is a senior living provider serving the continuum of independent living ("IL"), independent supportive living ("ISL"), assisted living ("AL"), memory care ("MC") and long-term care ("LTC" or "Long-term Care") through the ownership and operation of senior living residences in the Provinces of British Columbia, Saskatchewan and Ontario. As at June 30, 2023, the Company owns and operates a total of 81 senior living residences: 39 retirement residences ("RRs" or "Retirement Residences") (including the Company's 50% joint venture interest in 12 residences in Ontario and Saskatchewan); 34 LTC communities; and eight senior living residences providing both private-pay IL/AL and funded LTC (including the Company's joint ownership in two residences in British Columbia). The Company also provides management services to an additional 11 senior living residences in the Provinces of British Columbia and Ontario.

The table below represents the number of suites or beds owned and operated or managed by the Company, by business segment.

	Retirem	nent	Long-term Care		Total <sup>(1)</sup>		
Owned Residences	Residences	Suites	Residences	Beds <sup>(2)</sup>	Residences	Beds / Suites	
100% Owned - operating (3)	27	3,210	40	6,198	67	9,408	
Partially Owned - operating (4)	12	1,234	2	374	14	1,608	
Total Owned	39	4,444	42	6,572	81	11,016	
Managed Residences	8	757	3	526	11	1,283	
Total	47	5,201	45	7,098	92	12,299	

#### Notes:

- 1. 80.0%, 15.7% and 4.3% of total beds/suites are located in Ontario, British Columbia and Saskatchewan, respectively.
- 2. 180 of the LTC beds are privately funded.
- 3. Includes one retirement residence (54 suites) and one long-term care community (123 beds) for Woods Park, a campus of care acquired in early 2023, which was previously included under managed residences. At the time of acquisition, Woods Park had 55 retirement suites. Two of the suites were combined into one suite during the three months ended June 30, 2023.
- 4. We have a 50% ownership in 12 retirement residences (1,234 suites), a 40% ownership in one long-term care community (256 beds) and a 77% ownership in one long-term care community (118 beds) as at June 30, 2023.

The Company is traded on the Toronto Stock Exchange ("TSX") under the symbol "SIA".

The Company's business is carried on through a number of wholly owned limited partnerships and joint ventures formed under the laws of the Province of Ontario.

As at August 10, 2023, the Company had 72,967,166 common shares outstanding.

#### Non-IFRS Performance Measures

In this MD&A, the Company uses certain supplemental measures of key performance that are not measures recognized under IFRS and do not have standardized meanings prescribed by IFRS. These performance measures are net operating income ("NOI"), funds from operations ("FFO"), operating funds from operations ("OFFO"), adjusted funds from operations ("AFFO"), earnings before interest, taxes, depreciation and amortization, and impairment loss ("EBITDA") and maintenance capital expenditures ("maintenance capital expenditures", and collectively with NOI, FFO, OFFO, AFFO and EBITDA, the "Non-IFRS Measures"). These

terms are defined in the following table and reconciliations to the most comparable IFRS measures are referenced, as applicable.

The Company also uses the following key performance indicators (the "**Key Performance Indicators**"): Occupancy, Total Adjusted Revenue, Total Adjusted Operating Expenses, NOI, OFFO and OFFO per share, AFFO and AFFO per share, EBITDA, Adjusted EBITDA, AFFO Payout Ratio, Debt to Gross Book Value, Weighted Average Cost of Debt, Debt to Adjusted EBITDA Ratio, Interest Coverage Ratio, Debt Service Coverage Ratio, Weighted Average Term to Maturity, Same Property and Development and Other to assess the overall performance of the Company's operations.

These Key Performance Indicators and Non-IFRS Measures should not be construed as alternatives to net income or cash flow from operating activities determined in accordance with IFRS as indicators of the Company's performance. The Company's method of calculating these measures may differ from other issuers' methods and accordingly, these measures may not be comparable to measures presented by other publicly traded entities.

Non-IFRS Measure	Definition	Reconciliation
Total Adjusted Revenue	Total Adjusted Revenue is defined as revenue, including the Company's share of revenue in Equity-Accounted Joint Venture (as defined below) on a proportionate consolidated basis.	N/A
Total Adjusted Operating Expenses	Total Adjusted Operating Expenses is defined as operating expenses, including the Company's share of operating expenses in Equity-Accounted Joint Venture (as defined below) on a proportionate consolidated basis.	N/A
Equity-Accounted Joint Venture (Equity-Accounted JV)	Equity-Accounted Joint Venture is defined as the Company's interest in Sienna-Sabra LP joint venture.	N/A
Net Operating Income ("NOI")	NOI is defined as property revenue and government assistance related to the pandemic, net of property operating expenses, including the Company's share in the Equity-Accounted Joint Venture. The Company believes that NOI is a useful additional measure of operating performance as it provides a measure of core operations that is calculated prior to taking into account depreciation, amortization, administrative expenses, impairment loss, net finance charges, transaction costs, gain on disposal of properties and income taxes. The IFRS measure most directly comparable to NOI is "net income".	Section - Business Performance - Reconciliation of Net Income to Net Operating Income

Non-IFRS Measure	Definition	Reconciliation
Funds from Operations ("FFO")	FFO is defined as NOI less certain adjustments including administrative expenses, net finance charges and current income taxes. FFO is a recognized earnings measure that is widely used by public real estate entities, particularly by those entities that own and/or operate income-producing properties. The use of FFO, combined with the required IFRS presentations, has been included for the purpose of improving the understanding of the Company's operating results. The IFRS measure most directly comparable to FFO is "net income".	Section - Business Performance - Adjusted Funds from Operations
Operating funds from operations ("OFFO") and OFFO per Share	OFFO is FFO adjusted for non-recurring items, which includes restructuring costs, and presents net finance charges on a cash interest basis. Management of the Company is of the view that OFFO is a relevant measure of the operating performance of the Company.	Section - Business Performance - Adjusted Funds from Operations
Adjusted funds from operations ("AFFO") and AFFO per share	AFFO is defined as OFFO plus the principal portion of construction funding received, less actual maintenance and net pandemic capital expenditures. Management of the Company believes AFFO is a cash flow measure, which is relevant in understanding the Company's ability to earn cash and pay dividends to shareholders. The IFRS measure most directly comparable to AFFO is "cash flow from operating activities".	Section - Business Performance - Reconciliation of Cash Flow from Operations to Adjusted Funds from Operations
Earnings before interest, taxes, depreciation and amortization ("EBITDA")	EBITDA is defined as net income excluding net finance charges, taxes, transaction costs, depreciation and amortization, impairment loss, and including the Company's share of NOI in the Equity-Accounted Joint Venture. EBITDA is relevant in understanding the Company's ability to service its debt, finance capital expenditures and pay dividends to shareholders. The IFRS measure most directly comparable to EBITDA is "net income".	Section - Liquidity and Capital Resources - Financial Covenants
Adjusted EBITDA	Adjusted EBITDA is defined as EBITDA, adjusted for construction funding proceeds and non-recurring items.	Section - Liquidity and Capital Resources - Financial Covenants

Non-IFRS Measure	Definition	Reconciliation
Maintenance capital expenditures	Maintenance capital expenditures are defined as capital investments, including the Company's share of capital investments in Equity-Accounted Joint Venture, made to maintain the Company's residences to meet residents' needs and continually improve resident's experience. These expenditures include building maintenance, mechanical and electrical spend, suite renovations, common area maintenance, communications and information systems, furniture, fixtures and equipment. Please refer to the Maintenance Capital Expenditures section of this MD&A for additional financial information.	N/A
Occupancy	Occupancy is a key driver of the Company's revenues.	N/A
AFFO Payout ratio	Management of the Company monitors the AFFO payout ratio, which is calculated by dividing dividends per share over basic AFFO per share.	N/A
Debt to Gross Book Value	In conjunction with the debt service coverage ratio, management of the Company monitors this ratio to ensure compliance with certain financial covenants.	N/A
Weighted Average Cost of Debt	This is a point in time calculation which is useful in comparing interest rates, either period over period, or to market rates.	N/A
Debt to Adjusted EBITDA ratio	This ratio which is calculated by dividing total debt (including the Company's share of debt in Equity-Accounted Joint Venture), over Adjusted EBITDA.	N/A
Interest Coverage Ratio	Interest coverage ratio, which is calculated using Adjusted EBITDA divided by net finance charges, is a common measure used to assess an entity's ability to service its debt obligations.	N/A
Debt Service Coverage Ratio	This ratio is calculated using total debt service (including the Company's share of debt in Equity-Accounted Joint Venture), divided by Adjusted EBITDA, useful for management of the Company to ensure it is in compliance with its financial covenants.	N/A

Non-IFRS Measure	Definition	Reconciliation
Weighted Average Term to Maturity	This indicator is used by management of the Company to monitor its debt maturities.	N/A
Same Property	Measures with "same property" are similar to "same-store" measures used in a number of other industries and are intended to measure the period over period performance of the same asset base. The same property portfolio excludes acquired properties owned for less than one year, assets undergoing new development, redevelopment, assets held for sale or that were sold, properties closing or closed. Properties undergoing new development or redevelopment are considered "same property" once they are operating at stabilized occupancy levels.	N/A
Development and Other	The development and other portfolio includes properties undergoing new development or redevelopment, and assets held for sale or that were sold, properties closing or closed.  Development properties are moved to same property at the earlier of three years since completion or upon achieving stabilized occupancy levels.	N/A

# **Key Performance Indicators**

The following table represents the Key Performance Indicators for the periods ended June 30:

	Three months ended June 30,		Six months ended June 30,			
Thousands of Canadian dollars, except occupancy, share and ratio data	2023	2022	Change	2023	2022	Change
OCCUPANCY						
Retirement - Average same property (1)	86.9 %	86.8 %	0.1 %	87.5 %	86.0 %	1.5 %
Retirement - Acquisition, development and others - Average occupancy (2)	86.8 %	82.2 %	4.6 %	86.1 %	72.2 %	13.9 %
Retirement - Average total occupancy	86.8 %	86.6 %	0.2 %	87.3 %	85.7 %	1.6 %
LTC - Average private occupancy	88.6 %	82.4 %	6.2 %	87.0 %	81.4 %	5.6 %
LTC - Average total occupancy (3)	98.0 %	94.7 %	3.3 %	97.4 %	93.8 %	3.6 %
FINANCIAL						
Total Adjusted Revenue	198,343	180,151	18,192	397,954	354,433	43,521
Total Adjusted Operating Expenses, net	159,438	145,933	13,505	322,740	288,077	34,663
Same property NOI (4)	37,139	33,980	3,159	71,797	65,509	6,288
Total NOI (4)(9)	38,905	34,218	4,687	75,214	66,356	8,858
Administrative expenses	7,288	10,057	(2,769)	15,660	18,003	(2,343)
Adjusted EBITDA (5)(9)	33,210	28,429	4,781	63,836	55,231	8,605
Net income (loss) (9)(10)	4,467	(11,190)	15,657	4,127	14,830	(10,703)
OFFO (6)(9)	21,443	17,299	4,144	39,890	33,433	6,457
AFFO (6)(9)	19,582	17,162	2,420	37,769	33,609	4,160
Total assets <sup>(7)</sup>	1,675,614	1,747,872	(72,258)	1,675,614	1,747,872	(72,258)
PER SHARE INFORMATION						
Net income (loss) per share, basic and diluted	0.061	(0.154)	0.215	0.057	0.211	(0.154)
OFFO per share <sup>(6)</sup>	0.294	0.237	0.057	0.547	0.476	0.071
AFFO per share <sup>(6)</sup>	0.268	0.236	0.032	0.518	0.478	0.040
Dividends per share	0.234	0.234	_	0.468	0.468	_
AFFO Payout ratio <sup>(8)</sup>	87.3 %	99.2 %	(11.9)%	90.3 %	97.9 %	(7.6)%
FINANCIAL RATIOS						
Debt to Gross Book Value as at period end	44.0 %	43.4 %	0.6 %	44.0 %	43.4 %	0.6 %
Weighted Average Cost of Debt as at period end	3.7 %	3.4 %	0.3 %	3.7 %	3.4 %	0.3 %
Debt to Adjusted EBITDA as at period end	8.0	9.2	(1.2)	8.0	9.2	(1.2)
Interest Coverage Ratio	3.5	3.4	0.1	3.4	3.4	_
Debt Service Coverage Ratio	1.9	1.9	_	1.8	1.8	_
Weighted Average Term to Maturity as at period end	5.1	4.9	0.2	5.1	4.9	0.2
CHANGE IN SAME PROPERTY NOI						
Retirement			4.0 %			7.3 %
LTC			13.9 %			11.5 %
Total			9.3 %			9.6 %

#### Notes

- 1. Effective June 1, 2023, the results of the 12 joint venture retirement residences acquired in Q2 2022 ("Acquired Properties") were reclassified from "acquisitions" to "same property" in the table above. Accordingly, "same property" includes results of the Acquired Properties from June 1, 2023 onwards.
- 2. Includes results of the Acquired Properties from January 1, 2023 to May 31, 2023.
- 3. Excludes the 3rd and 4th beds in multi-bed rooms in Ontario that will not be reopened.
- 4. NOI for the three and six months ended June 30, 2023 includes net pandemic and incremental agency expenses (recovery) of \$3 and \$364, respectively (2022 \$2,585 and \$4,315, respectively).
- 5. Adjusted EBITDA for the three months ended June 30, 2023 increased by \$4,781 to \$33,210, compared to same period in 2022, primarily due to higher NOI, lower general and administrative expenses and a lower share of net loss in joint ventures. Adjusted EBITDA for the six months ended June 30, 2023 increased by \$8,605 to \$63,836, compared to same period in 2022, primarily due to higher NOI partially and lower general and administrative expenses.
- 6. OFFO and AFFO for the three months ended June 30, 2023 include after-tax net pandemic and incremental agency expenses (recovery) of \$5 (2022 \$1,932). OFFO and AFFO for the six months ended June 30, 2023 include after-tax net pandemic and incremental agency expenses of \$286 (2022 \$3,349).
- 7. Property and equipment and intangible assets included in total assets are measured at cost less accumulated depreciation and amortization and impairment loss.
- 8. AFFO payout ratio for the three and six months ended June 30, 2023 excluding after-tax net pandemic impact would be 87.3% and 89.7% (2022 89.1% and 89.0%, respectively).
- 9. Includes the Company's 50% share of each of the revenue, operating expenses, and NOI of its Equity-Accounted Joint Venture.
- 10. Net income for the three and six months ended June 30, 2022 included an impairment loss of \$12,788 and for the six months ended June 30, 2022 a gain on disposal of properties of \$23,722.

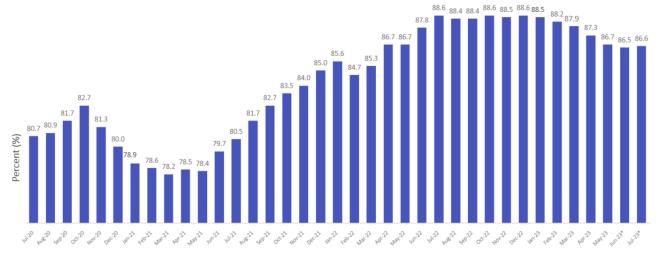
#### **Second Quarter 2023 Summary**

Sienna's second quarter results reflect a continued stabilization of the operating environment, the Company's successful cost management strategy, and significant reductions in temporary agency staffing costs. These improvements resulted in strong year over year NOI growth, including a 13.9% increase in our LTC segment and a 4.0% increase in our retirement segment, and supported the continued improvements in most of our key performance indicators.

We also continue to benefit from a strong balance sheet with ample liquidity and a \$1.1 billion pool of unencumbered assets, which provides financial flexibility and supports our refinancing initiatives at attractive rates.

**Retirement Occupancy** - Average same property occupancy in the Retirement portfolio was 86.9% in Q2 2023, a marginal increase of 10 bps compared to Q2 2022.

The following chart shows the monthly average Retirement same property occupancy percentage over the past three years:



\*Starting in June 2023, same property occupancy includes occupancy of Acquired Properties

Subsequent to the end of Q2 2023, the average monthly occupancy increased by 10 bps to 86.6% in July 2023. With occupancy stabilizing and lead indicators strengthening, we expect occupancy growth to gain further momentum in the coming months.

**LTC Occupancy** - Average occupancy in the LTC portfolio was 98.0% in Q2 2023, excluding the unavailable 3rd and 4th beds that will not be reopened. As at June 30, 2023, approximately 350 beds were unavailable.

**Total Adjusted Revenue** increased by 10.1% in Q2 2023, or \$18,192, to \$198,343, compared to Q2 2022. In the Retirement segment, revenues increased by \$6,481 or 15.0% compared to Q2 2022, driven by rental rate increases, and additional revenue generated from a full quarter of contributions from the 12 properties acquired in Q2 2022. In the LTC segment, revenues increased by \$11,711, or 8.6%, compared to Q2 2022, primarily due to increased flow-through funding for direct care and annual inflationary funding increases.

**Total Adjusted Operating Expenses, net of government assistance** increased by \$13,505 in Q2 2023, or 9.3%, to \$159,438, compared to Q2 2022. In the Retirement segment, the increase in expenses are mainly due to additional expenses from a full quarter of contributions from the 12 properties acquired in Q2 2022, inflationary increases in wages, and higher operating expenses. In the LTC segment, the increase in expenses was mainly due to higher direct care wages, annual inflationary increases in wages, and higher operating expenses.

**Total NOI** increased by \$4,687 in Q2 2023, or 13.7%, to \$38,905, compared to Q2 2022. NOI in the Retirement segment increased by \$1,819 driven by an increase in same property NOI, a full quarter of NOI from the 12 properties acquired in Q2 2022, and the acquisition of a campus of care in Q1 2023. NOI in the LTC segment increased by \$2,868 due to lower net pandemic expenses, which included retroactive funding of \$1,407.

**Net income** was \$4,467 for Q2 2023 as compared to net loss of \$11,190 in Q2 2022. The increase was primarily due to higher NOI, decrease in general and administrative costs, decrease in share of net loss in joint venture, decrease in transaction costs, and a one time impairment loss on disposal of properties in 2022, partially offset by increase in net finance charges and increase in provision for income tax compared to Q2 2022.

**OFFO** increased by 24.0% in Q2 2023, or \$4,144, to \$21,443 compared to Q2 2022. The increase in OFFO was primarily due to higher NOI, a favourable tax adjustment of approximately \$1,500 relating to 2022 partially offset by higher current income taxes, and lower general and administrative costs, offset by higher interest expense. OFFO per share increased by 24.1% in Q2 2023, or \$0.057, to \$0.294.

**AFFO** increased by 14.1% in Q2 2023, or \$2,420, to \$19,582 compared to Q2 2022. The increase in AFFO was primarily related to the increase in OFFO offset by higher maintenance costs and a decrease in construction funding income. AFFO per share increased by 13.6% in Q2 2023 to \$0.268.

**Debt** - The Company's Debt to Gross Book Value increased by 60 bps to 44.0% at the end of Q2 2023, from 43.4% at the end of Q2 2022, primarily due to increase in mortgages, partially offset by the repayment of the remaining balance of the Company's unsecured term loan ("**Unsecured Term Loan**") in Q2 2023. Debt to Adjusted EBITDA decreased to 8.0 times in Q2 2023 from 9.2 times in Q2 2022 and the Debt Service Coverage Ratio remained unchanged at 1.9 times in Q2 2023 compared to Q2 2022. The Interest Coverage Ratio increased to 3.5 times in Q2 2023 from 3.4 times in Q2 2022. The Weighted Average Term to Maturity increased to 5.1 years from 4.9 years in Q2 2022. The Company is in compliance with all of its debt covenants.

Our debt is well distributed between unsecured debentures, credit facilities, conventional mortgages and CMHC insured mortgages.

#### **Business Update**

Sienna's second quarter results reflect a continued stabilization of the operating environment, the Company's successful cost management strategy, and further reductions in temporary agency staffing costs. We also continue to benefit from a strong balance sheet and made further progress in our refinancing initiatives.

Our long-term care operations continued to stabilize, with most of the remaining restrictions lifted and occupancy exceeding 97% at all of our long-term care communities, making them eligible for full funding. Our strong operating results were further supported by retroactive pandemic funding of \$1.4 million in Q2 2023, which we received for \$1.0 million of expenses incurred in Q1 2023 and \$0.4 million incurred in 2022, as well as per diem funding increases in both Ontario and British Columbia.

At our retirement operations, average same property occupancy was 86.9% in Q2 2023, up marginally by 10 bps year over year compared to Q2 2022. Consistently high levels of resident move-ins and the improved performance of the 12 joint venture retirement residences Sienna acquired in Q2 2022 were partially offset by an elevated level of resident move-outs predominantly to long-term care facilities since the beginning of the year.

In addition, cost containment as a result of a corporate restructuring at the Company's head office, which was completed in Q1 and led to an approximate 10% work force reduction of non-unionized employees in addition to not replacing vacant positions, contributed to lower general and administrative costs year over year in Q2 2023

#### **Growth and Diversification Initiatives**

The significant growth of our retirement platform with the addition of 12 retirement residences in Ontario and Saskatchewan in Q2 2022, followed by the acquisition of a campus of care in Ontario in early 2023, highlights our strategy of owning a diversified portfolio of private-pay retirement residences and government-funded long-term care communities in Canada. With deep experience and scale in each segment, we run two distinct business lines, while taking advantage of the benefits inherent in shared services and scale. We believe that diversification adds to the financial strength of our business as it allows us to capture higher potential growth and operating margins inherent in our retirement portfolio, while benefiting from the stability of the government-funded long-term care operations.

#### Integration of Acquired Properties into the Aspira Platform

The 12 retirement residences, which were acquired in a joint venture with Sabra Health Care REIT, Inc. ("Sabra"), have been fully integrated into the Company's sales and operating platforms during the second half of 2022. The Company owns a 50% ownership interest in these assets and acts as the manager of the 12 retirement residences.

#### Acquisition of Woods Park Care Centre, Barrie, Ontario

On January 3, 2023, Sienna finalized the acquisition of Woods Park Care Centre ("Woods Park"), which has historically been managed by the Company, for a purchase price of \$26.3 million. It is expected to generate an unlevered yield of 6.75%. The Company has allocated approximately \$1 million for further capital improvements, which are expected to be completed within the near term. Woods Park is located in Barrie,

Ontario, and offers a continuum of care, comprised of 54 private-pay independent living retirement suites and 123 government-funded Class A long-term care beds.

#### Development of a Joint Venture Retirement Residence in Ontario

Our joint venture development of a 150-suite retirement residence in Niagara Falls is progressing well and is expected to be completed by the end of 2023. The estimated total capital investment for 100% of the project is approximately \$55 million, and the expected development yield is approximately 7.5%. Sienna's share of this greenfield joint venture with Reichmann Seniors Housing is 70%.

#### Development and Redevelopment of Long-Term Care Portfolio in Ontario

The Government of Ontario has committed to make a significant investment to upgrade long-term care beds in Ontario. The investment is tailored to account for regional differences in land and construction costs.

High inflation and significant cost escalations with respect to material and labour altered the economic feasibility of long-term care redevelopment projects in recent quarters. Sienna, together with other sector participants, have been actively working with the government to revise the construction funding model in order to ensure the financial feasibility of long-term care redevelopment. In late 2022, the Ontario government announced a time-limited supplemental increase to the construction funding subsidy for projects commencing construction by August 31, 2023.

To date, we have started construction at our campus of care project in Brantford, where we are replacing 122 Class C long-term care beds with 160 Class A beds. In addition, we will be adding 147 retirement suites. The estimated total development cost for this project is approximately \$140 million, with a projected development yield of approximately 8%. The campus of care, which is expected to be completed in the second half of 2025, is built on a new site and will not impact current residents while under construction.

We also continue with construction at our Northern Heights Care Community in North Bay, a 160-bed long-term care redevelopment, which will replace 148 older Class C beds. The total development cost for this project, which is estimated to have an approximate 7.5% development yield, is close to \$80 million. Similar to our Brantford project, the development is located on a new site.

#### **Retirement Operations Update**

As at June 30, 2023, the retirement portfolio comprised 4,444 suites across Ontario, Saskatchewan and British Columbia and contributed approximately 47% to the Company's NOI in Q2 2023. Same-property NOI increased by 4.0% year over year compared to Q2 2022.

Average occupancy in the Company's same property portfolio was 86.9% in Q2 2023, up marginally by 10 bps year over year compared to Q2 2022. Consistently high levels of resident move-ins and the improved performance of the 12 joint venture retirement residences Sienna acquired in Q2 2022 were partially offset by an elevated level of resident move-outs predominantly to long-term care facilities since the beginning of the year. Quarter over quarter, same property occupancy declined by 130 bps in Q2 2023 compared to Q1 2023.

In the Company's 100% owned portfolio, high levels of resident move-ins of approximately 96 move-ins on average per month were offset by an elevated level of resident move-outs of approximately 104 move-outs

in 2023. This represents an 18% year over year increase in average monthly move-outs in 2023 compared to 2022. With most long-term care facilities returning to full occupancy levels, we expect move-outs to stabilize in the second half of 2023.

Starting in June 2023, occupancy of the 12 joint venture retirement residences the Company acquired in Q2 2022 is reflected in our same property portfolio.

Rate increases in line with market rates helped offset cost increases and inflationary pressures in Q2 2023.

#### Marketing and Sales Initiatives

Strong community engagement remains a key objective of Sienna's sales and marketing teams, with a keen focus on building and maintaining excellent relationships with healthcare and business partners in the local communities of our residences.

We will continue to leverage the Company's Aspira brand and signature programs to generate strong interest in our residences. In addition to our centralized marketing and sales initiatives, targeted on-site sales support is provided to a number of homes with above average levels of vacancy.

Our efforts, coupled with strong demand in many of our key markets, resulted in 421 resident move-ins in our total retirement portfolio in Q2 2023, offsetting 440 resident move-outs. Rent collection levels remained high at approximately 99% throughout Q2 2023.

Lead indicators have strengthened in recent months with qualified leads up approximately 23% year over year in Q2 2023, compared to the same period in 2022. We expect that strong lead generation will support occupancy growth in the second half of 2023 and contribute to continued improvements in the Company's financial performance.

#### **Long-term Care Operations Update**

In Q2 2023, same property NOI increased by 13.9% year over year in the Company's long-term care portfolio, which comprises 6,572 beds in Ontario and British Columbia, and contributed approximately 53% to the Company's total NOI.

A stabilizing operating environment with average occupancy levels of approximately 98% in addition to annual funding increases and a \$1.4 million retroactive payment for \$1.0 million and \$0.4 million of pandemic expenses incurred in Q1 2023 and 2022, respectively, all contributed to the strong results. In addition, our reduced usage of agency staff as a result of increased hiring and a reduction in agency rates further contributed to our improved results.

#### Continued Improvements to LTC Platform

Sienna's LTC platform is deeply aligned with the Company's purpose of Cultivating Happiness in Daily Life and is based on our belief that happiness drives wellness.

Our goal is to increase the quality of life of residents by providing holistic and integrated care and by elevating their experience with respect to dining, recreation and community-focused interactions, in addition to improving their move-in experience.

We continually seek the input and listen to ideas from our residents and families, with the aim to distinguish Sienna as a LTC provider. Improving our residents' move-in experience has been a major emphasis and includes a new platform-wide standard aimed at decreasing anxiety of residents and families and truly making them feel welcome and at home.

We have also been working on improving the overall dining and culinary experience. This includes the creation of dishes based on recipes created by residents and family members and onsite culinary skills training with Sienna's long-term care executive chef. To date, training through the "Sienna Culinary Academy" has been rolled out at approximately 50% of our long-term care communities.

#### Focus on Residents' Quality of Life and Care

Our focus continues to be on improved quality of life and care outcomes. We have strengthened our ongoing review of quality of care based on quality indicators, clinical reviews and inspection reports. Sienna's care communities participate in third-party assessments, supporting the ongoing process of quality improvement and operational excellence.

The Company's efforts are reflected in the third-party assessments of Sienna's long-term care communities. During Q4 2022, the Commission on Accreditation of Rehabilitation Facilities ("CARF") and Accreditation Canada conducted surveys at our long-term care communities in Ontario and British Columbia, respectively. In Ontario, Sienna maintained the highest achievement status of *Aspire to Excellence*, a three-year award received from CARF. In British Columbia, the Company received an award of *Exemplary Standing*, indicating that the Company has gone beyond the requirements of the accreditation program and demonstrates excellence in quality improvement.

As part of our commitment to improve clinical quality and safety for seniors, we are a member of the Seniors Quality Leap Initiative ("**SQLI**"), a group of large long-term care providers from across North America that shares quality indicators and benchmarks against international standards. The most recent data available validates our efforts and is reflected in Sienna's strong accreditation results.

Going forward, we are committed to ongoing quality improvement efforts by continually identifying what we are doing well and where improvements are needed.

#### Closing of LTC Residence in Ontario

In early 2023, the Ministry of Long-Term Care formally approved the closure plan of one of Sienna's LTC homes. The property sustained significant damage linked to the original building design and construction predating Sienna's ownership. The Company's initial renovation plans expanded beyond a reasonable scope. As a result, Sienna made the decision to wind down operations at this community. With a focus on the well-being and smooth transition for residents and team members, the relocation of the last remaining residents is now complete and the home has successfully finalized winding down its operations subsequent to the end of Q2 2023.

#### Update on Government Funding and Policy

**COVID-19 Prevention and Containment** - The Ontario Ministry of Long-Term Care (**"MLTC"** or **"Ministry"**) has been providing funding for incremental costs associated with COVID-19 prevention and containment and PPE to LTC homes. During Q2 2023, Sienna received approximately \$1.4 million of retroactive funding

pertaining to eligible expenses, including \$1.0 million of expenses incurred in Q1 2023 and \$0.4 million incurred in 2022. The Company does not expect to receive any further retroactive funding. The Ministry has further indicated that it will not continue its funding for COVID-19 prevention and containment after April 1, 2023.

**Funding Changes with respect to 3<sup>rd</sup> and 4<sup>th</sup> beds in multi-bed rooms** - On March 30, 2023, the Ministry provided funding details relating to the closure of 3rd and 4th beds in older homes, including the following phased-in revisions:

- the continued full funding of the OA per diem from April 1, 2023 to March 31, 2025 (OA funding
  includes funding for dietary services, housekeeping, laundry services, building/property operations
  and maintenance and more, and needs to generate sufficient cash flow to fund routine capital
  maintenance, interest and principal payments on debt, income taxes and provide a return on
  equity); and
- funding reduction for nursing and personal care as well as nutritional support to 50% from April 1, 2023 to March 31, 2024, with further reductions to 25% from April 1, 2024 to March 31, 2025.

Sienna's approximate 350 3rd and 4th beds in Ontario are impacted by this change.

**Funding Increases for Resident Care, Food, Services and OA** - Effective April 1, 2023, the Government of Ontario increase its Other Accommodations funding by approximately 2.0%, and its flow-through funding, which needs to cover the cost of care, food and services provided to residents, by approximately 2.7%.

#### **Staffing Update**

As part of our strategic objectives, we aim to offer a compelling team experience and nurture a purposedriven culture. We believe that the appeal of our new purpose, vision and values will differentiate Sienna from competitors and will help us attract and retain a highly engaged workforce and build a talent pipeline amid staffing shortages in the senior living sector and the wider health care sector.

During the second quarter, our talent acquisition team was recognized as "Best Talent Acquisition Team" in the healthcare and wellness category by LinkedIn Talent Awards, a testament to the exceptional work of our dedicated talent acquisition team.

#### Staffing Strategy

We continued with our proactive staffing strategy to lessen our reliance on agency staff and to position Sienna well for the gradual increase in direct hours of care across the long-term care platform. We successfully reduced the number of staffing agencies we work with from over 100 to less than 15 and negotiated more competitive rates, terms and standardized contracts. These improvements are reflected in the reduction of agency costs in our Q2 2023 operating results.

We have also been working on a number of other staffing initiatives, including the placement of temporary foreign workers and Ukrainian refugees, programs that are predominantly rolled out across communities with significant staffing challenges. In addition, we are currently piloting a number of recruitment initiatives that leverage our call centre and Artificial Intelligence ("AI") technology to increase the talent pool.

#### Centralized scheduling and call-out system

A new automated and centralized scheduling and call-out system is further supporting and improving the staffing process. The system has been rolled out across our long-term care communities and the planning for the roll-out across our retirement residences is underway. The system provides tighter controls on overtime and agency use in addition to increased business intelligence to inform future staffing and scheduling needs and a more seamless process to fill staffing gaps.

#### *Improved onboarding process*

We have made improvements to our onboarding process, including enhancements to team member orientation, mentoring and a more streamlined pre-boarding process across our LTC communities. A key aspect of these changes is an enhanced multi-day orientation program for Executive Directors, PSWs and clinical leaders, which is expected to improve team member engagement and help reduce turnover.

#### Campus recruitment campaigns

As part of our ongoing talent acquisition strategy, we continually expand our collaboration with educational and government institutions. We further enhanced our campus recruitment campaigns at key colleges and universities across Ontario and British Columbia to ensure a talent pipeline for future staffing needs. Our collaboration with colleges and universities has resulted in approximately 460 student placements in Q2 2023, many of whom we hope to hire once they graduate.

#### **SPARK**

Based on feedback from team member satisfaction surveys, team members seek opportunities to share their ideas. As a result, Sienna created SPARK, a program that allows team members to share ideas on how Sienna can grow, improve and fulfil its purpose of Cultivating Happiness in Daily Life. We received approximately of 170 ideas during the first round of submissions. After the completion of eight pilots to assess which ideas should be implemented across the Company, we identified our inaugural winners, with cash prizes for the top four submissions. The grand prize of \$15,000 was awarded to a team member for an idea on donating excess food to Canadians living with food insecurity. In cooperation with Second Harvest and the use of their food rescue app, prepared foods and excess ingredients are donated to local charities.

#### Sienna Ownership and Reward Program

The Sienna Ownership and Reward Program ("SOAR") awards common shares of the Company to all permanent employees who have been with the Company for one year or longer. Eligible team members have the opportunity to receive a one-time award of Sienna shares. As part of Sienna's 2023 issuance, approximately 29,000 Sienna shares were issued to nearly 800 team members in Q2 2023. To date, 63% of all eligible team members have received shares under SOAR.

#### **Resident, Family and Team Member Satisfaction**

#### Resident & Family Satisfaction Surveys

During Q4 2022, we conducted our annual resident and family satisfaction surveys. These surveys are a crucial tool to engage with our stakeholders and learn from their feedback. Nearly 80% of residents and approximately 84% of family members indicated that they would recommend Sienna's long-term care communities.

At our retirement residences, we have started to measure our residents' willingness to promote our residences based on the internationally recognized net promoter score method ("NPS"). This will help us better understand and analyze what it takes to improve our residents' happiness in daily life. Results of our first platform-wide NPS survey are favourable and will be used as an important baseline to measure the success of our platform enhancements. In addition, we are currently piloting NPS at a number of our long-term care residences.

#### Team Member Engagement Surveys

Team member engagement surveys are crucial to identify opportunities to enhance the team member experience. Approximately 85% of Sienna's team members feel that they are able to do meaningful work every day according the Sienna's most recent engagement survey which was completed in Q4 2022. This is the second consecutive year of improvement in our employee engagement score.

#### **Response to Cost Pressures and Inflation**

In recent years, we have seen cost pressures on agency staffing costs due to a tight labour market, increased insurance premiums in the senior housing sector, rising interest rates, and rising utilities costs in line with the overall market. In addition, high inflation has further added to cost pressures in other expense categories, including food, supplies and contracted services.

With respect to staffing costs, significant agency premiums combined with a generally higher reliance on agency staff have resulted in a substantial increase in staffing costs for a number of years. In 2023, a combination of an improving operating environment and improvements to filling shifts with Sienna's own team members in combination with rate reductions for agency staff have led to a notable reduction of agency staffing costs. The Company incurred \$6.0 million in agency staffing costs in Q2 2023, which are predominately covered by the government's flow-through funding for resident care, compared to \$10.3 million in Q1 2023 and \$10.0 million in Q2 2022.

We also continue to actively work, alongside the provincial associations, with the government to receive funding that is aligned with the current inflationary conditions to offset the significant cost increases.

In addition, a corporate restructuring at the Company's head office in Q1 2023, including an approximate 10% work force reduction and not replacing vacant positions, is expected to result in \$3.0 million of annual savings in general and administrative expenses.

#### Outlook

Long-term demand fundamentals in Canadian senior living remain strong, driven by the rising needs of seniors, who make up the fastest-growing demographic in Canada. Despite rising interest rates, the Canadian economy remained resilient, with home prices rising across Canada throughout the spring and inflation continuing to slow. These positive factors in combination with our successful cost reduction strategy give us reason for an optimistic outlook for the balance of the year and beyond.

#### **Retirement Operations**

Average occupancy in the Company's same property portfolio was 86.9% in Q2 2023, up marginally by 10 bps year over year compared to Q2 2022. Consistently high levels of resident move-ins and the improved performance of the 12 joint venture retirement residences Sienna acquired in Q2 2022 were partially offset by an elevated level of resident move-outs predominantly to long-term care facilities since the beginning of the year. Starting in June 2023, we have included occupancy and operating results of the 12 joint venture retirement residences acquired in Q2 2022 in our same property results.

Lead indicators have strengthened significantly in recent months and occupancy levels have stabilized. Our community outreach efforts, combined with a robust sales platform, will continue to support occupancy during the second half of the year. Average same property occupancy growth in July, with further growth anticipated in August, indicates an improving occupancy trend for the balance of 2023.

Based on the Company's updated occupancy forecast, average same property occupancy is expected to reach approximately 88% for the full year in 2023.

Considering all factors, we anticipate an approximate 100 bps - 150 bps growth in the 2023 operating margin for the full year of 2023 compared to 2022. This expected improvement is primarily driven by increased average annual rates upon renewal, continued improvements with respect to labour market conditions and the results of our focused cost management.

#### **Long-Term Care Operations**

A stable post-pandemic operating environment supported the strong performance of Sienna's LTC portfolio during Q2 2023. Average same-property occupancy, excluding the unavailable 3rd and 4th beds in multi-bed rooms, reached 98.0% during the second quarter and supported year over year NOI growth in Q2 2023.

Although the operating environment has improved significantly and we have made great strides in reducing costs wherever possible, we are still facing funding shortfalls in our long-term care segment as a result of high inflation in recent years. Together with other sector participants, we continue to work with the government to address these shortfalls.

For the balance of the year, we expect to benefit from a stable operating environment, our focused cost management and continued improvements with respect to staffing. We anticipate that current occupancy and cost management trends will continue for the balance of 2023, and expect LTC NOI growth for the second half of 2023 to be in the low single digit percent range compared to the same period in 2022.

#### **Developments**

The following table summarizes development projects that are in progress as at June 30, 2023:

Projects	Property Type	Expected Completion	Number of Beds / Suites	Estimated Development Costs	Development Grant	Annual Construction Subsidy <sup>(2)</sup>	Expected Unlevered Yield <sup>(3)</sup>
Niagara Falls	Retirement	Q4 2023	150	\$55M <sup>(1)</sup>	-	_	7.5 %
Brantford	LTC / Retirement	Q4 2025	160 / 147	\$140M	\$4.0M	\$3.3M	8.0 %
North Bay	LTC	Q4 2025	160	\$80M	\$4.0M	\$3.3M	7.5 %
Total			470 / 147	\$275M	\$8.0M	\$6.6M	

#### Notes:

- 1. Estimated development costs for 100% of the project
- 2. Total amount receivable each year over a period of 25 years
- 3. Estimate based on the expected annual return on development cost net of development grant and present value of construction funding subsidy

With respect to our long-term care redevelopment plans, we have been working with associations and other senior living providers to have government funding aligned with the significant inflationary and cost pressures for both redeveloping and operating long-term care communities in Ontario.

In late 2022, the Ontario government announced a time-limited supplemental increase to the construction funding subsidy for projects commencing construction by August 31, 2023. Based on the revised construction funding model, eligible projects will receive an additional construction subsidy of up to \$35 per bed, per day for 25 years.

Both of our current long-term care redevelopments in Brantford and North Bay are located on new sites and will not impact current residents while under construction. As for our retirement project in Niagara Falls, which is expected to be completed in Q4 2023, pre-leasing indicators for the 150-suite residence have been strong.

Once completed and fully operational, the three projects are expected to lead to a mid to high single digit percentage reduction in Sienna's AFFO payout ratio.

#### **Capitalizing on long-term fundamentals**

We intend to capitalize on the outstanding long-term fundamentals in Canadian senior living and our business. We will continue to focus on adding value to our operating platforms by making ongoing improvements to resident experience and team member engagement, as well as our physical assets largely through the redevelopment of our older long-term care communities.

In addition to our ongoing initiatives to generate occupancy improvements and rental rate increases, we will also remain focused on cost management by creating operational efficiencies and by further reducing our reliance on agency staffing. Combined, these initiatives will support our operating margins and put us in a strong position to take advantage of a relatively strong economic outlook, including steady improvements to inflation and a strengthening housing market.

#### Significant Potential for Growth in NOI

We see significant growth potential in our business over the next several years and are actively working on a number initiatives which may contribute to the Company's NOI expansion including:

- Occupancy growth in the Company's retirement segment, including incremental NOI should we reach our target for stabilized average occupancy of 92.5% in our same-property portfolio, which would represent a 560 bps increase from our average occupancy of 86.9% in Q2 2023;
- Contributions from acquisitions and new developments, including incremental NOI from:
  - 1. The Company's 50% joint venture interest in 12 retirement properties, acquired in 2022 for \$189.8 million;
  - 2. The Company's Woods Park Care Centre, acquired in early 2023 for \$26.3 million, and expected to generate an unlevered yield of 6.75%; and
  - 3. The completion of our 70% joint venture interest in the development of a 150-suite retirement residence in Niagara Falls for \$38.5 million, which has an expected development yield of approximately 7.5%;
- Substantial reduction of net pandemic expenses and incremental agency costs, which were \$8.2 million in 2022, as the operating environment continues to stabilize and we actively manage incremental agency costs, while working with governments to ensure that operators are fully funded for all costs of resident care; and
- Catch-Up Funding from the Ontario government to address funding shortfalls to offset the significant inflationary and cost pressures operators have experienced over the past years. Each percentage point in additional Other Accommodations funding would represent an approximate annual funding increase of \$1.2 million for Sienna.

These initiatives, individually and collectively, could have a significant positive impact on the value of Sienna's business, enhancing its financial performance with growth in NOI and OFFO, and supporting the Company's AFFO payout ratio.

### **Significant Events**

#### **Acquisition of Woods Park, Barrie, Ontario**

On January 3, 2023, Sienna finalized the acquisition of Woods Park, which has historically been managed by the Company, for a purchase price of \$26.3 million, with an expected unlevered yield of 6.75%. Woods Park is located in Barrie, Ontario, and offers a continuum of care, comprised of 55 private-pay independent living retirement suites and 123 government-funded Class A long-term care beds. The Company has allocated approximately \$1 million for further capital improvements, which are expected to be completed within the near-term.

#### **Our Purpose, Vision and Values**

#### **Our Purpose:**

#### Cultivating happiness in daily life.

Each of our actions and initiatives affects our residents' quality of life and well-being and impacts our team members and the communities we serve across the country. This is at the heart of what we do and is reflected in Sienna's purpose. It conveys our belief that our role does not stop at providing the highest quality of service and care to our residents - it goes much further. Each and every day, we will strive to bring happiness into our residents' lives by enabling our team to put their passion for their work into action and supporting families to bring joy into our homes.

#### Our Vision is to be:

#### Canada's most trusted and most loved senior living provider.

In retirement and long-term care, we are committed to helping residents discover happiness through personalization, choice and community engagement in a comfortable, home-like setting. Doing this each and every day supports Sienna's vision to be Canada's most trusted and most loved senior living provider. With this vision, we will meet the needs and expectations of our residents, families, team members and the communities we serve.

#### **Our Values:**

**Act positively:** We inspire happiness and hope in the people around us

Be accountable: We do what we say we will and work as a team to get things done

**Create community:** We foster strong relationships and celebrate diversity

**Demonstrate caring:** We are passionate about what we do and engage with empathy and understanding

# **Company Strategy and Objectives**

Sienna's strategic objectives are centered around the following three pillars:

#### **Strengthening Team Engagement**

Sienna strives to recruit, retain and develop a high performing and engaged team and reduce voluntary turnover by:

#### Offering a compelling team experience

- Conduct team member engagement surveys to gain insights and identify opportunities to enhance team member experience;
- Design, develop and introduce an essential program for new and developing frontline managers;

- Offer learning and development growth to support orientation, onboarding and enhancements to operating platforms; and
- Increase talent pipeline in leadership roles.

#### Creating a purpose-driven, differentiated culture

- Align employer brand with Company's purpose, vision, values and value proposition; and
- Implement initiatives, such as a renewed team member recognition program and education with respect to the Company's refreshed values, aimed at building a purpose-driven culture.

#### **Elevating Quality of Life of Residents**

Sienna aims to elevate the quality of life of its residents by:

#### Offering outstanding resident experience

- Enhance dining, recreation and community-focused interactions through rebranded operating platforms;
- Improve quality of care by leveraging insights from quality indicators, clinical reviews and inspection reports; and
- Collaborate with all levels of government, sector associations, regulatory authorities and others to help shape and improve the future of senior living in Canada.

#### Achieving operational excellence

- Invest in Sienna's team culture and operating platform to deliver quality resident experiences;
- Create operating efficiencies by streamlining processes to enhance resident experience and improve operating results; and
- Distinguish retirement product and services from competitors through the Company's Aspira platform, offering customer-centric personalization and expanded choices.

#### **Achieving Growth & Enhanced Performance**

#### *Outperforming the market*

- Grow organically through investments in sales and marketing programs, supporting improved occupancy, expanded services, rental rate increases and focused cost management;
- Maintain a diversified portfolio of private-pay retirement residences and government-funded longterm care communities; and
- Maintain a strong balance sheet and liquidity, including a diversified debt portfolio with staggered debt maturities, an investment-grade credit rating and a sizeable pool of unencumbered assets.

#### Growing the Company's footprint

- Redevelop older LTC communities in key Ontario markets with both new and upgraded facilities;
- Establish and deepen joint venture partnerships to provide additional avenues for growth; and

• Expand high-quality retirement portfolio through strategic and disciplined acquisitions, joint venture developments, as well as growing capacity at existing retirement residences with excess land.

# **Environmental, Social and Governance (ESG) Responsibility**

Sienna's commitment to corporate social responsibility is highlighted in our continued enhancements of the Company's ESG initiatives and disclosures, including Sienna's most recent ESG Report, which was published concurrent with the Company's Q2 2023 Report. For more information on Sienna's ESG initiatives and our most recent report, please refer to the ESG section on Sienna's website under https://www.siennaliving.ca/investors/esg.

ESG practices across Sienna's operations have long been integrated into our overall strategy and daily business practices and are reflected in our actions and initiatives, each of which affect the quality of life and well-being of our residents, their families and our team members.

#### **Diversity, Equity and Inclusion**

#### A Diverse and Inclusive Workforce

**Gender** - Sienna's total workforce is predominantly female, with approximately 87% of our team members working at our long-term care and retirement residences being female. The high percentage of women in our workforce is also reflected in our management team with approximately 80% of the Company's nearly 400 leadership positions being held by women.

Gender equality also extends to Sienna's Board of Directors who has been committed to increasing female representation on its board. To date, 43% of Sienna's Board of Trustees, including its Chair, are women.

Sienna has been recognized once again in the Globe and Mail's 2022 "Women Lead Here" for its commitment to gender diversity and support of female leaders.

**Age** - Sienna's workforce is equally distributed between the age ranges of under 35, 35 - 50, and over 50, with approximately one third of our team members in each of these age groups.

#### Sienna Ownership and Reward Program

SOAR was launched to recognize the compassion, effort and dedication that team members bring to Sienna's residents and communities every day. Through this ownership and reward program, team members are further invested in making Sienna a leader in seniors' quality of life and at the same time, have the opportunity to meaningfully invest in the Company and in their future.

SOAR awards common shares of the Company to all permanent employees who have been with the Company for one year or longer. As part of Sienna's 2023 issuance, a total of approximately 29,000 Sienna shares were issued to nearly 800 team members in Q2 2023. To date, 63% of all eligible team members have received shares under SOAR.

#### Indigenous Relations and Reconciliation

We continue to place enhanced emphasis on Indigenous Relations and Reconciliation. As a company, we are committed to ensuring we do everything we can to understand what has happened in the past, acknowledge

it and make amends to the best of our ability, over time. We believe that education is an important first step to bring about reconciliation between Indigenous and non-Indigenous people.

Sienna has partnered with Reconciliation Education, an Indigenous-owned organization, to provide resources for all team members. Sienna is committed to ensure our residences and care communities are inclusive for Indigenous team members and residents and acknowledges the pain and suffering the Indigenous members of our team have been through.

#### Labour Relations and Union Representation

Labour rights are an important consideration with respect to Sienna's human capital management strategies. Sienna's labour strategy is focused on educating management teams at our local communities, cultivating strong relationships with union stakeholders and aligning our collective agreements to our long-term operational strategies.

We respect our team members' rights to unionize, Sienna has a strong, positive relationship with union leaders and a good working relationship with union representatives at its owned and managed residences.

Sienna's support of freedom of association and the right to collective bargaining is evidenced by the level of unionization in our residences, which includes over 100 collective bargaining units and an approximate 85% unionization rate among our team members.

Excluding management positions, this number would be even higher with 90% of all non-management team members being represented by a union, and whose compensation is determined by collective bargaining agreements.

#### **Giving Back to the Community**

#### Sienna for Seniors Foundation ("Foundation")

The Foundation was formed in April 2021 as part of our ongoing commitment to supporting the communities we serve across Canada and allows us to raise and give funds for a variety of important seniors-related initiatives.

With food insecurity a pressing concern, one of the Foundation's initiatives is "Sienna Supper". Spearheaded by Sienna's communities who partnered with local community groups such as Meals on Wheels, team members provide fresh and nutritious meals to help nourish seniors and others in some of our communities. A great success, which highlights the generous spirit we see at Sienna every day, Sienna Supper was expanded across Ontario and BC, with approximately 450 meals having been delivered to seniors in need.

In December 2021, the Foundation's support for Indspire, a national Indigenous charity, helped establish a bursary award for Indigenous students in British Columbia who are pursuing education in nursing or health care assistant programs. In September 2022, the first two bursaries were awarded to students.

The Foundation is also a sponsor of the Chilliwack & District Seniors' Resources Society's community bus in 2023, connecting seniors to entertainment, history, arts, culture, recreation, shopping and more.

In connection with an enhanced focus on supporting mental health and wellness in the communities we serve, the Foundation made an inaugural donation of \$250,000 to support seniors' mental health provided by Scarborough Health Network.

#### Sienna Senior Living Dino Chiesa Scholarship

In August 2022, we announced the Sienna Senior Living Dino Chiesa Scholarship. Endowed with \$50,000, scholarships are awarded to Sienna employees enrolled in an accredited Canadian Personal Support Worker (PSW), Health Care Aide (HCA), or Continuing Care Assistant (CCA) education programs. In 2022, three scholarships for \$5,000 each were awarded.

Further scholarships will be offered in 2023, as we continue to support team members who strive to achieve career growth in the healthcare sector.

#### **CaRES Fund**

The CaRES Fund, which was launched by Sienna and a number of sector peers in 2020, has helped nearly 900 frontline staff who have been impacted by the pandemic with over \$2.9 million in financial assistance to date.

Initially established to provide hardship funding in recognition of the extraordinary efforts of senior living employees, the CaRES Fund has shifted its focus from crisis funding for economic hardship as a result of the pandemic to education bursaries. In 2022, the CaRES Fund provided \$250,000 in bursaries to 100 staff members in senior living.

#### **Improving Sienna's Environmental Footprint**

#### Addressing Climate Change through Development

Our development plans are an opportunity to address climate change in both the Company's existing residences and the development portfolio as we adopt environmentally-friendly designs and install energy-efficient features, all with the goal of significantly reducing the environmental footprint of these homes.

The development plans include energy-efficient heating and cooling systems, LED lighting and updated energy-efficient windows and fixtures.

#### Committing to Waste Reduction by Going Paperless

Reducing the amount of paper use and ultimately "going paperless" is an important aspect of Sienna's waste reduction strategy for 2023. Team members are encouraged to minimize the use of physical paper whenever possible. Recent achievements include going digital with respect to all accounts payable invoices and frequently updated policy and procedure manuals at our care communities and retirement residences.

#### Exploring alternatives to divert food waste away from landfills

We have been exploring several alternatives to divert food waste away from landfills and are always looking for opportunities to create operational efficiencies to further reduce food waste. Based on an idea from a team member who participated in Sienna's SPARK program, we piloted an initiative to redistribute excess food that would have otherwise been disposed of to Canadians living with food insecurity.

# **Industry Update**

Please refer to the Company's MD&A and AIF for the year ended December 31, 2022 for a discussion of the Industry Update.

# **Business of the Company**

Please refer to the Company's current AIF for a discussion of the Business of the Company.

# **Quarterly Financial Information**

	2023		2022			2021		
Thousands of Canadian dollars, except occupancy, per share and ratio data	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
Total Adjusted Revenue	198,343	199,611	193,216	189,192	180,151	174,282	174,175	170,423
Total Adjusted Operating expenses, net of government assistance	159,438	163,302	160,699	154,172	145,933	142,144	140,729	137,020
Net income (loss)	4,467	(340)	(6,675)	2,513	(11,190)	26,020	4,654	4,533
Per share basic and diluted	0.061	_	(0.092)	0.034	(0.154)	0.385	0.070	0.070
OFFO	21,443	18,447	17,701	17,944	17,299	16,134	18,258	18,265
Per share basic	0.294	0.253	0.243	0.246	0.237	0.239	0.272	0.272
OFFO, excluding net pandemic and incremental agency expenses (recoveries)	21,448	18,718	19,439	18,922	19,231	17,549	18,371	18,990
Per share, excluding net pandemic and incremental agency expenses (recoveries)	0.294	0.257	0.268	0.260	0.264	0.260	0.274	0.283
AFFO	19,582	18,187	17,302	16,564	17,162	16,447	16,555	15,671
Per share basic	0.268	0.249	0.237	0.227	0.236	0.243	0.247	0.234
AFFO, excluding net pandemic and incremental agency expenses (recoveries)	19,587	18,458	19,040	17,542	19,094	17,862	16,964	15,858
Per share, excluding net pandemic and incremental agency expenses (recoveries)	0.268	0.253	0.262	0.241	0.263	0.264	0.253	0.237
Dividends declared	17,072	17,068	17,065	17,059	17,055	16,136	15,687	15,687
Per share	0.234	0.234	0.234	0.234	0.234	0.234	0.234	0.234
Occupancy								
Retirement - Average same property	86.9 %	88.2 %	88.6 %	88.4 %	86.8 %	85.2 %	84.2 %	81.6 %
Retirement - Acquisition, development and others - Average occupancy	86.8 %	85.7 %	85.3 %	82.6 %	82.2 %	52.6 %	49.3 %	50.8 %
Retirement - Average total occupancy	86.8 %	87.8 %	88.0 %	87.5 %	86.6 %	84.7 %	82.7 %	80.3 %
LTC - Average private occupancy	88.6 %	85.4 %	84.6 %	84.0 %	82.4 %	80.4 %	82.2 %	82.9 %
LTC - Average total occupancy (1)	98.0 %	96.8 %	96.3 %	96.7 %	95.5 %	93.8 %	95.0 %	93.4 %
Debt to gross book value as at period end	44.0 %	44.5 %	43.9 %	43.3 %	43.4 %	41.5 %	44.7 %	45.6 %
Debt to Adjusted EBITDA as at period end	8.0	8.4	8.9	9.0	9.2	8.7	7.9	7.8
Interest coverage ratio	3.5	3.2	3.1	3.3	3.4	3.3	3.4	3.4
Total assets	1,675,614	1,681,045	1,680,428	1,736,319	1,747,872	1,702,288	1,609,189	1,606,834
Total debt	988,938	999,258	977,964	983,596	985,754	923,584	950,284	962,353
Weighted average shares outstanding	72,949,215	72,939,941	72,914,451	72,899,509	72,855,687	67,614,123	67,039,123	67,039,123

Note:

<sup>1.</sup> Excludes the 3rd and 4th beds in multi-bed rooms in Ontario that will not be reopened.

The Company's quarterly financial results are impacted by various factors including, but not limited to, timing of pandemic related funding and incurrence of pandemic related expenses, occupancy levels, timing of operating expenses and maintenance capital expenditures, seasonality of utility expenses, timing of resident co-payment increases, timing of funding rate increases or additional funding, the timing of disposals and acquisitions, and capital market and financing activities. For the three and six months ended June 30, 2023, the Company's results have been impacted by the timing of government assistance received related to pandemic expenses and capital costs, share of net loss in joint ventures, occupancy rates, increased costs pertaining to labour and higher utilities and insurance premiums, interest expense and fair value adjustments on interest rate swap contracts.

A discussion of the operating results for the three and six months ended June 30, 2023 compared to the same period in the prior year is provided in the section "Operating Results".

# **Operating Results**

The following table represents the operating results for the periods ended June 30, prepared in accordance with IFRS:

	Three	e months ended		Six months ended		
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change
Revenue	190,598	176,545	14,053	382,652	350,827	31,825
Expenses						
Operating expenses, net (1)	153,869	143,190	10,679	311,460	285,334	26,126
Depreciation and amortization	12,608	11,834	774	24,976	23,901	1,075
Administrative expenses	7,288	10,057	(2,769)	15,660	18,003	(2,343)
Share of net loss in joint ventures	2,344	5,509	(3,165)	4,885	5,509	(624)
Impairment loss	_	12,788	(12,788)	_	12,788	(12,788)
Net finance charges	7,903	5,563	2,340	18,572	8,894	9,678
Transaction costs	322	1,810	(1,488)	1,096	3,149	(2,053)
Gain on disposal of properties	_	_	_	_	(23,722)	23,722
	184,334	190,751	(6,417)	376,649	333,856	42,793
Income (loss) before provision for income taxes	6,264	(14,206)	20,470	6,003	16,971	(10,968)
Provision for (recovery of) income taxes						
Current	956	409	547	2,111	3,855	(1,744)
Deferred	841	(3,425)	4,266	(235)	(1,714)	1,479
	1,797	(3,016)	4,813	1,876	2,141	(265)
Net income (loss)	4,467	(11,190)	15,657	4,127	14,830	(10,703)
Total assets	1,675,614	1,747,872	(72,258)	1,675,614	1,747,872	(72,258)
Total debt	988,938	985,754	3,184	988,938	985,754	3,184

Note:

<sup>1.</sup> Operating expenses are net of pandemic related funding.

#### Retirement

The Company's Retirement portfolio consists of 39 Retirement Residences as of June 30, 2023, four of which are located in British Columbia, five are located in Saskatchewan, and 30 are located in Ontario. Our Retirement portfolio operates in well located markets and generated approximately 47% of the Company's total NOI for Q2 2023.

#### **Long-term Care**

The Company's LTC portfolio consists of 42 LTC communities, eight of which are located in British Columbia and 34 of which are located in Ontario. Our LTC portfolio contributed approximately 53% to the Company's total NOI for Q2 2023.

#### **Joint Arrangement**

A joint arrangement can be a joint venture or a joint operation. In a joint venture, the parties that have joint control of the arrangement have the rights to the net assets of the arrangement. In a joint operation, the parties that have joint control of the arrangement have the rights to the assets, and obligations for the liabilities, relating to the arrangement.

The following table summarizes the classification of properties which are owned through the Company's joint arrangements, or which are partially owned as at June 30, 2023:

Joint Arrangements	Number of properties	Sienna ownership	Joint arrangement type	Accounting treatment
Sienna Baltic Development LP (2)	2	40 % / 77 %	Joint operation	Proportionate
Sienna-RSH Niagara Falls LP (1)	0	70 %	Joint venture	Equity
Sienna-Sabra LP	12	50 %	Joint venture	Equity

#### Notes:

<sup>1.</sup> The property of Sienna-RSH Niagara Falls LP is under development as of June 30, 2023.

<sup>2.</sup> Sienna Baltic Development LP owns 40% of Nicola Lodge and 77% of Glenmore Lodge.

#### **Consolidated Net Operating Income**

The following table represents the Company's consolidated net operating income, including the Company's share of net operating income from Equity-Accounted Joint Venture, for the period ended June 30:

_	Three months ended June 30,			Six months ended June 30,		
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change
Revenue						
Same property	188,111	177,063	11,048	374,280	344,521	29,759
Acquisition, development and other	10,232	3,088	7,144	23,674	9,912	13,762
Total Adjusted Revenue	198,343	180,151	18,192	397,954	354,433	43,521
Operating Expenses, net						
Same property	150,397	140,593	9,804	302,155	274,433	27,722
Net pandemic and incremental agency expenses (1)	3	2,585	(2,582)	364	4,315	(3,951)
Acquisition, development and other	9,038	2,755	6,283	20,221	9,329	10,892
Total Adjusted Operating Expenses, net	159,438	145,933	13,505	322,740	288,077	34,663
NOI						
Same property	37,139	33,980	3,159	71,797	65,509	6,288
Acquisition, development and other	1,766	238	1,528	3,417	847	2,570
Total NOI	38,905	34,218	4,687	75,214	66,356	8,858

#### Notes:

For the six months ended June 30, 2023, includes government assistance related to the pandemic of \$15,117 (2022 - \$37,110) and incremental pandemic related and agency expenses of \$15,481 (2022 - \$41,425), resulting in net pandemic and incremental agency expenses of \$364 (2022 - \$4,315).

Government assistance related to the pandemic is recognized to the extent that eligible expenses have been incurred and funding allocations are reasonably determinable.

#### **Second Quarter 2023 Operating Results**

The Company's total same property revenues for Q2 2023 increased by \$11,048 to \$188,111, compared to Q2 2022. Retirement's same property revenues for Q2 2023 increased by \$2,004 to \$43,817, compared to Q2 2022, primarily due to annual rental rate increases in line with market conditions and occupancy growth. LTC's same property revenues for Q2 2023 increased by \$9,044 to \$144,294, compared to Q2 2022, primarily due to increased flow-through funding for direct care and annual inflationary funding increases.

The Company's total same property operating expenses, excluding net pandemic and incremental agency expenses, for Q2 2023 increased by \$9,804 to \$150,397, compared to Q2 2022. Retirement's same property operating expenses, excluding net pandemic and incremental agency recoveries of \$118, for Q2 2023 increased by \$1,279 to \$27,106, compared to Q2 2022, primarily due to labour and food costs, and increased maintenance expenses. LTC's operating expenses for Q2 2023, excluding net pandemic and incremental agency recoveries of \$115, increased by \$8,525 to \$123,291, compared to Q2 2022, mainly due to higher expenses related to an increase in direct care labour.

<sup>1.</sup> For Q2 2023, includes government assistance related to the pandemic of \$5,495 (2022 - \$12,062) and incremental pandemic related and agency expenses of \$5,498 (2022 - \$14,647), resulting in net pandemic and incremental agency expenses (recoveries) of \$3 (2022 - \$2,585).

Net pandemic and incremental agency expenses for Q2 2023 decreased by \$2,582 to \$3 compared to Q2 2022, mainly due to a decrease in LTC's net pandemic and incremental agency expenses by \$2,634 for the same period. During the quarter, the LTC segment received retroactive pandemic funding of \$1,407, of which \$972 related to Q1 2023 and \$435 related to 2022.

The Company's total same property NOI for Q2 2023 increased by \$3,159 to \$37,139, compared to Q2 2022. Retirement's same property NOI for Q2 2023 increased by \$646 to \$16,610. LTC's same property NOI for Q2 2023 increased by \$2,513 to \$20,529 compared to Q2 2022.

#### Six Months Ended June 30, 2023 Operating Results

The Company's total same property revenues for the six months ended June 30, 2023 increased by \$29,759 to \$374,280, compared to the six months ended June 30, 2022. Retirement's same property revenues for the six months ended June 30, 2023 increased by \$4,949 to \$84,845, compared to the six months ended June 30, 2022, primarily due to annual rental rate increases in line with market conditions and occupancy growth. LTC's same property revenues for the six months ended June 30, 2023 increased by \$24,810 to \$289,435, compared to the six months ended June 30, 2022, primarily due to increased flow-through funding for direct care and annual inflationary funding increases.

The Company's total same property operating expenses, excluding net pandemic expenses, for the six months ended June 30, 2023 increased by \$27,722 to \$302,155, compared to the six months ended June 30, 2022. Retirement's same property operating expenses, excluding net pandemic expenses, for the six months ended June 30, 2023 increased by \$3,460 to \$52,969, compared to the six months ended June 30, 2022, primarily due to higher labour and food costs, increased maintenance and utilities expenses. LTC's operating expenses for the six months ended June 30, 2023, excluding net pandemic expenses, increased by \$24,262 to \$249,186, compared to the six months ended June 30, 2022, mainly due to increase in direct care labour.

Net pandemic and incremental agency expenses for the six months ended June 30, 2023 decreased by \$3,951 to \$364 compared to 2022, mainly due to a decrease in LTC's net pandemic and incremental agency expenses by \$3,247 for the same period. During the six months ended June 30, 2023, the LTC segment received retroactive pandemic funding of \$3,414 relating to 2022. Retirement's net pandemic and incremental agency expenses decreased by \$704 compared to the six months ended June 30, 2022.

The Company's total same property NOI for the six months ended June 30, 2023 increased by \$6,288 to \$71,797, compared to the six months ended June 30, 2022. Retirement's same property NOI for the six months ended June 30, 2023 increased by \$2,163 to \$31,930. LTC's same property NOI for the six months ended June 30, 2023 increased by \$4,125 to \$39,867 compared to the six months ended June 30, 2022.

### **Net Operating Income by Segment**

The Company's consolidated net operating income consists of its Retirement and LTC business segments.

#### Retirement

The following table represents the results of the Retirement segment for the periods ended June 30:

Thousands of Canadian dollars	Three months ended June 30,			Six months ended June 30,		
	2023	2022	Change	2023	2022	Change
Retirement Revenue						
Same property	43,817	41,813	2,004	84,845	79,896	4,949
Acquisition, development and other	5,898	1,421	4,477	14,291	1,706	12,585
Total Adjusted Retirement Revenue	49,715	43,234	6,481	99,136	81,602	17,534
Retirement Expenses, net						
Same property	27,106	25,827	1,279	52,969	49,509	3,460
Net pandemic and incremental agency expenses (recoveries) $^{(1)}$	118	66	52	(27)	677	(704)
Acquisition, development and other	4,099	768	3,331	10,187	1,094	9,093
Total Adjusted Retirement Expenses, net	31,323	26,661	4,662	63,129	51,280	11,849
Retirement NOI						
Same property	16,610	15,964	646	31,930	29,767	2,163
Acquisition, development and other	1,782	609	1,173	4,077	555	3,522
Total Adjusted Retirement NOI	18,392	16,573	1,819	36,007	30,322	5,685

#### Notes

For the six months ended June 30, 2023, includes government assistance related to the pandemic of \$1,414 (2022 - \$1,753) and incremental pandemic related and agency expenses of \$1,387 (2022 - \$2,430), resulting in net pandemic and incremental agency expenses (recoveries) of \$(27) (2022 - \$677).

Government assistance related to the pandemic is recognized to the extent that eligible expenses have been incurred and funding allocations are reasonably determinable.

#### Second Quarter 2023 Retirement Results

Retirement's same property revenues for Q2 2023 increased by \$2,004 to \$43,817, compared to Q2 2022, primarily attributable to annual rental rate increases in line with market conditions and occupancy growth.

Retirement's same property operating expenses, excluding net pandemic and incremental agency expenses, for Q2 2023 increased by \$1,279 to \$27,106 compared to Q2 2022, primarily due to higher labour and food costs, and increased maintenance expenses. Net pandemic and incremental agency expenses for Q2 2023 were \$118 representing an increase of \$52 compared to Q2 2022, due to less government assistance received in Q2 2023.

<sup>1.</sup> For Q2 2023, includes government assistance related to the pandemic of \$830 (2022 - \$1,080) and incremental pandemic related and agency expenses of \$948 (2022 - \$1,146), resulting in net pandemic and incremental agency expenses (recoveries) of \$118 (2022 - \$66).

Retirement's same property NOI for Q2 2023 increased by \$646 to \$16,610, compared to Q2 2022. Excluding net pandemic and incremental agency expenses, Retirement's same property NOI for Q2 2023 increased by \$725 to \$16,711, compared to Q2 2022.

#### Six months ended June 30, 2023 Retirement Results

Retirement's same property revenues for the six months ended June 30, 2023 increased by \$4,949 to \$84,845, compared to the six months ended June 30, 2022, primarily attributable to annual rental rate increases in line with market conditions and occupancy growth.

Retirement's same property operating expenses, excluding net pandemic and incremental agency expenses, for the six months ended June 30, 2023 increased by \$3,460 to \$52,969 compared to the six months ended June 30, 2022, primarily due to higher labour and food costs, increased maintenance and utilities expenses. Net pandemic and incremental agency expenses (recoveries) for the six months ended June 30, 2023 were \$(27) representing an improvement over net pandemic and incremental agency expenses of \$704 compared to the six months ended June 30, 2022.

Retirement's same property NOI for the six months ended June 30, 2023 increased by \$2,163 to \$31,930, compared to the six months ended June 30, 2022. Excluding net pandemic and incremental agency expenses, Retirement's same property NOI for the six months ended June 30, 2023 increased by \$1,489 to \$31,876, compared to the six months ended June 30, 2022.

#### **Long-term Care**

The following table represents the results of the LTC segment for the periods ended June 30:

	Three months ended June 30,			Six months ended June 30,			
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change	
Long-term Care Revenue							
Same property	144,294	135,250	9,044	289,435	264,625	24,810	
Acquisition, development and other (1)	4,334	1,667	2,667	9,383	8,206	1,177	
Total Long-term Care Revenue	148,628	136,917	11,711	298,818	272,831	25,987	
Long-term Care Expenses, net							
Same property	123,291	114,766	8,525	249,186	224,924	24,262	
Net pandemic and incremental agency expenses (recoveries) (2)	(115)	2,519	(2,634)	391	3,638	(3,247)	
Acquisition, development and other (1)	4,939	1,987	2,952	10,034	8,235	1,799	
Total Long-term Care Expenses, net	128,115	119,272	8,843	259,611	236,797	22,814	
Long-term Care NOI							
Same property	20,529	18,016	2,513	39,867	35,742	4,125	
Acquisition, development and other (1)	(16)	(371)	355	(660)	292	(952)	
Total Long-term Care NOI	20,513	17,645	2,868	39,207	36,034	3,173	

#### Notes:

#### Second Quarter 2023 Long-term Care Results

LTC's same property revenues for Q2 2023 increased by \$9,044 to \$144,294, compared to Q2 2022, primarily due to increased flow-through funding for direct care and annual inflationary funding increases.

Excluding net pandemic and incremental agency expenses, LTC's same property operating expenses for Q2 2023 increased by \$8,525 to \$123,291, compared to Q2 2022, mainly due to higher expenses related to an increase in direct care labour.

LTC's net pandemic and incremental agency recoveries for Q2 2023 were \$115, representing a decrease in net pandemic and incremental agency expenses of \$2,634 compared to Q2 2022. During the quarter, the LTC segment received retroactive pandemic funding of \$1,407, of which \$972 related to Q1 2023 and \$435 related to 2022. Excluding retroactive pandemic funding, net pandemic and incremental agency costs were \$1,292 in Q2 2023 compared to \$2,591 in Q2 2022.

LTC's same property NOI for Q2 2023 increased by \$2,513 to \$20,529, compared to Q2 2022. Excluding net pandemic and incremental agency expenses, LTC's same property NOI for Q2 2023 increased by \$519 to \$21,003, compared to Q2 2022.

<sup>1.</sup> Includes the results of Wood Park and 1 LTC community that is closing in 2023.

<sup>2.</sup> For Q2 2023, includes government assistance related to the pandemic of \$4,665 (2022 - \$10,982) and incremental pandemic related and agency expenses of \$4,550 (2022 - \$13,501), resulting in net pandemic and incremental agency expenses (recoveries) of \$(115) (2022 - \$2,519). For the six months ended June 30, 2023, includes government assistance related to the pandemic of \$13,703 (2022 - \$35,357) and incremental pandemic related and agency expenses of \$14,094 (2022 - \$38,995), resulting in net pandemic and incremental agency expenses of \$391 (2022 - \$3,638). Government assistance related to the pandemic is recognized to the extent that eligible expenses have been incurred and funding allocations are reasonably determinable.

#### Six months ended June 30, 2023 Long-term Care Results

LTC's same property revenues for the six months ended June 30, 2023 increased by \$24,810 to \$289,435, compared to the six months ended June 30, 2022, primarily due to increased flow-through funding for direct care and annual inflationary funding increases.

Excluding net pandemic and incremental agency expenses, LTC's same property operating expenses for the six months ended June 30, 2023 increased by \$24,262 to \$249,186, compared to the six months ended June 30, 2022, mainly due to higher expenses related to an increase in direct care labour.

LTC's net pandemic and incremental agency expenses for the six months ended June 30, 2023 were \$391, representing a decrease in net pandemic and incremental agency expenses of \$3,247 compared to the six months ended June 30, 2022. During the six months ended June 30, 2023, the LTC segment received retroactive pandemic funding of \$3,414 relating to 2022. During the six months ended June 30, 2022, the LTC segment received retroactive pandemic funding of \$2,222 related to 2021. Excluding retroactive pandemic funding, net pandemic and incremental agency costs were \$4,777 in Q2 2023 compared to \$5,860 in Q2 2022.

LTC's same property NOI for the six months ended June 30, 2023 increased by \$4,125 to \$39,867, compared to the six months ended June 30, 2022. Excluding net pandemic and incremental agency expenses, LTC's same property NOI for the six months ended June 30, 2023 increased by \$548 to \$40,249, compared to the six months ended June 30, 2022.

# **Depreciation and Amortization**

#### **Second Quarter 2023**

Depreciation and amortization for Q2 2023 increased by \$774 to \$12,608, compared to Q2 2022, primarily due to depreciation of computer hardware additions.

#### Six months ended June 30, 2023

Depreciation and amortization for the six months ended June 30, 2023 increased by \$1,075 to \$24,976, compared to six months ended June 30, 2022, primarily due to depreciation of computer hardware additions.

# **Administrative Expenses**

	Three	months ende	ed	Six months ended			
		June 30,			June 30,		
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change	
General and administrative expenses	6,837	7,766	(929)	13,806	14,986	(1,180)	
SOAR Program	306	1,660	(1,354)	306	1,660	(1,354)	
Restructuring costs (1)	(593)	_	(593)	(1)	_	(1)	
Share-based compensation	732	584	148	1,523	1,113	410	
Pandemic related expenses	6	47	(41)	26	244	(218)	
Total administrative expenses	7,288	10,057	(2,769)	15,660	18,003	(2,343)	

#### Note:

#### **Second Quarter 2023**

Administrative expenses for Q2 2023 decreased by \$2,769 to \$7,288, compared to Q2 2022, primarily due to lower SOAR program costs, lower general and administrative expenses and a restructuring cost adjustment.

#### Six months ended June 30, 2023

Administrative expenses for the six months ended June 30, 2023 decreased by \$2,343 to \$15,660, compared to six months ended June 30, 2022, primarily due to lower SOAR program costs and lower general and administrative expenses.

# **Share of Net Loss in Joint Ventures (JV)**

#### **Second Quarter 2023**

The Company's share of net loss in joint ventures of \$2,344 (2022 - \$5,509), was primarily related to Sienna-Sabra LP. This balance is comprised of NOI of \$2,176, less depreciation and amortization of \$4,173, less finance costs of \$190 and transaction costs of \$157.

#### Six months ended June 30, 2023

The Company's share of net loss in joint ventures of \$4,885 (2022 - \$5,509), was primarily related to Sienna-Sabra LP. This balance is comprised of NOI of \$4,022, less depreciation and amortization of \$8,332, less finance costs of \$380 and transaction costs of \$195.

<sup>1.</sup> In 2022, the Company announced the closure of one of its LTC residences and recognized a restructuring provision as a result. In Q2 2023, the Company reduced the provision by \$593 based on current best estimates. For the six months ended June 30, 2023, the Company recognized restructuring costs of \$592 related to reduction of employees at our corporate office, which is offset by the reduction of the restructuring provision related to the LTC residence.

# **Net Finance Charges**

	Three mo	nths ended	d June 30,	Six months ended June 30,			
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change	
Finance costs							
Interest expense on mortgages	5,149	3,773	1,376	10,220	7,402	2,818	
Interest expense on debentures	3,547	3,547	_	7,055	7,055	_	
Interest on unsecured term loan	387	336	51	1,176	336	840	
Interest expense on credit facilities	1,080	152	928	1,766	377	1,389	
Interest expense on right-of-use assets	43	30	13	70	42	28	
Amortization of financing charges and fair value adjustments on acquired debt	738	585	153	1,531	1,137	394	
Net settlement payment (receipt) on interest rate swap contracts	(865)	402	(1,267)	(1,635)	1,060	(2,695)	
Loss (gain) on interest rate swap contracts	(1,636)	(2,777)	1,141	(549)	(7,746)	7,197	
	8,443	6,048	2,395	19,634	9,663	9,971	
Finance income							
Interest income on construction funding receivable	147	230	(83)	293	485	(192)	
Other interest income	393	255	138	769	284	485	
	540	485	55	1,062	769	293	
Net finance charges	7,903	5,563	2,340	18,572	8,894	9,678	

#### **Second Quarter 2023**

Net finance charges for Q2 2023 increased by \$2,340 to \$7,903, compared to Q2 2022, primarily due to lower fair value gain on interest rate swap contracts and higher interest expense on mortgages and credit facilities, offset by changes in the net settlement payment (receipt).

#### Six months ended June 30, 2023

Net finance charges for the six months ended June 30, 2023 increased by \$9,678 to \$18,572, compared to six months ended June 30, 2022, primarily due to lower fair value gain on interest rate swap contracts and higher interest expense on mortgages and credit facilities, offset by changes in the net settlement payment (receipt).

#### **Transaction Costs**

#### **Second Quarter 2023**

Transaction costs for Q2 2023 decreased by \$1,488 to \$322 compared to Q2 2022 primarily attributable to timing of activities related to development projects and transactions.

# Six months ended June 30, 2023

Transaction costs for the six months ended June 30, 2023 decreased by \$2,053 to \$1,096 compared to six months ended June 30, 2022 primarily attributable to timing of activities related to development projects and transactions.

#### **Income Taxes**

#### **Second Quarter 2023**

Income tax expense for Q2 2023 increased by \$4,813 resulting in an income tax expense of \$1,797 (current tax expense of \$956 and deferred tax expense of \$841), compared to Q2 2022 income tax recovery of \$3,016 (current tax expense of \$409 and deferred tax recovery of \$3,425). This is primarily attributable to an increase in NOI in the current quarter and the impairment loss incurred in Q2 2022.

# Six months ended June 30, 2023

Income tax expense for the six months ended June 30, 2023 decreased by \$265 resulting in an income tax expense of \$1,876 (current tax expense of \$2,111 and deferred tax recovery of \$235), compared to six months ended June 30, 2022 income tax expense of \$2,141 (current tax expense of \$3,855 and deferred tax recovery of \$1,714). The decrease in taxes is primarily due to one-time transactions that occurred in 2022 relating to the disposition of properties, partially offset by the impairment loss.

# **Business Performance**

#### **Non-IFRS Measures**

Readers are cautioned that certain terms used in the MD&A listed below, including any related per share amounts, used by Management of the Company to measure, compare and explain the operating results and financial performance of Sienna do not have any standardized meaning prescribed under IFRS and, therefore, should not be construed as alternatives to net income, cash flow from operating activities, or any other measure prescribed under IFRS. These terms are defined in the following table and reconciliations to the most comparable IFRS measure are referenced, as applicable. The following terms do not have a standardized meaning prescribed by IFRS and may not be comparable to similarly titled measures presented by other publicly traded entities.

# **Adjusted Funds from Operations**

The IFRS measure most directly comparable to FFO and OFFO is "NOI". The following table represents the reconciliation of "NOI" to "net income" to FFO and OFFO for the periods ended June 30. The reconciliation from FFO to AFFO is provided as supplementary information.

	Thr	ee months end	ed June 30,	Six months ended June 30,			
Thousands of Canadian dollars, except share and per share data	2023	2022	Change	2023	2022	Change	
Adjusted revenue	198,343	180,151	18,192	397,954	354,433	43,521	
Adjusted operating expense, net of government assistance	(159,438)	(145,933)	(13,505)	(322,740)	(288,077)	(34,663)	
NOI	38,905	34,218	4,687	75,214	66,356	8,858	
Depreciation and amortization	(12,608)	(11,834)	(774)	(24,976)	(23,901)	(1,075)	
Administrative expenses	(7,288)	(10,057)	2,769	(15,660)	(18,003)	2,343	
Net finance charges	(7,903)	(5,563)	(2,340)	(18,572)	(8,894)	(9,678)	
Provision for income taxes	(1,797)	3,016	(4,813)	(1,876)	(2,141)	265	
Transaction costs	(322)	(1,810)	1,488	(1,096)	(3,149)	2,053	
Share of net loss in equity accounted joint venture	(2,344)	(5,509)	3,165	(4,885)	(5,509)	624	
Impairment loss	_	(12,788)	12,788	_	(12,788)	12,788	
Gain on disposal of properties	_	_	_	_	23,722	(23,722)	
Share of NOI in equity accounted joint venture	(2,176)	(863)	(1,313)	(4,022)	(863)	(3,159)	
Net income (loss)	4,467	(11,190)	15,657	4,127	14,830	(10,703)	
Deferred income tax expense (recovery)	841	(3,425)	4,266	(235)	(1,714)	1,479	
Depreciation and amortization	11,202	10,986	216	22,208	22,207	1	
Transaction costs	322	1,809	(1,487)	1,096	3,148	(2,052)	
Net settlement payment on interest rate swap contracts	(865)	402	(1,267)	(1,635)	1,060	(2,695)	
Fair value loss (gain) on interest rate swap contracts	(1,636)	(2,777)	1,141	(549)	(7,746)	7,197	
Gain on disposal of properties, net of tax	_	(284)	284	_	(20,870)	20,870	
Shares granted under SOAR program	306	1,660	(1,354)	306	1,660	(1,354)	
Impairment loss	_	12,788	(12,788)	_	12,788	(12,788)	
Equity-Accounted Joint Ventures:		,	(==/: ==/		,	(/:/	
Depreciation and amortization	4,173	2,750	1,423	8,332	2,750	5,582	
Shares granted under SOAR program	10	_	10	10	_	10	
Transaction cost	156	3,514	(3,358)	194	3,514	(3,320)	
Funds from operations (FFO)	18,976	16,233	2,743	33,854	31,627	2,227	
Depreciation and amortization - corporate	1,406	848	558	2,768	1,694	1,074	
Amortization of financing charges and fair value adjustments on assumed debt $^{\rm (1)}$	789	620	169	1,634	1,172	462	
Net settlement receipt (payment) on interest rate swap	0.05	(402)	4 267	4.625	(4.050)	2.605	
contracts	865	(402)	1,267	1,635	(1,060)	2,695	
Restructuring costs	(593)	47.200	(593)	(1)		(1)	
Operating funds from operations (OFFO)	21,443	17,299	4,144	39,890	33,433	6,457	
Construction funding	1,722	2,379	(657)	3,674	4,734	(1,060)	
Maintenance capital expenditure (2)	(3,583)	(2,516)	(1,067)	(5,795)	(4,558)	(1,237)	
Adjusted funds from operations (AFFO)	19,582	17,162	2,420	37,769	33,609	4,160	
Adjusted funds from operations (AFFO)	19,582	17,162	2,420	37,769	33,609	4,160	
Dividends declared	(17,072)	(17,055)	(17)	(34,140)	(33,191)	(949)	
AFFO retained	2,510	107	2,403	3,629	418	3,211	
Basic and Diluted FFO per share	0.260	0.223	0.037	0.464	0.450	0.014	
Basic and Diluted OFFO per share	0.294	0.237	0.057	0.547	0.476	0.071	
Basic and Diluted AFFO per share	0.268	0.236	0.032	0.518	0.478	0.040	
Weighted average common shares outstanding	72,949,215	72,855,687		72,944,604	70,249,385		

#### Notes:

- 1. For the three and six months ended June 30, 2023, includes the Company's share of amortization of financing charges and fair value adjustments on assumed debt in Equity-Accounted Joint Venture of \$52 and \$104 (2022 \$35 and \$35).
- 2. For the three and six months ended June 30, 2023 includes the Company's share of maintenance capital expenditure in Equity-Accounted Joint Venture of \$95 and \$260 (2022 \$23 and \$23).

#### **Second Quarter 2023 Performance**

For Q2 2023, FFO increased by \$2,743 to \$18,976, compared to Q2 2022. The increase was primarily due to higher NOI, lower general and administrative expenses, offset partially by higher interest expenses.

For Q2 2023, OFFO increased by \$4,144 to \$21,443, compared to Q2 2022. The increase was primarily attributable to higher NOI, a favourable tax adjustment of approximately \$1,500 relating to additional deductions of capital cost allowance higher than originally estimated in 2022, partially offset by higher current income taxes, lower general and administrative expenses, partially offset by higher interest expenses.

For Q2 2023, AFFO increased by \$2,420 to \$19,582, compared to Q2 2022. The increase was primarily related to the increase in OFFO offset by higher spend on maintenance capital and lower construction funding receivable.

#### Six months ended June 30, 2023 Performance

FFO for the six months ended June 30, 2023 increased by \$2,227 to \$33,854, over the prior year. The increase was primarily due to higher NOI, lower general and administrative expenses, lower current income taxes offset by higher interest expenses.

OFFO for the six months ended June 30, 2023 increased by \$6,457 to \$39,890, over the prior year. The increase was primarily attributable to higher NOI, a favourable tax adjustment of approximately \$1,500 relating to additional deductions of capital cost allowance higher than originally estimated in 2022, lower general and administrative expenses, partially offset by higher interest expenses.

AFFO for the six months ended June 30, 2023 increased by \$4,160 to \$37,769, over the prior year. The increase in AFFO was primarily related to the increase in OFFO, offset by higher spend on maintenance capital and lower construction funding receivable.

# **Construction Funding**

The Company receives construction funding subsidies from the Government of Ontario on a per bed per diem basis to support the costs of developing or redeveloping eligible LTC homes. There are several eligibility requirements, including receiving approval from the MLTC on the development or redevelopment and completing the construction in accordance with a development agreement signed with the MLTC. This funding is non-interest bearing, and is received subject to the condition that the residences continue to operate as long-term care residences for the period for which they are entitled to the construction funding. As at June 30, 2023, the condition for funding has been met.

The construction funding amount to reconcile from OFFO to AFFO represents the change in the construction funding receivable balance, which consists of the cash to be received, offset by the interest income on the construction funding receivable recognized in "net income". For the remainder of 2023 through 2027, and thereafter, the Company estimates that the construction funding amount will be as follows:

Thousands of Canadian dollars	Construction funding interest income (1)	Construction funding principal (2)	Total construction funding to be received
2023	191	2,279	2,470
2024	295	2,539	2,834
2025	214	1,323	1,537
2026	147	1,193	1,340
2027	109	461	570
Thereafter	617	3,193	3,810
	1,573	10,988	12,561

#### Notes:

For the three and six months ended June 30, 2023, interest income on construction funding of \$147 and \$293, respectively (2022 - \$230 and \$485, respectively) was recognized, and an adjustment of \$1,722 and \$3,674, respectively (2022 - \$2,379 and \$4,734) was made to AFFO for construction funding principal received.

# **Maintenance Capital Expenditures**

The Company monitors all of its properties for ongoing maintenance requirements. As part of the capital investments' monitoring process, items are assessed and prioritized based on the urgency and necessity of the expenditure to sustain or maintain the condition of buildings, or to meet residents' needs. The following table summarizes the Company's maintenance capital expenditures for the periods ended June 30:

	Three months	ended	Six months ended		
Thousands of Canadian dollars	2023	2022	2023	2022	
Building maintenance	670	371	1,224	1,186	
Mechanical and electrical	1,420	462	1,948	826	
Suite renovations and common area upgrades	683	987	1,320	1,477	
Communications and information systems	168	190	341	236	
Furniture, fixtures and equipment	642	506	962	833	
Total maintenance capital expenditures	3,583	2,516	5,795	4,558	
Capital Investments in Equity-Accounted Joint Venture	95	23	260	23	

# **Building Maintenance**

Building maintenance include the costs for structures, roofing, exterior grounds, fire safety, and sprinklers. For the three months, the increase in building maintenance compared to the prior year is due to timing of repairs and sprinkler replacement.

#### **Mechanical and Electrical**

Mechanical and electrical expenditures include the costs for heating, air conditioning and ventilation systems, generators, boilers, pumps and building elevators. The increase in mechanical and electrical

<sup>1.</sup> The interest income relates to interest accretion resulting from the construction funding receivable that was initially measured at fair value and subsequently measured at amortized cost using the effective interest method.

<sup>2.</sup> The construction funding principal received is an adjustment to reconcile from OFFO to AFFO.

compared to the prior year is due to the installation of air conditioning in certain LTC communities and timing of repairs.

#### **Suite Renovations and Common Area Maintenance**

Suite renovations and common area maintenance are expenditures to maintain the marketability of the Company's residences. Flooring and carpeting replacements are often done in conjunction with suite renovations.

#### **Communication and Information Systems**

Communication and information systems' expenditures include the costs for purchasing and installing computer equipment, software applications, telecommunication systems and wireless solutions.

# **Furniture, Fixtures and Equipment**

Furniture, fixtures and equipment expenditures include the costs for replacing or maintaining residences' furnishings and equipment, including those in residents' rooms, as well as kitchen facilities, laundry facilities and dining furnishings.

# **Reconciliation of Cash Flow from Operations to Adjusted Funds from Operations**

The IFRS measure most directly comparable to AFFO is "cash flow from operating activities". The following table represents the reconciliation of cash provided by operating activities to AFFO for the periods ended June 30:

	Three Months Ended			Six Months Ended		
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change
Cash provided by operating activities	35,847	31,345	4,502	53,542	71,948	(18,406)
Construction funding principal	1,722	2,379	(657)	3,674	4,734	(1,060)
Transaction costs	478	1,810	(1,332)	1,291	3,149	(1,858)
Maintenance capital expenditures	(3,583)	(2,516)	(1,067)	(5,795)	(4,558)	(1,237)
Net change in working capital, interest and taxes	(16,543)	(16,556)	13	(19,172)	(45,706)	26,534
Restricted share units recovery	415	194	221	773	400	373
Restructuring costs	(593)	_	(593)	(1)	_	(1)
Gain on disposal of properties, net of tax	_	(284)	284	_	2,852	2,852
FFO of Equity-Accounted Joint Venture	1,839	790	1,049	3,457	790	2,667
Adjusted funds from operations (AFFO)	19,582	17,162	2,420	37,769	33,609	9,864

Refer to the "Cash Flow Analysis" section for details on the change from Q2 2022 to Q2 2023 on cash flow provided by operating activities.

# **Financial Position Analysis**

#### **Balance Sheet Analysis**

The following table summarizes the significant changes in assets, liabilities and equity as at June 30, 2023 compared to December 31, 2022:

Thousands of Canadian dollars	2023	2022	Change
Total assets	1,675,614	1,680,428	(4,814)
Total liabilities	1,270,616	1,245,736	24,880
Total equity	404,998	434,692	(29,694)

Total assets decreased by \$4,814 to \$1,675,614 primarily due to decreases in cash and cash equivalents, Investment in Sienna-Sabra LP, construction funding receivable, accounts receivable and other assets, partially offset by acquisition of Woods Park in Q1 2023 and additions to property and equipment during the period.

Total liabilities increased by \$24,880 to \$1,270,616 primarily due to increase in liability for government funding payable as a result of timing, new property level mortgages partially offset by full repayment of the Unsecured Term Loan, pay down of property level mortgages, decreases in accounts payable and other liabilities and payment of income taxes liability.

Total equity decreased by \$29,694 to \$404,998 primarily due to dividends declared during the period partially offset by net income and shares issued under SOAR program during the period.

#### **Cash Flow Analysis**

The following table represents the summary of cash flows for the periods ended June 30:

	Three mo	onths ended Jun	Six months ended June 30,			
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change
Cash provided by (used in):						
Operating activities	35,847	31,345	4,502	53,542	71,948	(18,406)
Investing activities	(9,688)	(147,996)	138,308	(28,051)	(121,613)	93,562
Financing activities	(29,533)	43,853	(73,386)	(36,476)	82,762	(119,238)
(Decrease) increase in cash and cash equivalents during the period	(3,374)	(72,798)	69,424	(10,985)	33,097	(44,082)
Cash and cash equivalents, end of period	27,065	62,150	(35,085)	27,065	62,150	(35,085)

#### **Second Quarter 2023**

Cash inflows provided by operating activities for the three months ended June 30, 2023 increased by \$4,502 to \$35,847 primarily due to lower accounts payable due to timing of payments, offset partially by timing of government funding, higher income tax payments and higher interest payments on long-term debt compared to Q2 2022.

Cash outflow used in investing activities for the three months ended June 30, 2023 decreased by \$138,308 to \$9,688 primarily due to Company's investment in Sienna-Sabra LP in Q2 2022, distributions received from joint venture partially offset by acquisition of Woods Park in Q1 2023, proceeds from disposal of properties in Q2 2022 and receipt of government funding for capital expenditures.

Cash outflows used in financing activities for the three months ended June 30, 2023 increased by \$73,386 to \$29,533 primarily due to proceeds received in Q2 2022 from the Company's unsecured term loan for the acquisition.

#### Six months ended June 30, 2023

Cash inflows provided by operating activities for the six months ended June 30, 2023 decreased by \$18,406 to \$53,542 primarily due to lower government funding and assistance received compared to the prior year, higher income tax payments, higher interest paid on long-term debt and lower accounts payable due to timing of payments.

Cash outflows used in investing activities for the six months ended June 30, 2023 decreased by \$93,562 to \$28,051 primarily due to the Company's investment in Sienna-Sabra LP in the prior year, distributions received from joint venture partially offset by acquisition of Woods Park in Q1 2023, proceeds from disposal of properties in the prior year and receipt of government funding for capital expenditures.

Cash outflows used in financing activities for the six months ended June 30, 2023 increased by \$119,238 to \$36,476 primarily due to issuance of equity in Q1 2022, net repayments of long-term debt and an increase in dividends paid compared to the prior year partially offset by proceeds received in Q2 2022 from the Company's unsecured term loan for the acquisition.

# **Liquidity and Capital Resources**

# Liquidity

The Company's primary source of liquidity is cash flow generated from operating activities. The Company expects to meet its operating cash requirements, including required working capital, capital expenditures, and currently scheduled interest payments on debt through fiscal 2023 and beyond, from cash on hand, cash flow from operations, proceeds from refinancing its debt, its committed but unutilized borrowing capacity and, if necessary, will pursue debt or equity financing to provide the Company with additional financial flexibility.

As at June 30, 2023, the Company's liquidity was \$275,565, as follows:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Cash and cash equivalents	27,065	38,050
Available funds from credit facilities	248,500	248,500
Total	275,565	286,550

As at June 30, 2023, the Company had drawn \$60,000 from its available facilities.

In addition, as at June 30, 2023, the Company's share of cash and cash equivalents held in our Equity-Accounted Joint Venture was \$3,005.

The Company had a working capital deficiency (current liabilities less current assets) of \$232,342 as at June 30, 2023, including the current portion of long-term debt of \$76,760. To support its working capital deficiency, the Company has available cash from operations, access to multiple sources of financing and has a history of successfully refinancing credit facilities.

The Company has an unencumbered asset pool with a fair value of approximately \$1,093,100 as at June 30, 2023, representing a decrease of \$88,200 from \$1,181,300 as at December 31, 2022. The decrease in the unencumbered asset pool since the beginning of the year is due to the additions of two mortgages to the properties that were previously unencumbered, partially offset by two property-level mortgages repaid and not refinanced.

The unencumbered asset pool provides the Company with financial flexibility to enter into different financing options.

#### Debt

The Company's objectives are to access and maintain the lowest cost of debt with the most flexible terms available. The Company's debt strategy involves primarily unsecured debentures, conventional and CMHC insured mortgages, and secured and unsecured credit facilities.

The Company's goal is to continue to optimize its debt maturity schedule over a 10-year period in order to manage interest rate and financial risks. The Company's strategy is to build a 10-year debt maturity ladder by refinancing approximately 10% of its debt annually, which is approximately \$98,894 as at June 30, 2023. On December 9, 2022, DBRS confirmed Sienna's "BBB" investment grade credit rating with a "Stable" trend, along with the "BBB" credit rating for the Company's Series A Unsecured Debentures, Series B Unsecured Debentures and Series C Unsecured Debentures (later defined in the "Debentures" section).

The Company's total debt is comprised as follows:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Series A Unsecured Debentures	150,000	150,000
Series B Unsecured Debentures	175,000	175,000
Series C Unsecured Debentures	125,000	125,000
Unsecured Term Loan	<del>-</del>	50,000
Credit facilities	60,000	60,000
Mortgages	485,311	422,678
Lease liability	4,485	2,844
	999,796	985,522
Fair value adjustments on assumed debt	1,976	2,343
Less: Deferred financing costs	(12,834)	(9,901)
Total debt	988,938	977,964

The Company's total debt as at June 30, 2023 was \$988,938 (December 31, 2022 - \$977,964). The increase of \$10,974 was primarily related to the addition of property-level mortgages partially offset by the repayment of the Unsecured Term Loan (defined in the "Credit Facilities" section of this MD&A).

The following table summarizes the scheduled principal maturities of the Company's long-term debt commitments as at June 30, 2023:

Thousands of Canadian dollars, except interest rate Mortgages											
Year	Series A Unsecured Debentures	Series B Unsecured Debentures	Series C Unsecured Debentures	Unsecured Term Loan	Credit Facilities	Capitalized Lease Principal Payments	Regular Principal Repayments	Principal Due at Maturity	Weighted Average Interest Rate on Maturing Mortgages	Total	Consolidated Weighted Average Interest Rate on Maturing Debt
2023	_	_	_	_	_	397	9,040	55,291	4.25 %	64,728	4.25 %
2024	150,000	_	_	_	_	753	16,748	59,531	4.13 %	227,032	3.42 %
2025	_	_	_	_	_	795	12,497	41,112	3.78 %	54,404	3.78 %
2026	_	175,000	_	_	_	825	12,655	_	<b>-</b> %	188,480	3.45 %
2027	_	_	125,000	_	60,000	856	11,957	35,115	3.30 %	232,928	3.86 %
2028	_	_	_	_	_	563	7,049	115,707	3.35 %	123,319	3.35 %
2029	_	_	_	_	_	296	3,699	_	<b>-</b> %	3,995	- %
2030	_	_	_	_	_	_	3,536	9,230	1.65 %	12,766	1.65 %
Thereafter	_	_	_	_	_	_	17,719	74,425	4.39 %	92,144	4.39 %
	150,000	175,000	125,000	_	60,000	4,485	94,900	390,411	3.79 %	999,796	3.67 %
Fair value a	djustments o	n assumed de	ebt			·				1,976	
Less: Defer	red financing	costs								(12,834)	
Total debt										988,938	

#### Notes:

- 1. The interest rate for the Series A Unsecured Debentures is 3.109%.
- 2. The interest rate for the Series B Unsecured Debentures is 3.450%.
- 3. The interest rate for the Series C Unsecured Debentures is 2.820%.
- 4. During the three months ended June 30, 2023, the Company repaid the remaining balance of the Unsecured Term Loan.
- $5. \ \ The weighted average interest \ rate for capitalized \ lease \ principal \ payments \ is \ 3.87\% \ for \ each \ year.$

The following tables are supplemental information and summarize the components of the Company's debt for our Equity-Accounted Joint Venture:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Mortgages	25,722	26,177
Fair value adjustments on assumed debt	(2,419)	(2,522)
Less: Deferred financing costs	(12)	(12)
Total mortgages	23,291	23,643

Year	Regular Principal Repayments
2023	460
2024	936
2025	957
2026	978
2027	1,000
2028	1,023
2029	1,046
2030	1,069
Thereafter	18,254
	25,722
Fair value adjustments on assumed debt	(2,419)
Less: Deferred financing costs	(12)
Total debt	23,291

#### **Debentures**

The Series A senior unsecured debentures were issued on November 4, 2019, and bear interest at a rate of 3.109% per annum, payable semi-annually in May and November of each year and mature on November 4, 2024 (the "Series A Unsecured Debentures").

The Series B senior unsecured debentures were issued on October 2, 2020, and bear interest at a rate of 3.45% per annum, payable semi-annually in February and August of each year and mature on February 27, 2026 (the "Series B Unsecured Debentures").

The Series C senior unsecured debentures were issued on June 3, 2021, and bear interest at a rate of 2.82% per annum, payable semi-annually in March and September of each year and mature on March 31, 2027 (the "Series C Unsecured Debentures").

The balances related to the debentures are as follows:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Series A Unsecured Debentures	150,000	150,000
Series B Unsecured Debentures	175,000	175,000
Series C Unsecured Debentures	125,000	125,000
Less: Deferred financing costs	(1,592)	(1,924)
	448,408	448,076

#### **Unsecured Term Loan**

The Company acquired a portfolio of assets through its joint venture on May 16, 2022. To finance its 50% share of the joint venture's acquisition, the Company entered into a credit agreement with a Canadian lender for an unsecured acquisition term loan facility of \$90,000 maturing May 16, 2023. Borrowings under the Unsecured Term Loan were at an interest rate of CDOR plus 145 bps per annum. The Unsecured Term Loan is subject to certain customary financial and non-financial covenants. During the three months ended June 30, 2023, the Company repaid the remaining balance of the Unsecured Term Loan.

#### **Credit Facilities**

The Company has a combined total borrowing capacity of \$308,500 pursuant to its credit facilities as at June 30, 2023.

On March 19, 2020 the Company entered into a credit agreement for \$200,000 senior unsecured revolving credit facility (the "Unsecured Revolving Credit Facility"). On October 26, 2022, the Company increased the Unsecured Revolving Credit Facility by \$100,000 to \$300,000 and extended its maturity to March 19, 2027. The Unsecured Revolving Credit Facility may be extended for additional one-year terms, subject to certain conditions. The capacity of the Unsecured Revolving Credit Facility may be increased by up to \$50,000 during the term of the facility, subject to certain conditions. Borrowings under the Unsecured Revolving Credit Facility bear interest at banker's acceptance ("BA") rate plus 145 bps per annum or at the Canadian prime rate plus 45 bps per annum, at the Company's choice. The Unsecured Revolving Credit Facility is subject to certain customary financial and non-financial covenants.

The Company has a non-revolving acquisition loan facility totaling \$6,000 that matures on June 6, 2025. Borrowings under the credit facility are available by way of loans at the Canadian prime rate plus 75 bps per annum and BAs at 175 bps per annum over the floating BA rate.

The Company has other property credit facilities totaling \$2,500 that can be accessed for working capital purposes. Borrowings are available at the Canadian prime rate plus 50 bps per annum.

As at June 30, 2023, the Company had drawn \$60,000 under the Unsecured Revolving Credit Facility (December 31, 2022 - \$60,000).

The balances related to the Company's unsecured credit facilities are as follows:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Credit facilities drawn	60,000	60,000
Less: Deferred financing costs	(792)	(891)
	59,208	59,109

As of August 10, 2023, the balance on the unsecured credit facilities is \$30,000.

#### **Mortgages**

The Company has both fixed and variable rate mortgages with various financial institutions. The Company is subject to interest rate risk on mortgages at variable rates associated with certain residences, which is substantially offset by interest rate swap contracts. Property-level mortgages are secured by each of the underlying properties' assets, guaranteed by the Company and subject to customary financial and non-financial covenants.

The Company has low-cost mortgage financing with CMHC. As at June 30, 2023, 64% of the Company's total property-level mortgages, including the Company's proportionate share of Equity-Accounted Joint Venture, were insured by CMHC.

The balances related to property-level mortgages are as follows:

Thousands of Canadian dollars	June 30, 2023	December 31, 2022
Mortgages at fixed rates	366,866	291,487
Mortgages at variable rates (1)	118,445	131,191
Fair value adjustments on assumed debt	1,976	2,343
Less: Deferred financing costs	(10,450)	(7,086)
	476,837	417,935

#### Note:

The following table summarizes some metrics on the Company's property-level mortgages:

	June 30, 2023			December 31, 2022
	Fixed Rate	Variable Rate	Total	Total
Weighted average interest rate	3.72 %	3.98 %	3.79 %	3.64 %
Weighted average term to maturity (years)	6.2	2.3	5.1	4.5

# **Lease Liability**

The lease liability as at June 30, 2023 of \$4,485 represents the Company's lease on its office equipment and the renewed Markham corporate office space.

# **Credit Ratings**

The Company's credit ratings for its debentures are summarized below:

Debt	Rating Agency	Credit Rating	Outlook
Series A Unsecured Debentures	DBRS	BBB	Stable
Series B Unsecured Debentures	DBRS	BBB	Stable
Series C Unsecured Debentures	DBRS	BBB	Stable

<sup>1.</sup> Includes floating rate mortgages that have been fixed through interest rate swaps.

# **Financial Covenants**

The Company is in compliance with all financial covenants on its borrowings as at June 30, 2023. However, there can be no assurance that covenant requirements will be met at all times. If the Company does not remain in compliance, its ability to amend the covenants or refinance its debt could be adversely affected.

# **Interest Coverage Ratio**

The Interest Coverage Ratio is a common measure used to assess an entity's ability to service its debt obligations. In general, higher ratios indicate a lower risk of default. Adjusted EBITDA as referenced below, is presented in accordance with defined terms in certain covenant calculations. The interest coverage ratio is calculated as follows for the periods ended June 30:

_	Three months ended		Six months ended	
Thousands of Canadian dollars, except ratio	2023	2022	2023	2022
Net finance charges	7,903	5,563	18,572	8,894
Add (deduct):				
Amortization of financing charges and fair value adjustments on acquired debt	(738)	(585)	(1,531)	(1,137)
Interest income on construction funding receivable	147	230	293	485
Interest expenses from Equity-Accounted Joint Venture	144	73	289	73
Other interest income	393	255	769	284
Fair value (loss) gain on interest rate swap contracts	1,636	2,777	549	7,746
Net finance charges, adjusted	9,485	8,313	18,941	16,345
Adjusted EBITDA	33,210	28,429	63,836	55,231
Interest coverage ratio	3.5	3.4	3.4	3.4

The following table represents the reconciliation of net income to EBITDA and Adjusted EBITDA for the periods ended June 30:

	Three months er	nded	Six months en	ded
Thousands of Canadian dollars	2023	2022	2023	2022
Net income (loss) (1)	4,467	(11,190)	4,127	14,830
Depreciation and amortization (2)	16,781	14,582	33,308	26,649
Net finance charges (2)	8,093	5,673	18,952	9,004
Provision for income taxes	1,797	(3,016)	1,876	2,141
Transaction costs (2)	480	5,324	1,291	6,663
Restructuring costs	(593)	_	(1)	_
Impairment loss	_	12,788	_	12,788
EBITDA	31,025	24,161	59,553	72,075
Proceeds from construction funding	1,869	2,608	3,967	5,218
SOAR program (2)	316	1,660	316	1,660
Gain on disposal of properties and other assets	_	_	_	(23,722)
Adjusted EBITDA	33,210	28,429	63,836	55,231

#### Notes:

<sup>1.</sup> For the three and six months ended June 30, 2023, includes retroactive pandemic funding recovery of \$435 and \$3,414, respectively (2022 - \$nil and \$2,222, respectively) for pandemic expenses incurred in prior years.

<sup>2.</sup> Includes the Company's proportionate share of Equity-Accounted Joint Venture.

# **Debt Service Coverage Ratio**

The Debt Service Coverage Ratio is a common measure used to assess an entity's ability to service its debt obligations. Maintaining the debt service coverage ratio forms part of the Company's debt covenant requirements. In general, higher ratios indicate a lower risk of default. Adjusted EBITDA as referenced below, is presented in accordance with defined terms in certain covenant calculations. The following is the calculation for the periods ended June 30:

	Three months ended		Six Months Ended	
Thousands of Canadian dollars, except ratio	2023	2022	2023	2022
Net finance charges, adjusted (1)	9,485	8,313	18,941	16,345
Principal repayments (1)(2)	4,980	5,036	9,892	10,057
Total debt service (1)	14,465	13,349	28,833	26,402
Adjusted EBITDA	33,210	28,429	63,836	55,231
Deduct:				
Maintenance capital expenditures	(3,583)	(2,516)	(5,795)	(4,558)
Cash income tax paid	(1,822)	(420)	(4,733)	(2,200)
Adjusted EBITDA (for covenant calculations)	27,805	25,493	53,308	48,473
Debt service coverage ratio	1.9	1.9	1.8	1.8

#### Notes:

# **Debt to Adjusted EBITDA Ratio**

The Debt to Adjusted EBITDA ratio is an indicator of the approximate number of years required for current cash flows to repay all indebtedness. The Adjusted EBITDA below is annualized using the Adjusted EBITDA for the three and six months ended June 30, 2023.

	As at Jur	ne 30,
Thousands of Canadian dollars, except ratio	2023	2022
Series A Unsecured Debentures	150,000	150,000
Series B Unsecured Debentures	175,000	175,000
Series C Unsecured Debentures	125,000	125,000
Unsecured Term Loan	_	90,000
Credit facilities	60,000	_
Mortgages	485,311	452,472
Mortgages related to Equity-Accounted Joint Venture	25,722	26,627
Lease liability	4,485	1,072
Total indebtedness	1,025,518	1,020,171
Adjusted EBITDA - Annualized	127,672	110,462
Debt to Adjusted EBITDA	8.0	9.2

<sup>1.</sup> Includes the Company's proportionate share of Equity-Accounted Joint Venture.

<sup>2.</sup> Debt repayments on maturity and voluntary payments towards the Company's credit facilities have been excluded from the debt service coverage ratio calculation.

#### **Debt to Gross Book Value**

Debt to gross book value indicates the leverage applied against the total gross book value (original costs) of the entity.

	As at June	As at June 30,		
Thousands of Canadian dollars, except ratio	2023	2022		
Total indebtedness	1,025,518	1,020,171		
Total assets (1)	1,700,859	1,775,847		
Accumulated depreciation on property and equipment (1)	428,939	382,508		
Accumulated amortization on intangible assets (1)	203,227	190,717		
Gross book value (1)	2,333,025	2,349,072		
Debt to gross book value	44.0 %	43.4 %		

Note:

# **Equity**

# **Share Capital**

The Company is authorized to issue an unlimited number of common shares or preferred shares, without nominal or par value. The following table summarizes the common shares issued and outstanding:

Thousands of Canadian dollars, except shares	Common shares	Amount
Balance, January 1, 2022	67,039,123	879,028
Long-term incentive plan, net of loans receivable	_	416
Common shares issued pursuant to bought deal, net of share issuance costs	5,750,000	82,945
Common shares issued pursuant to SOAR program	150,818	2,125
Balance, December 31, 2022	72,939,941	964,514
Long-term incentive plan, net of loans receivable	_	13
Common shares issued pursuant to SOAR program	27,225	306
Balance, June 30, 2023	72,967,166	964,833

On June 12, 2023, the Company received approval from the TSX on its notice of intention to renew its normal course issuer bid ("NCIB") for a portion of the Company's common shares. Pursuant to the notice, the Company has the authority to acquire up to a maximum of 3,648,358 of its common shares for cancellation over the next 12 months. Purchases by the Company under the NCIB will be made through the facilities of the TSX or through a Canadian alternative trading system and in accordance with applicable regulatory requirements at a price per common share equal to the market price at the time of acquisition. The number of common shares that can be purchased pursuant to the NCIB is subject to a current daily maximum of 64,407 common shares, subject to the Company's ability to make one block purchase of its common shares per calendar week that exceeds such limits. All common shares purchased by the Company under the NCIB will be cancelled upon purchase. The Company had the option to purchase shares beginning on June 20, 2023. The NCIB will terminate on June 19, 2024.

No common shares were purchased pursuant to the Company's normal course issuer bids.

<sup>1.</sup> Includes the Company's proportionate share of assets of Equity-Accounted Joint Venture.

#### **Dividends**

The Board of Directors of the Company determines the appropriate dividend levels based on its assessment of cash provided by operations normalized for unusual items, expected working capital requirements and actual and projected capital expenditures.

The following table summarizes the dividends declared in relation to cash flows from operating activities and AFFO for the periods ended June 30:

	Three months ended			Six months ended		
Thousands of Canadian dollars	2023	2022	Change	2023	2022	Change
Cash flows from operating activities	35,847	31,345	4,502	53,542	71,948	(18,406)
AFFO	19,582	17,162	2,420	37,769	33,609	4,160
Dividends declared	(17,072)	(17,055)	(17)	(34,140)	(33,191)	(949)
Cash flows from operating activities in excess of dividends declared	18,775	14,290	4,485	19,402	38,757	(19,355)
AFFO retained	2,510	107	2,403	3,629	418	3,211

The Company believes that its current dividend level is sustainable. However, cash dividends are not guaranteed and may fluctuate with the performance of the Company.

The Company has suspended its dividend reinvestment plan.

# **Capital Disclosure**

The Company defines its capital as the total of its long-term debt and shareholders' equity less cash and cash equivalents.

The Company's objectives when managing capital are to:

- (i) maintain a capital structure that provides options to the Company for accessing capital on commercially reasonable terms, without exceeding its debt capacity, or the limitations in its credit facilities, or taking on undue risks;
- (ii) maintain financial flexibility in order to preserve its ability to meet financial obligations, including debt service payments and regular dividend payments; and
- (iii) deploy capital to provide an appropriate investment return to its shareholders.

The Company's financial strategy is designed to maintain a flexible capital structure consistent with the objectives stated above and to respond to changes in economic conditions. In order to maintain or adjust its capital structure, the Company may issue additional shares, additional long-term debt, or long-term debt to replace existing long-term debt with similar or different characteristics, or adjust the amount of dividends paid to the Company's shareholders. The Company's financing and refinancing decisions are made on a specific transaction basis and depend on factors such as the Company's financial needs and the market and economic conditions at the time of the transaction.

The Board of Directors of the Company determines and approves monthly dividends in advance on a quarterly basis.

There were no changes in the Company's approach to capital management during the period.

# **Contractual Obligations and Other Commitments**

#### Leases

The Company has a lease with respect to its Markham corporate office that expires on October 31, 2029.

The Company has various leases for office and other equipment that expire over the next four years.

# **Critical Accounting Estimates and Accounting Policies**

The accounting policies and estimates that are critical to the understanding of the Company's business operations and results of operations are identified in Note 3 of the Company's annual audited consolidated financial statements for the year ended December 31, 2022. New or changes in accounting policies are identified in Note 3 of the Company's condensed interim consolidated financial statements for the three and six months ended June 30, 2023. Please refer to those condensed interim consolidated financial statements for further details.

# **Significant Judgments and Estimates**

The critical accounting estimates used by management in applying the Company's accounting policies and the key sources of estimation uncertainty are identified in Note 3 of the Company's annual audited consolidated financial statements for the year ended December 31, 2022. Changes in significant judgments and estimates are identified in Note 3 of the Company's condensed interim consolidated financial statements for the three and six months ended June 30, 2023. Please refer to those condensed interim consolidated financial statements for further details.

#### **Risk Factors**

Please refer to the latest AIF for a discussion of the Company's risk factors.

# **Developments Related to Pay Equity**

The Company along with a number of other industry participants and the Ontario Government are currently engaged in proceedings with two unions regarding pay equity maintenance for employees at long-term care facilities, for which wages and benefits are typically funded by the MLTC. In October 2021, the Supreme Court of Canada denied leave to appeal and upheld the appellate court ruling that the proxy method should be used and comparisons should be made to an outside sector. The Company and the other participants in the long-term care sector are working with the unions and government to assess the impact of the ruling and establish a framework for pay equity suitable for the sector. Initial preliminary meetings have begun with one of the Unions.

Given the current status of the proceedings and significant number of judgements required in establishing the pay equity framework, including ongoing discussions with the unions, that will impact the measurement

of any potential provision, management has assessed the conditions required for a provision and have concluded that it is not possible to reliably measure the potential outflow of resources, and accordingly no provision has been recorded in the Condensed Interim Consolidated Financial Statements as at June 30, 2023.

#### **Controls and Procedures**

Management is responsible for establishing and maintaining a system of disclosure controls and procedures to provide reasonable assurance that all material information relating to the Company, inclusive of its subsidiaries, is gathered and reported to senior management on a timely basis so that appropriate decisions can be made regarding public disclosure.

Management is also responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial reports for external purposes in accordance with IFRS.

In designing such controls, it should be recognized that due to inherent limitations, any controls, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives and may not prevent or detect misstatements. Additionally, management is necessarily required to use judgment in evaluating controls and procedures.

There were no material changes in the Company's disclosure controls and procedures and internal controls over financial reporting since year-end that have a material effect, or are reasonably likely to have a material effect, on the Company's control environment.

# **Forward-Looking Statements**

This MD&A, and the documents incorporated by reference herein, contain forward-looking information that reflects management's current expectations, estimates and projections about the future results, performance, achievements, prospects or opportunities for the Company, the senior living sector and government funding as of the date of this MD&A. Forward-looking statements are based upon a number of assumptions and involve significant known and unknown risks and uncertainties, many of which are beyond our control, including the impact of the COVID-19 pandemic on Sienna's operations and financial condition, the senior living sector, the potential efficacy and availability of COVID-19 vaccines, the completion of acquisitions, dispositions and financing activities relating thereto, and statements with respect to the Company's ability to refinance debt maturities, that could cause actual results to differ from those that are disclosed in or implied by such forward-looking statements. The words "plan", "expect", "schedule", "estimates", "intends", "budgets", "anticipate", "projects", "forecasts", "believes", "continue", or variations of such words and phrases or statements to the effect that certain actions, events or results "may", "will", "could", "should", "would", "might" occur and other similar expressions, identify forward-looking statements. While we anticipate that subsequent events and developments may cause our views to change, we do not intend to update this forward-looking information, except as required by applicable securities laws. This forward-looking information represents our views as of the date of this MD&A and such information should not be relied upon as representing our views as of any date subsequent to the date of this document. We have based the forward-looking statements in this MD&A on information currently available to us and that we currently believe are based on reasonable assumptions. However, there may be factors that cause results, performance or achievements not to be as expected or estimated and that could cause actual results, performance or achievements to differ materially from current expectations. There can be no assurance that forward-looking information will prove to be accurate. Accordingly, readers should not place undue reliance on forward-looking information. These factors are not intended to represent a complete list of the factors that could affect the Company. See risk factors highlighted in materials filed with the securities regulators in Canada from time to time, including the Company's latest AIF.

# Consolidated Financial Statements

Q2 2023 Sienna Senior Living Inc.





# **Condensed Interim Consolidated Financial Statements**

	densed Interim Consolidated Statements nancial Position (Unaudited)	<u>2</u>
	densed Interim Consolidated Statements hanges in Equity (Unaudited)	<u>3</u>
of N	densed Interim Consolidated Statements et Income (Loss) and Comprehensive me (Loss) (Unaudited)	<u>4</u>
	densed Interim Consolidated Statements ash Flows (Unaudited)	<u>5</u>
	es to the Consolidated Financial ements:	
1	Organization	<u>6</u>
2	Basis of preparation	<u>6</u>
3	Summary of significant accounting policies, judgments and estimation uncertainty	<u>7</u>
4	Acquisitions	<u>8</u>
5	Financial instruments	<u>9</u>
6	Restricted cash	<u>9</u>
7	Construction funding receivable	<u>9</u>
8	Property and equipment	<u>10</u>
9	Intangible assets	<u>11</u>
10	Accounts payable and other liabilities	<u>11</u>
11	Long-term debt	<u>12</u>
12	Net finance charges	<u>13</u>

13	Income taxes	<u>13</u>
14	Share capital	<u>14</u>
15	Dividends	<u>15</u>
16	Share-based compensation	<u>15</u>
17	Key management compensation	<u>17</u>
18	Economic dependence	<u>17</u>
19	Administrative expenses	<u>17</u>
20	Expenses by category	<u>18</u>
21	Segmented information	<u>18</u>
22	Joint arrangements	<u>25</u>
23	Commitments and contingencies	29

	Notes	June 30, 2023	December 31, 2022
ASSETS			
Current assets			
Cash and cash equivalents		27,065	38,050
Accounts receivable and other receivables		15,251	17,498
Prepaid expenses and deposits		12,868	14,200
Government funding receivable		6,502	5,942
Construction funding receivable	5,7	3,753	5,773
Derivative assets		2,550	2,292
		67,989	83,755
Non-current assets			
Derivative assets		3,475	3,186
Restricted cash	6	2,171	3,457
Construction funding receivable	5, 7	7,235	8,889
Investment in joint ventures	22	152,688	159,073
Property and equipment	8	1,084,739	1,064,880
Intangible assets	9	192,414	192,285
Goodwill		164,903	164,903
Total assets		1,675,614	1,680,428
LIABILITIES			
Current liabilities			
Accounts payable and other liabilities	10	122,253	125,622
Government funding payable		101,211	82,256
Current portion of long-term debt	5, 11	76,760	126,099
Income taxes payable		107	2,729
		300,331	336,706
Non-current liabilities			
Long-term debt	5, 11	912,178	851,865
Deferred income taxes	13	47,832	48,067
Share-based compensation liability	16	8,497	6,933
Derivative liabilities		1,778	2,165
Total liabilities		1,270,616	1,245,736
EQUITY			
Shareholders' equity		404,998	434,692
Total equity		404,998	434,692
Total lightistics and south.		4.675.644	4.600.430
Total liabilities and equity		1,675,614	1,680,428

Commitments and contingencies (Note 23)
See accompanying notes

Approved by the Board of Directors of Sienna Senior Living Inc.

"Shelly Jamieson""Stephen Sender"Shelly JamiesonStephen SenderChair and DirectorDirector

# Condensed Interim Consolidated Statements of Changes in Equity (Unaudited)

Thousands of Canadian dollars

	Notes	Share capital	Contributed surplus	Shareholders' deficit	Total shareholders' equity
Balance, January 1, 2023		964,514	203	(530,025)	434,692
Issuance of shares, net of share issuance costs	14	306	_	_	306
Net income		_	_	4,127	4,127
Long-term incentive plan	14	13	_	_	13
Dividends	15	_	_	(34,140)	(34,140)
Balance, June 30, 2023		964,833	203	(560,038)	404,998

	Notes	Share capital	Contributed surplus	Shareholders' deficit	Total shareholders' equity
Balance, January 1, 2022		879,028	203	(473,378)	405,853
Issuance of shares, net of share issuance costs	14	84,664	_	_	84,664
Net income		_	_	14,830	14,830
Long-term incentive plan	14	405	_	_	405
Dividends	15	_	_	(33,191)	(33,191)
Balance, June 30, 2022		964,097	203	(491,739)	472,561

See accompanying notes.

# Condensed Interim Consolidated Statements of Net Income (Loss) and Comprehensive Income (Loss) (Unaudited)

Thousands of Canadian dollars, except share and per share data

		Three mont	hs ended	Six months	ended
	June 30,		June 30,		30,
	Notes	2023	2022	2023	2022
Revenue	18, 21	190,598	176,545	382,652	350,827
Expenses and other items					
Operating expenses, net of government assistance		153,869	143,190	311,460	285,334
Depreciation and amortization		12,608	11,834	24,976	23,901
Administrative	19	7,288	10,057	15,660	18,003
Share of net loss in joint ventures	22	2,344	5,509	4,885	5,509
Impairment loss		_	12,788	_	12,788
Net finance charges	12	7,903	5,563	18,572	8,894
Transaction costs		322	1,810	1,096	3,149
Gain on disposal of properties		_	_	_	(23,722)
	20	184,334	190,751	376,649	333,856
Income (loss) before provision for (recovery of) income taxes		6,264	(14,206)	6,003	16,971
Provision for (recovery of) income taxes					
Current		956	409	2,111	3,855
Deferred		841	(3,425)	(235)	(1,714)
	13	1,797	(3,016)	1,876	2,141
Net income (loss) and comprehensive income (loss)		4,467	(11,190)	4,127	14,830
Net income (loss) per share (basic and diluted)	14	\$0.06	(\$0.15)	\$0.06	\$0.21
Weighted average number of common shares outstanding	14	72,949,215	72,855,687	72,944,604	70,249,385

See accompanying notes.

	Three months June 30			Six months		
	Notes	2023	2022	2023	2022	
OPERATING ACTIVITIES						
Net income (loss)		4,467	(11,190)	4,127	14,830	
Add (deduct) items not affecting cash		.,	(11)150)	.,	1.,000	
Depreciation of property and equipment	8	12,202	11,383	24,154	22,940	
Amortization of intangible assets	9	406	451	822	961	
Current income tax expense	,	956	409	2,111	3,855	
Deferred income tax (recovery) expense		841	(3,425)	(235)	(1,714)	
Share of net loss in joint ventures	22	2,344	5,509	4,885	5,509	
Share-based compensation expense	16	732	584	1,523	1,113	
Share issued pursuant to Sienna Ownership and Reward program	14	306	1,660	306	1,660	
Net finance charges	12	7,903	5,563	18,572	8,894	
	19	7,503 (593)	3,303	(1)	0,034	
Restructuring costs	19	(593)	42.700	(1)	12.700	
Impairment loss		_	12,788	_	12,788	
Gain on disposal of properties		20.564			(23,722)	
New cook shouses in weating conital		29,564	23,732	56,264	47,114	
Non-cash changes in working capital  Accounts receivable and other receivables		463	2 61 9	2 256	2,938	
Prepaid expenses and deposits		688	3,618 2,467	2,256 1,343	(2,503)	
Accounts payable and other liabilities		(867)	(9,686)	(3,458)	(2,303)	
Government funding, net, and excluding government assistance		• •	(9,080)	(3,436)	(1,473)	
related to pandemic expenses		596	(19,436)	1,569	(29,592)	
		880	(23,037)	1,710	(30,630)	
Interest paid on long-term debt		(9,111)	(6,320)	(20,358)	(15,064)	
Net settlement recovery (payment) on interest rate swap contracts		865	(402)	1,635	(1,060)	
Income taxes paid		(1,822)	(420)	(4,733)	(2,200)	
Government assistance related to pandemic expenses		15,471	37,792	19,024	73,788	
Cash provided by operating activities		35,847	31,345	53,542	71,948	
INVESTING ACTIVITIES						
Purchase of property and equipment		(15,598)	(17,261)	(25,622)	(28,142)	
Government assistance related to capital expenditures		1,775	10,653	5,711	15,685	
Acquisition	4	_	_	(14,711)	_	
Proceeds from disposal of properties		_	19,837	_	49,789	
Purchase of intangible assets	9	(454)	(400)	(951)	(676)	
Amounts received from construction funding	7	1,869	2,608	3,967	5,218	
Interest received	12	393	255	769	284	
Investment in joint ventures	22	_	(164,050)	_	(164,050)	
Distributions received from joint ventures	22	1,000	_	1,500	_	
Change in restricted cash	6	1,327	362	1,286	279	
Cash used in investing activities		(9,688)	(147,996)	(28,051)	(121,613)	
FINANCING ACTIVITIES						
Net proceeds from issuance of common shares	14	_	(798)	_	81,834	
Repayment of long-term debt	11	(70,218)	(27,991)	(114,903)	(63,682)	
Proceeds from long-term debt	11	59,980	90,000	117,063	98,000	
Deferred financing costs		(2,223)	(311)	(4,496)	(656)	
Dividends paid	14	(17,072)	(17,047)	(34,140)	(32,734)	
Cash (used in) from financing activities		(29,533)	43,853	(36,476)	82,762	
		,	/·			
(Decrease) increase in cash and cash equivalents during the period		(3,374)	(72,798)	(10,985)	33,097	
Cash and cash equivalents, beginning of period		30,439	134,948	38,050	29,053	
Cash and cash equivalents, end of period		27,065	62,150	27,065	62,150	

See accompanying notes.

# 1 Organization

Sienna Senior Living Inc. (the "Company") and its predecessors have been operating since 1972. The Company is a seniors' living provider serving the continuum of independent living ("IL"), independent supportive living ("ISL"), assisted living ("AL"), memory care ("MC") and long-term care ("LTC" or "Long-term Care") through the ownership and operation of seniors' living residences in the Provinces of British Columbia, Saskatchewan, and Ontario. As at June 30, 2023, the Company owns and operates a total of 81 seniors' living residences: 39 retirement residences ("RRs", "Retirement Residences" or "RET") (including the Company's joint venture interest in 12 residences in Ontario and Saskatchewan); 34 LTC residences; and eight seniors' living residences providing both private-pay IL and AL and funded LTC (including the Company's joint ownership in two residences in British Columbia). The Company also provides management services to 11 seniors' living residences in British Columbia and Ontario.

The Company was incorporated under the Business Corporations Act (Ontario) on February 10, 2010 and was subsequently continued under the Business Corporations Act (British Columbia) on March 18, 2010. The Company closed the initial public offering of its common shares on March 23, 2010 and is traded on the Toronto Stock Exchange ("TSX") under the symbol "SIA".

The Company's business is carried on through a number of wholly owned limited partnerships and joint ventures formed under the laws of the Province of Ontario. The head office of the Company is located at 302 Town Centre Blvd., Suite 300, Markham, Ontario, L3R 0E8. The registered office of the Company is located at 1900 - 355 Burrard Street, Vancouver, British Columbia, V6C 2G8.

As at June 30, 2023, the Company had outstanding 72,967,166 common shares.

# 2 Basis of preparation

These unaudited condensed interim consolidated financial statements ("interim consolidated financial statements") have been prepared in accordance with International Accounting Standard ("IAS") 34, Interim Financial Reporting. The interim consolidated financial statements should be read in conjunction with the Company's annual audited consolidated financial statements for the year ended December 31, 2022, which have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

Certain prior year figures have been revised to conform to current year's presentation.

The condensed interim consolidated financial statements were approved by the Board of Directors on August 10, 2023.

# 3 Summary of significant accounting policies, judgments and estimation uncertainty

In preparing these condensed interim consolidated financial statements, the accounting policies utilized are consistent with those utilized in the preparation of the annual audited consolidated financial statements for the year ended December 31, 2022.

# Amendments to IAS 8, Definition of Accounting Estimates

In February 2021, the IASB issued Definition of Accounting Estimates, which made amendments to IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors. The amendment replaced the definition of a change in accounting estimates with a definition of accounting estimates. Under the new definition, accounting estimates are "monetary amounts in financial statements that are subject to measurement uncertainty". Accounting estimates are developed if accounting policies require items in financial statements to be measured in a way that involves measurement uncertainty. The amendment clarifies that a change in accounting estimate that results from new information or new developments is not the correction of an error. In addition, the effects of a change in an input or a measurement technique used to develop an accounting estimate are changes in accounting estimates if they do not result from the correction of prior period errors. A change in an accounting estimate may affect only the current period's consolidated statements of comprehensive income (loss), or the consolidated statements of comprehensive income (loss) of both the current period and future periods. The effect of the change relating to the current period is recognised as income or expense in the current periods.

The amendments apply for annual periods beginning on or after January 1, 2023. Effective January 1, 2023, the Company adopted these requirements. The application of this amendment did not have a material impact on the Company's condensed interim consolidated financial statements.

There are no accounting standards issued but not yet applied that would be expected to have a material impact on the Company.

# 4 Acquisitions

On January 3, 2023, the Company completed the acquisition of a formerly managed retirement and long-term care community ("Woods Park") from a related party. Woods Park consists of 55 retirement suites and 123 Class A LTC Beds and is located in Barrie, Ontario. The total purchase price of the acquisition was allocated to the assets and liabilities on a preliminary basis as follows:

Assets	
Cash	2
Accounts receivable	5
Prepaid expenses and deposits	11
Property and equipment	26,300
Total assets	26,318
Liabilities	
Accounts payable and other liabilities	1,135
Long-term debt	10,472
Total liabilities	11,607
Net assets acquired	14,711
Cash consideration	14,711
Total consideration	14,711

Transaction costs expensed related to the acquisition for the six months ended June 30, 2023 were \$616.

As part of the Woods Park Acquisition, the Company assumed existing property-level mortgages in the amount of \$10,807 with a fair value of \$10,472 bearing interest of 4.27% and maturing on December 29, 2024.

Woods Park contributed \$6,914 revenue and net income of \$223 to the Company for the period between the date of acquisition and June 30, 2023.

# 5 Financial instruments

The following financial instruments are measured at amortized cost and the corresponding fair values as at June 30, 2023 and December 31, 2022 are disclosed in the table below:

	As at June 30, 2023		As at Decembe	r 31, 2022
	Carrying Value	Fair Value	Carrying Value	Fair Value
Financial Assets				
Current and long-term portion of construction funding receivable	10,988	10,530	14,662	14,122
Financial Liabilities				
Current and long-term portion of debt	988,938	952,315	977,964	940,077

#### Liquidity risk

Liquidity risk is the risk the Company may encounter difficulties in meeting its obligations associated with financial liabilities and commitments. The Company has credit agreements in place related to its long-term debt. These credit agreements contain a number of standard financial and other covenants. The Company was in compliance with all covenants on its borrowings as at June 30, 2023. A failure by the Company to comply with the obligations in these credit agreements could result in a default that, if not rectified or waived, could permit acceleration of the relevant indebtedness.

As at June 30, 2023, the Company had negative working capital (current assets less current liabilities) of \$232,342 (December 31, 2022 - \$252,951), which is primarily related to the current portion of long-term debt of \$76,760 and timing of settling accounts payable. To support the Company's working capital deficiency, the Company has available cash from operations, access to multiple sources of financing, and a history of successfully refinancing debt.

#### 6 Restricted cash

Restricted cash comprises the capital maintenance reserve funds required for certain property-level mortgages.

# 7 Construction funding receivable

As at June 30, 2023, the Company is eligible to receive funding from the Government of Ontario of approximately \$10,988 (December 31, 2022 - \$14,662) related to the costs of developing or redeveloping eligible LTC residences. The receipt of this funding is subject to the condition that the residences continue to operate as long-term care residences for the period for which the residences are entitled to the construction funding. As at June 30, 2023, the condition for the funding has been met.

As at June 30, 2023, the weighted average remaining term of the construction funding is approximately 6.2 years. The fair value of the construction funding receivable is determined by discounting the expected future cash flows of the receivable using the applicable Government of Ontario bond rates.

# The following table summarizes the construction funding activity:

As at January 1, 2023	14,662
Add: Interest income earned	293
Less: Construction funding payments received	(3,967)
As at June 30, 2023	10,988
Less: Current portion	(3,753)
Long-term receivable	7,235

# 8 Property and equipment

	Land	Buildings	Furniture and fixtures	Automobiles	Computer hardware	Circulating equipment	Construction in progress	Right-of-use building and equipment <sup>(1)</sup>	Total
Cost									
As at January 1, 2023	131,014	1,213,203	82,385	2,519	16,830	1,290	12,367	5,049	1,464,657
Acquisition of Woods Park	2,061	24,200	39	_	_	_	_	_	26,300
Additions <sup>(2)</sup>	_	1,721	2,927	7	736	57	10,349	1,916	17,713
Derecognition	_	_	_	_	_	_	_	(791)	(791)
As at June 30, 2023	133,075	1,239,124	85,351	2,526	17,566	1,347	22,716	6,174	1,507,879
Accumulated depreciation		225.076	40.075	1.450	0.400	4.400	400	2 200	200 777
As at January 1, 2023	_	335,876	49,276	1,469	9,483	1,183	100	2,390	399,777
Charges for the period	_	17,105	4,429	176	2,119	17	_	308	24,154
Derecognition	_		_	_	_	_	_	(791)	(791)
As at June 30, 2023	_	352,981	53,705	1,645	11,602	1,200	100	1,907	423,140
Net Book Value									
As at June 30, 2023	133,075	886,143	31,646	881	5,964	147	22,616	4,267	1,084,739
As at December 31, 2022	131,014	877,327	33,109	1,050	7,347	107	12,267	2,659	1,064,880

<sup>(1)</sup> Includes right-of-use building and related accumulated depreciation of \$4,227 and \$1,743, respectively (December 31, 2022 - \$4,227 and \$1,547, respectively), and the right-of-use equipment and related accumulated depreciation of \$1,947 and \$164, respectively (December 31, 2022 - \$822 and \$822, respectively).

<sup>(2)</sup> Includes pandemic capital expenditures for the three and six months ended June 30, 2023 of \$1,775 (2022 - \$10,653) and \$7,909 (2022 - \$15,685), respectively, reduced by related government assistance for the three and six months ended June 30, 2023 of \$1,775 (2022 - \$10,653) and \$7,909 (2022 - \$15,685), respectively. Included in the \$7,909 is \$2,198 of eligible capital expenditures incurred in 2022 for which government assistance was applied in the three and six months ended June 30, 2023.

# 9 Intangible assets

	Indefinite life	Finite life			
	Licences (1)	Resident relationships	Service contracts	Computer software	Total
Cost					
As at January 1, 2023	188,569	164,393	10,968	17,445	381,375
Additions				951	951
As at June 30, 2023	188,569	164,393	10,968	18,396	382,326
Accumulated amortization					
As at January 1, 2023	1,426	164,393	10,968	12,303	189,090
Charges for the period				822	822
As at June 30, 2023	1,426	164,393	10,968	13,125	189,912
Net book value					
As at June 30, 2023	187,143	_	_	5,271	192,414
As at December 31, 2022	187,143	_	_	5,142	192,285

<sup>(1)</sup> Accumulated amortization relates to impairment of a LTC community during 2022.

# 10 Accounts payable and other liabilities

	June 30, 2023	December 31, 2022
Accounts payable and other liabilities	44,871	44,401
Accrued wages and benefits	64,595	66,543
Accrued interest payable	4,821	4,892
Dividends payable (Note 15)	5,689	5,690
Restructuring provision (1)	2,277	4,096
Total	122,253	125,622

<sup>(1)</sup> In 2022, the Company announced the closure of one of its LTC residences and recognized a restructuring provision as a result. During the three months ended June 30, 2023 the Company utilized \$1,226 from the provision and reduced the provision by \$593 based on current best estimates (see Note 19).

# 11 Long-term debt

	Interest rate	Maturity date	June 30, 2023	December 31, 2022
Series A Unsecured Debentures	3.109%	November 4, 2024	150,000	150,000
Series B Unsecured Debentures	3.450%	February 27, 2026	175,000	175,000
Series C Unsecured Debentures	2.820%	March 31, 2027	125,000	125,000
Unsecured Term Loan	Floating	May 16, 2023	_	50,000
Credit facilities	Floating	March 19, 2027	60,000	60,000
Mortgages at fixed rates	1.65% - 5.80%	2023-2041	366,866	291,487
Mortgages at variable rates	Floating	2023-2029	118,445	131,191
Lease liability	2.58% - 3.83%	2023-2029	4,485	2,844
			999,796	985,522
Fair value adjustments on acquired debt			1,976	2,343
Less: Deferred financing costs			(12,834)	(9,901)
Total debt			988,938	977,964
Less: Current portion			(76,760)	(126,099)
			912,178	851,865

## **Credit facilities**

The following table summarizes the activity in the Company's unsecured credit facilities:

	June 30, 2023	December 31, 2022
Credit facilities available	308,500	308,500
Amounts drawn under credit facilities	(60,000)	(60,000)
Remaining available balance under credit facilities	248,500	248,500

### **Mortgages**

The following table summarizes the scheduled maturities of the Company's property-level mortgages as at June 30, 2023:

	Mortg			
Year	Regular principal payments	Principal due at maturity	Total	% of Total
2023	9,040	55,291	64,331	13.3 %
2024	16,748	59,531	76,279	15.7 %
2025	12,497	41,112	53,609	11 %
2026	12,655	_	12,655	2.6 %
2027	11,957	35,115	47,072	9.7 %
2028	7,049	115,707	122,756	25.4 %
2029	3,699	_	3,699	0.8 %
2030	3,536	9,230	12,766	2.6 %
Thereafter	17,719	74,425	92,144	18.9 %
	94,900	390,411	485,311	100 %

# **12** Net finance charges

	Three months ended		Six months ended		
	June 3	June 30,		June 30,	
	2023	2022	2023	2022	
Finance costs					
Interest expense on mortgages	5,149	3,773	10,220	7,402	
Interest expense on debentures	3,547	3,547	7,055	7,055	
Interest on unsecured term loan	387	336	1,176	336	
Interest expense on credit facilities	1,080	152	1,766	377	
Interest expense on right-of-use assets	43	30	70	42	
Amortization of financing charges and fair value adjustments on acquired debt	738	585	1,531	1,137	
Net settlement payment (receipt) on interest rate swap contracts	(865)	402	(1,635)	1,060	
Fair value gain on interest rate swap contracts	(1,636)	(2,777)	(549)	(7,746)	
	8,443	6,048	19,634	9,663	
Finance income					
Interest income on construction funding receivable	147	230	293	485	
Other interest income	393	255	769	284	
	540	485	1,062	769	
Net finance charges	7,903	5,563	18,572	8,894	

## 13 Income taxes

Total income tax expense for the period can be reconciled to the consolidated statements of net income and comprehensive income as follows:

	Three mont	Three months ended June 30,		ended	
	June			30,	
	2023	2022	2023	2022	
(Loss) income before provision (recovery of) income taxes	6,264	(14,206)	6,003	16,971	
Canadian combined income tax rate	26.59 %	26.57 %	26.59 %	26.57 %	
Income tax (recovery) expense	1,665	(3,775)	1,596	4,509	
Adjustments to income tax provision:					
Non-deductible items	110	813	170	(2,340)	
Book to filing adjustment	31	_	31	_	
Other items	(9)	(54)	79	(28)	
Provision for (recovery of) income taxes	1,797	(3,016)	1,876	2,141	

The following are the deferred tax assets (liabilities) recognized by the Company and movements thereon during the six months ended June 30, 2023:

	Depreciable tangible and intangible assets	Share issuance	Construction funding interest	Other	Total
As at January 1, 2022	(54,464)	443	899	72	(53,050)
Credit (charge) to net income	4,244	(681)	(233)	428	3,758
Book to filing adjustment	(93)	_	_	122	29
Credit to equity	_	1,196	_	_	1,196
As at December 31, 2022	(50,313)	958	666	622	(48,067)
Book to filing adjustment	(25)	_	(12)	(1,538)	(1,575)
Credit (charge) to net income	192	(119)	(77)	1,902	1,898
Other items	_	_	_	(88)	(88)
As at June 30, 2023	(50,146)	839	577	898	(47,832)

# 14 Share capital

#### **Authorized**

Unlimited number of common shares, without nominal or par value Unlimited number of preferred shares, without nominal or par value

#### Issued and outstanding

	Common shares	Amount
Balance, January 1, 2022	67,039,123	879,028
Long-term incentive plan, net of loans receivable	_	416
Common shares issued pursuant to bought deal, net of share issuance costs	5,750,000	82,945
Common shares issued pursuant to SOAR program	150,818	2,125
Balance, December 31, 2022	72,939,941	964,514
Long-term incentive plan, net of loans receivable	_	13
Common shares issued pursuant to SOAR program	27,225	306
Balance, June 30, 2023	72,967,166	964,833

For the three and six months ended June 30, 2023, the weighted average of total shares outstanding was 72,949,215 and 72,944,604, respectively (2022 - 72,855,687 and 70,249,385).

#### Normal course issuer bid

On June 12, 2023, the Company received approval from the TSX on its notice of intention to renew its normal course issuer bid ("NCIB") for a portion of the Company's common shares. Pursuant to the notice, the Company has the authority to acquire up to a maximum of 3,648,358 of its common shares for cancellation over the next 12 months. Purchases by the Company under the NCIB will be made through the facilities of the TSX or through a Canadian alternative trading system and in accordance with applicable regulatory requirements at a price per common share equal to the market price at the time of acquisition. The number of common shares that can be purchased pursuant to the NCIB is subject to a current daily maximum of 64,407 common shares, subject to the Company's ability to make one block purchase of its common shares per calendar week that exceeds such limits. All common shares purchased by the Company under the NCIB will be cancelled upon purchase. The Company had the option to purchase shares beginning on June 20, 2023. The NCIB will terminate on June 19, 2024.

No common shares were purchased pursuant to the Company's normal course issuer bid.

### Net income per share

Net income per share is calculated using the weighted average number of common shares outstanding for the three and six months ended June 30, 2023.

### 15 Dividends

For the three and six months ended June 30, 2023, the Company paid monthly dividends of \$0.078 per common share totaling \$17,072 and \$34,140, respectively (2022 - \$17,047 and \$32,734, respectively). Dividends payable of \$5,689 are included in accounts payable and other liabilities as at June 30, 2023 (December 31, 2022 - \$5,690). Subsequent to June 30, 2023, the Board of Directors declared dividends of \$0.078 per common share for July 2023 totaling \$5,691.

# 16 Share-based compensation

### Restricted share units plan ("RSUP")

Total expenses related to the RSUP for the three and six months ended June 30, 2023 were \$415 and \$773, respectively (2022 - \$194 and \$400, respectively), including mark-to-market adjustments and net of forfeitures, which were recognized in administrative expenses. During the six months ended June 30, 2023, 9,583 RSUs vested (2022 - 15,477) and were settled in cash, resulting in a decrease of \$109 to the share-based compensation liability (2022 - \$230). The total liability recorded as part of the share-based compensation liability as at June 30, 2023 was \$1,685 (December 31, 2022 - \$1,021).

A summary of the movement of the RSUs granted is as follows:

	Number of RSUs
Balance, January 1, 2022	130,967
Granted	153,604
Forfeited	(15,651)
Dividends reinvested & forfeiture	16,214
Settled in cash	(15,477)
Balance, December 31, 2022	269,657
Granted	228,742
Forfeited	(46,995)
Dividends reinvested & forfeiture	10,164
Settled in cash	(9,583)
Balance, June 30, 2023	451,985

### Deferred share units plan ("DSUP")

Total expenses related to the DSUP for the three and six months ended June 30, 2023 were \$590 and \$747, respectively (2022 - \$(848) and \$(453), respectively), including mark-to-market adjustments, which were recognized in administrative expenses. The total liability recorded related to the DSUP as a part of the share-based compensation liability as at June 30, 2023 was \$5,779 (December 31, 2022 - \$5,032). The value of each deferred share unit is measured at each reporting date and is equivalent to the fair value of a common share at the reporting date.

### A summary of the movement of the DSUs granted is as follows:

	Number of RSUs
Balance, January 1, 2022	454,379
Granted	45,106
Forfeited	(515)
Dividends reinvested & forfeiture	34,653
Settled in cash	(71,988)
Balance, December 31, 2022	461,635
Granted	22,952
Forfeited	(505)
Dividends reinvested & forfeiture	20,584
Balance, June 30, 2023	504,666

#### Executive deferred share units plan ("EDSUP")

Total expenses (recoveries) related to the EDSUP for the three and six months ended June 30, 2023 were \$203 and \$378, respectively (2022 - \$(126) and \$70, respectively), including mark-to-market adjustments, which were recognized in administrative expenses. During the six months ended June 30, 2023, 19,813 EDSUs vested (2022 - 137,198) and settled in cash, resulting in a decrease of \$225 to share-based compensation liability (2022 - \$1,888). The total liability recorded related to the EDSUP as a part of the share-based compensation liability as at June 30, 2023 was \$1,033 (December 31, 2022 - \$880). The value of each vested EDSU is measured at each reporting date and is equivalent to the fair value of a common share of the Company at the reporting date.

#### A summary of the movement of the EDSUs granted is as follows:

	Number of EDSUs
Balance, January 1, 2022	230,255
Granted	27,243
Forfeited	(2,502)
Dividends reinvested & forfeiture	6,895
Settled in cash	(137,198)
Balance, December 31, 2022	124,693
Granted	20,369
Forfeited	(2,092)
Dividends reinvested & forfeiture	4,450
Settled in cash	(19,813)
Balance, June 30, 2023	127,607

### Total return swap contracts and mark-to-market adjustments on share-based compensation

Share-based compensation expense (recovery), under Notes 17 and 19, includes a fair value loss (gain) on Total Return Swap contracts for the three and six months ended June 30, 2023 of \$(476) and \$(375), respectively (2022 - \$1,364 and \$1,096, respectively) and mark-to-market (recovery) expense on share-based compensation liability for the three and six months ended June 30, 2023 of \$597 and \$711, respectively (2022 - \$1,334 and \$1,464, respectively).

# 17 Key management compensation

The remuneration of key management is set out in aggregate for each of the categories below:

	Three months ended June 30,		Six months ended June 30,	
	2023	2022	2023	2022
Salaries and short-term employee benefits <sup>(1)</sup>	1,231	1,829	2,448	3,382
Share-based compensation expense	698	448	1,360	930
	1,929	2,277	3,808	4,312

<sup>(1)</sup> For the three and six months ended June 30, 2022, salaries and short-term employee benefits included one-time termination costs.

# 18 Economic dependence

The Company holds licences related to each of its LTC residences and receives funding from the applicable health authorities related to those licences, which are included in revenues. In addition, the Company has received government assistance to support pandemic related expenses for LTC and Retirement Residences which is recorded against operating expenses. Funding for incremental COVID-19 costs is provided in addition to ongoing long-term care funding, all of which are subject to periodic reconciliations with the regulatory authorities. Funding for incremental COVID-19 costs is required to be spent entirely on resident care, with any excess amounts not allocated to direct resident care or pandemic expenses required to be returned to the regulatory authorities. During the three and six months ended June 30, 2023, the Company received approximately \$132,820 and \$261,525, respectively, (2022 - \$136,310 and \$292,033, respectively) in respect of these licences and pandemic related funding.

Approximately 82% and 65% (2022 - 82% and 63%) of revenue from the Company's Ontario LTC residences and British Columbia LTC residences is received from the applicable health authorities, respectively. The rest of the LTC segment's revenue are received from resident co-payments.

# 19 Administrative expenses

	Three months en	ded	Six months end	ed
	June 30,		June 30,	
	2023	2022	2023	2022
General and administrative expenses	6,837	7,766	13,806	14,986
Restructuring costs (1)	(593)	_	(1)	_
SOAR program	306	1,660	306	1,660
Pandemic related expenses	6	47	26	244
Share-based compensation expense	732	584	1,523	1,113
Total administrative expenses	7,288	10,057	15,660	18,003

<sup>(1)</sup> In 2022, the Company announced the closure of one of its LTC residences and recognized a restructuring provision as a result. During the three months ended June 30, 2023, the Company reduced the provision by \$593 based on current best estimates.

# 20 Expenses by category

	Three months	ended	Six months en	ded
	June 30,		June 30,	
	2023	2022	2023	2022
Salaries, benefits and people costs	119,527	112,106	241,987	220,117
Depreciation and amortization	12,608	11,834	24,976	23,901
Purchased services and non-medical supplies	6,873	6,445	13,496	12,864
Property taxes	3,713	3,916	7,386	7,612
Share of net loss in JV	2,344	5,509	4,885	5,509
Utilities	4,562	4,281	10,768	10,117
Net finance charges	7,903	5,563	18,572	8,894
Food	8,804	8,119	17,309	15,730
Share-based compensation expense	732	584	1,523	1,113
Transaction costs	322	1,810	1,096	3,149
Restructuring costs	(593)	_	(1)	_
Impairment loss	_	12,788	_	12,788
SOAR program	306	1,660	306	1,660
Other (1)	17,242	13,502	33,983	29,563
Total expenses before net pandemic expenses	184,343	188,117	376,286	353,017
Pandemic labour	5,359	12,781	13,593	34,585
Personal protective equipment	_	1,398	_	3,041
Other pandemic related expenses (2)	128	522	1,887	4,043
Government assistance (3)	(5,496)	(12,067)	(15,117)	(37,108)
Net pandemic expenses	(9)	2,634	363	4,561
Gain on disposal of properties				(23,722)
Total expenses	184,334	190,751	376,649	333,856

<sup>(1)</sup> Other expenses primarily relate to maintenance and equipment expenses, supplies, professional fees and program costs.

# 21 Segmented information

Segmented information is presented in respect of the Company's business segments. The business segments are based on the Company's management and internal reporting structure. The Company operates solely within Canada, hence no geographical segment disclosures are presented. Intersegment pricing is determined on an arm's length basis. Segment results and assets include items directly attributable to a segment as well as those that can be allocated on a reasonable basis.

The accounting policies of the business segments are the same as those for the Company and is presented on a proportionate share basis in the manner which our chief operation decision maker reviews the financial information. The "Adjustments for Joint Venture" column shows the adjustments to account for Sienna-Sabra LP using the equity method, as applied in these consolidated financial statements.

<sup>(2)</sup> Other pandemic expenses are primarily cleaning supplies for infection prevention and control, meals and accommodations to support team members, and advisory fees to support the management of the pandemic.

<sup>(3)</sup> There are various programs and financial assistance provided by the government to support COVID-19 related expenses. During the three and six months ended June 30, 2023, the LTC segment received additional retroactive pandemic funding of \$2,979 (2022 - \$nil and \$2,222) for pandemic expenses incurred during the years ended December 31, 2020, 2021 and 2022.

The Company is comprised of the following main business segments:

- Retirement this segment consists of 39 RRs, of which five retirement residences are located in Saskatchewan, four of which are located in British Columbia and 30 of which are located in Ontario, and the RR management services business;
- LTC this segment consists of 34 LTC residences located in Ontario, eight seniors' living residences located in British Columbia and the LTC management services business; and
- Corporate, Eliminations and Other this segment represents the results of head office, intercompany eliminations and other items that are not allocated to the segments.

		Three months ended June 30, 2023				
	Retirement <sup>(1)</sup>	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(4)</sup>	Total	
Gross revenue	49,715	152,623	23,157	(7,745)	217,750	
Less: Internal revenue	<del>-</del>	(3,995)	(23,157)	_	(27,152)	
Net revenue	49,715	148,628	_	(7,745)	190,598	
Operating expense, net of government assistance (2)	31,323	128,115	_	(5,569)	153,869	
Depreciation and amortization	9,755	5,620	1,406	(4,173)	12,608	
Administrative expense (2)	<del>-</del>	(593)	7,881	_	7,288	
Share of net loss in joint venture	<del>-</del>	_	167	2,177	2,344	
Finance costs	1,663	1,623	5,352	(195)	8,443	
Finance income	(6)	(197)	(343)	6	(540)	
Transaction costs	(26)	65	274	9	322	
Provision for income taxes	<del>-</del>	_	1,797	_	1,797	
Net income (loss)	7,006	13,995	(16,534)	_	4,467	
Purchase of property and equipment (3)	2,260	10,159	488		12,907	
Purchase of intangible assets		_	454	_	454	

<sup>(1)</sup> For the three months ended June 30, 2023, the Retirement segment recognized accommodation revenues of \$24,360 and service revenues of \$25,355.

<sup>(2)</sup> Includes net pandemic expense (recovery) of \$102 for Retirement, \$(115) for LTC and \$4 for Corporate, eliminations and other.

<sup>(3)</sup> Includes pandemic capital expenditures for the three months ended June 30, 2023 of \$1,775, which were fully funded by related government assistance. Also includes purchase price allocation of \$26,300 from the acquisition of Woods Park (see Note 8).

<sup>(4)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed consolidated interim financial statements.

		Three months ended June 30, 2022					
	Retirement <sup>(1)</sup>	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(4)</sup>	Total		
Gross revenue	43,234	140,672	17,382	(3,606)	197,682		
Less: Internal revenue	_	3,755	17,382	_	21,137		
Net revenue	43,234	136,917	_	(3,606)	176,545		
Operating expense, net of government assistance (2)	26,661	119,272	_	(2,743)	143,190		
Depreciation and amortization	8,144	5,590	848	(2,748)	11,834		
Administrative expense (2)	_	_	10,057	_	10,057		
Share of net loss in joint venture	_	_	_	5,509	5,509		
Finance costs	495	1,304	4,359	(110)	6,048		
Finance income	_	(274)	(211)	_	(485)		
Transaction costs	3,532	798	994	(3,514)	1,810		
Impairment loss	_	12,788	_	_	12,788		
Provision for income taxes	_	_	(3,016)	_	(3,016)		
Net income (loss)	4,402	(2,561)	(13,031)	_	(11,190)		
Purchase of property and equipment, net of disposals (3)	3,230	2,044	1,334	_	6,608		
(Disposal) purchase of intangible assets	_	(3,185)	400	_	(2,785)		

<sup>(1)</sup> For the three months ended June 30, 2022, the Retirement segment recognized accommodation revenues of \$20,752 and service revenues of \$22,482.

<sup>(2)</sup> Includes net pandemic expense of \$66 for Retirement, \$2,519 for LTC and \$46 for corporate, eliminations and other.

<sup>(3)</sup> Includes pandemic capital expenditures in the LTC segment for the three months ended June 30, 2022 of \$10,653, fully funded by related government assistance.

<sup>&</sup>lt;sup>(4)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed consolidated interim financial statements.

		Six months ended June 30, 2023				
	Retirement (1)	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(4)</sup>	Total	
Gross revenue	99,136	306,778	40,577	(15,302)	431,189	
Less: Internal revenue	<del>-</del>	(7,960)	(40,577)	_	(48,537)	
Net revenue	99,136	298,818	_	(15,302)	382,652	
Operating expense, net of government assistance (2)	63,129	259,611	=	(11,280)	311,460	
Depreciation and amortization	19,448	11,092	2,768	(8,332)	24,976	
Administrative expense (2)	_	(593)	16,253	_	15,660	
Share of net loss in joint venture	<del>-</del>	_	167	4,718	4,885	
Finance costs	6,055	3,183	10,788	(392)	19,634	
Finance income	(14)	(383)	(677)	12	(1,062)	
Transaction costs	24	615	485	(28)	1,096	
Provision for income taxes	_	_	1,876	_	1,876	
Net income (loss)	10,494	25,293	(31,660)	_	4,127	
Purchase of property and equipment (3)	14,855	27,628	614	_	43,097	
Purchase of intangible assets	_	_	951	_	951	

<sup>(1)</sup> For the six months ended June 30, 2023, the Retirement segment recognized accommodation revenues of \$48,577 and service revenues of \$50,559.

<sup>(2)</sup> Includes net pandemic expense (recovery) of \$(54) for Retirement, \$391 for LTC and \$26 for Corporate, eliminations and other.

<sup>(3)</sup> Includes pandemic capital expenditures for the six months ended June 30, 2023 of \$7,909, which were fully funded by related government assistance. Also includes purchase price allocation of \$26,300 from the acquisition of Woods Park (see Note 8).

<sup>(4)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed consolidated interim financial statements.

		Six months ended June 30, 2022				
	Retirement <sup>(1)</sup>	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(4)</sup>	Total	
Gross revenue	81,602	281,040	34,444	(3,606)	393,480	
Less: Internal revenue	_	8,209	34,444	_	42,653	
Net revenue	81,602	272,831	_	(3,606)	350,827	
Operating expense, net of government assistance (2)	51,280	236,797	_	(2,743)	285,334	
Depreciation and amortization	13,666	11,289	1,694	(2,748)	23,901	
Administrative expense (2)	_	_	18,003	_	18,003	
Share of net loss in joint venture	_	_	_	5,509	5,509	
Finance costs	(1,012)	2,445	8,340	(110)	9,663	
Finance income	_	(544)	(225)	_	(769)	
Transaction costs	3,602	855	2,206	(3,514)	3,149	
Impairment loss	_	12,788	_	_	12,788	
Gain on disposal of properties	(12,690)	(11,032)	_	_	(23,722)	
Provision for income taxes	_	_	2,141	_	2,141	
Net income (loss)	26,756	20,233	(32,159)	_	14,830	
Purchase of property and equipment, net of disposals (3)	4,917	4,917	(2,094)	_	7,328	
(Disposal) purchase of intangible assets	(5,561)	(5,561)	676	_	(4,885)	

<sup>(1)</sup> For the six months ended June 30, 2022, the Retirement segment recognized accommodation revenues of \$39,169 and service revenues of \$42,433.

<sup>(2)</sup> Includes net pandemic expense of \$678 for Retirement, \$3,639 for LTC and \$244 for corporate, eliminations and other.

<sup>(3)</sup> Includes pandemic capital expenditures for the six months ended June 30, 2022 of \$15,685, which were fully funded by government related assistance.

<sup>(4)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed consolidated interim financial statements.

		As at June 30, 2023					
	Retirement	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(1)</sup>	Total		
Total assets	889,003	784,338	27,518	(25,245)	1,675,614		
	As at December 31, 2022						
	Retirement	LTC	Corporate, eliminations and other	Adjustments for Joint Venture	Total		
Total assets	893,449	786,568	26,734	(26,323)	1,680,428		

<sup>(1)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed interim consolidated financial statements.

		As at June 30, 2023					
	Retirement	LTC	Corporate, eliminations and other	Adjustments for Joint Venture <sup>(1)</sup>	Total		
Total liabilities	365,151	341,556	589,154	(25,245)	1,270,616		
	As at December 31, 20						
	Retirement	LTC	Corporate, eliminations and other	Adjustments for Joint Venture	Total		
Total liabilities	298,710	328,874	644,475	(26,323)	1,245,736		

<sup>(1)</sup> Adjustments to present Sienna-Sabra LP using the equity method, as applied in the condensed interim consolidated financial statements.

# 22 Joint arrangements

A joint arrangement can be a joint venture or a joint operation. In a joint venture, the parties that have joint control of the arrangement have the rights to the net assets of the arrangement. In a joint operation, the parties that have joint control of the arrangement have the rights to the assets, and obligations for the liabilities, relating to the arrangement. The following are the Company's joint arrangements as at June 30, 2023:

Joint Arrangements	Number of properties	Sienna ownership	Joint arrangement type	Accounting treatment	Investment in joint venture balance	Share of net loss from joint venture balance
					June 30, 2023	Six months ended June 30, 2023
Sienna-RSH Niagara Falls LP <sup>(1)</sup>	0	70%	Joint venture	Equity	6,052	(167)
Sienna-Sabra LP	12	50%	Joint venture	Equity	146,636	(4,718)
Sienna Baltic Development LP <sup>(2)</sup>	2	40%/77%	Joint operation	Proportionate	N/A	N/A
					152,688	(4,885)

 $<sup>^{(1)}</sup>$  The property of Sienna-RSH Niagara Falls LP is currently in development stage as of June 30, 2023.

### Joint ventures

#### Sienna-RSH Niagara Falls LP

On February 7, 2020, the Company formed a joint venture with a third party for the purpose of developing a retirement residence in Niagara Falls, Ontario. The Company owns a 70% interest in this joint venture. The Company has accounted for this joint venture using the equity method of accounting, since this joint arrangement is structured through a separate legal vehicle, and the Company has rights to the net assets of the arrangement.

The following tables outline the Company's investment in this joint venture, and the Company's share of the joint venture's net loss.

Investment in joint venture as at June 30, 2023	6,052
Share of net loss in joint venture	(167)
Investment in joint venture as at January 1, 2023	6,219

<sup>(2)</sup> Sienna Baltic Development LP owns 40% of Nicola Lodge Care Community and 77% of Glenmore Lodge Care Community.

Statements of Financial Position of Joint Venture	June 30, 2023	December 31, 2022
Current assets	653	213
Long-term assets	33,787	26,824
Total assets	34,440	27,037
Current liabilities	1,844	1,156
Long-term liabilities	23,950	16,997
Total liabilities	25,794	18,153
Net assets	8,646	8,884
Sienna's share of net investment in joint venture (70%)	6,052	6,219

	Three months ended		Six months ended	
Statements of Net Income of Joint Venture	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022
Expenses	238	_	238	_
Net loss	(238)	_	(238)	
Sienna's share of net loss in joint venture (70%)	(167)		(167)	

### Sienna-Sabra LP ("SSLP")

On January 25, 2022, the Company formed a joint venture with a third party for the purpose of owning and operating retirement residences. The Company owns 50% interest in this joint venture. The joint venture first acquired a portfolio of 11 seniors' living assets in Ontario and Saskatchewan on May 16, 2022, and subsequently acquired another retirement residence in Saskatchewan on June 1, 2022. The Company has accounted for this joint venture using the equity method of accounting, since this joint arrangement is structured through a separate legal vehicle, and the Company has rights to the net assets of the arrangement.

The following tables outline the Company's investment in this joint venture, and the Company's share of the joint venture's net loss.

Investment in joint venture as at January 1, 2023		152,854
Contributions to joint venture		_
Distribution received from joint venture		(1,500)
Share of net loss in joint venture		(4,718)
Investment in joint venture as at June 30, 2023		146,636
Statements of Financial Position of Joint Venture	June 30, 2023	December 31, 2022
Current assets	8,033	4,899
Long-term assets	337,727	353,455
Total assets	345,760	358,354
Current liabilities	7,334	6,779
Long-term liabilities	45,154	45,867
Total liabilities	52,488	52,646
Net assets	293,272	305,708
Sienna's share of net investment in joint venture (50%)	146,636	152,854

	Three months ended		Six months ended	
Statements of Net Income of Joint Venture	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022
Revenue	15,490	7,212	30,605	7,212
Expenses and other items				
Operating expenses	11,139	5,486	22,561	5,486
Depreciation and amortization	8,346	5,499	16,664	5,499
Net finance charges	379	219	761	219
Transaction costs	(20)	7,027	55	7,027
	19,844	18,231	40,041	18,231
Net loss	(4,354)	(11,018)	(9,436)	(11,018)
Sienna's share of net loss in joint venture (50%)	(2,177)	(5,509)	(4,718)	(5,509)

#### Acquisitions by Sienna-Sabra LP

On May 16, 2022, SSLP, of which the Company owns 50% interest in, acquired a portfolio of 11 seniors' living assets in Ontario and Saskatchewan consisting of 1,048 private-pay suites, with Sienna as the manager of the property.

On June 1, 2022, SSLP acquired The Village at Stonebridge, Saskatoon, Saskatchewan consisting of 186 private-pay suites, with Sienna as the manager of the property.

The net purchase prices for these two acquisitions were \$250.4 million and \$70.6 million, respectively, and were allocated to the assets and liabilities of the joint venture. Transaction costs for the acquisitions for the six months ended June 30, 2023 were \$55 (2022 - \$7,027).

Related party transactions occur between Sienna and its joint ventures. These related party transactions are in the normal course of operations and are measured at the exchange amount, which is the amount of consideration established and agreed to between the related parties. Except as disclosed elsewhere in these annual consolidated financial statements, the related party balances are included in accounts receivable and payable, and in management fee revenue, as applicable. As of June 30, 2023, \$921 (December 31, 2022 - \$376) of the Company's accounts receivable related to its investments in joint ventures. For the three and six months ended June 30, 2023, \$334 and \$626, respectively (2022 - \$199 and \$199, respectively) of the Company's management fees related to its investment in joint ventures.

## Joint operations

#### Sienna Baltic Development LP

The Company has accounted for its joint arrangement in Nicola Lodge Care Community ("Nicola Lodge") and Glenmore Lodge Care Community ("Glenmore Lodge") as a joint operation, since it has rights to the assets and obligations for the liabilities related to Nicola Lodge and Glenmore Lodge.

The following tables outline the net assets and net income for Nicola Lodge and Glenmore Lodge, and the Company's share of 40% of Nicola Lodge and 77% of Glenmore Lodge that has been recognized in the consolidated financial statements.

Statements of Financial Position of Joint Operation	June 30, 2023	December 31, 2022
Current assets	7,716	4,836
Long-term assets	93,889	94,838
Total assets	101,605	99,674
Current liabilities Long-term liabilities	11,981 60,190	10,006 60,873
Total liabilities	72,171	70,879
Net assets	29,434	28,795
Sienna's share of net assets	14,931	14,685

As at June 30, 2023, the Company's share of net assets in Nicola Lodge and Glenmore Lodge was \$8,383 and \$6,548, respectively (December 31, 2022 - \$8,118 and \$6,567, respectively).

	Three months ended		Six months ended	
Statements of Net Income of Joint Operation	June 30, 2023	June 30, 2022	June 30, 2023	June 30, 2022
Revenue	9,873	8,258	19,334	16,277
Expenses and other items				
Operating, net (1)	7,832	6,831	15,768	13,955
Depreciation and amortization	660	658	1,310	1,302
Net finance charges	636	723	320	1,429
Net income (loss)	745	46	1,936	(409)
Sienna's share of net income (loss)	342	6	946	(245)

<sup>(1)</sup> Includes net pandemic expenses for the three and six months ended June 30, 2023 of \$83 and \$212 (2022 - \$417 and \$1,064, respectively).

For the three months ended June 30, 2023, the Company's share of net income (loss) in Nicola Lodge and Glenmore Lodge was \$250 and \$92, respectively (2022 - \$33 and \$(27), respectively).

For the six months ended June 30, 2023, the Company's share of net income (loss) in Nicola Lodge and Glenmore Lodge was \$590 and \$356, respectively (2022 - \$(76) and \$(169), respectively).

# 23 Commitments and contingencies

The Company has a lease with respect to its Markham corporate office, which expires on October 31, 2029.

The Company has various leases for office and other equipment that expire over the next two years.

The Company has been named as a defendant in litigation related to its handling of the COVID-19 pandemic in its residences. There is risk that further litigation could be commenced by, or on behalf of, persons impacted by an outbreak at a Company residence which, even if not meritorious and even if covered by the Company's insurance, could result in increased operating costs to the Company.

In May 2020, the Company became aware of a statement of claim in respect of a proposed class action alleging, among other things, negligence, breach of contract and breach of fiduciary duties in respect of the care and treatment of residents at the Company's residences during the COVID-19 pandemic. The claim is brought against the Company and certain of its subsidiaries on behalf of residents residing at all of the Company's owned and managed long-term care residences in Ontario during the pandemic, as well as the families of those residents, and seeks damages in the aggregate amount of \$120 million. The claim is a joint claim against the Company and another senior living operator.

Between June and September 2020, the Company became aware of statements of claim in respect of four proposed class actions alleging, among other things, negligence, breach of contract and breach of fiduciary duties in respect of the care and treatment of residents at Altamont Care Community, Woodbridge Vista Care Community, Weston Terrace Care Community and Camilla Care Community during the COVID-19 pandemic. These claims are brought against the Company and certain of its subsidiaries on behalf of all residents residing at each of these respective residences during the pandemic, as well as the families of those residents, and seeks damages in the aggregate amount of \$20 million, \$16 million, \$16 million and \$25 million, respectively.

In September 2020, the Company became aware of a statement of claim in respect of a proposed class action alleging, among other things, negligence and breach of fiduciary duties in respect of the care and treatment of residents residing at various long-term care residences in Ontario, including nine Company owned and managed residences, during the COVID-19 pandemic. This claim is a joint claim against the Company, certain of its subsidiaries as well as other defendants, including the Province of Ontario, the City of Toronto and other senior living operators, on behalf of residents and their families and seeks damages in the aggregate amount of \$600 million.

On January 21, 2022, the Superior Court of Justice made an order consolidating the above proposed class actions in the form ordered by the Court. The aggregate amount of damages claimed in the consolidated claim is \$260 million. The Court ordered that the proposed class actions, other than the consolidated claim, be stayed pending the outcome of the certification motion on the consolidated claim and that no other class proceedings may be commenced in Ontario in relation to the subject matter of the consolidated claim without leave of the Court. The consolidated claim, in effect, replaces all of the other proposed class actions.

None of the above claims, including the consolidated claim, have been certified as a class action. The Company is vigorously defending itself against these claims.

Given the status of the proceedings, management is unable to assess the potential impact of any of these proposed class actions, including the consolidated claim, on the Company's financial results.

On November 20, 2020, the Government of Ontario enacted the Supporting Ontario's Recovery Act (the "Recovery Act"). The Recovery Act provides civil liability protection to organizations that made a good faith effort to follow public health guidance and COVID-19 related laws, and did not act with gross negligence. The Recovery Act also deems existing civil proceedings related to COVID-19 exposure to be dismissed without costs and will bar future proceedings from being brought, as long as the defendant acted in good faith and not with gross negligence.

#### Pay Equity Claim Proceedings

The Company along with a number of other industry participants and the Ontario Government have been engaged in proceedings with applicable unions regarding pay equity maintenance for employees at long-term care facilities, for which wages and benefits are typically funded by the MLTC. In October 2021, the Supreme Court of Canada denied leave to appeal and upheld the appellate court ruling that the proxy method should continue to be utilized for purposes of pay equity maintenance which requires comparison to another establishment. The Company and the other participants in the long-term care sector are working with the unions and government to assess the impact of the ruling and establish a framework for pay equity suitable for the sector. Meetings with the respective unions have commenced and are ongoing.

Given the current status of the proceedings and significant number of judgements required in establishing the pay equity framework, including ongoing discussion with the respective unions amongst the parties, that will impact the measurement of any potential provision, management has assessed the conditions required for a provision and have concluded that it is not possible to reliably measure the potential outflow of resources, and accordingly no provision has been recorded in the Condensed Interim Consolidated Financial Statements as at June 30, 2023.

