



Management's Discussion and Analysis

Q1 2023

Extendicare Inc.
Dated: May 4, 2023

Management's Discussion and Analysis

Three months ended March 31, 2023
Dated: May 4, 2023

TABLE OF CONTENTS

Basis of Presentation	1	2023 First Quarter Financial Review	12
Additional Information	2	Funds From Operations and Adjusted Funds From Operations	15
Forward-looking Statements	2	Liquidity and Capital Resources	17
Significant Developments	3	Other Contractual Obligations and Contingencies	20
Business Overview	5	Discontinued Operations	21
Key Performance Indicators	8	Accounting Policies and Estimates	22
Select Quarterly Financial Information	10	Non-GAAP Measures	22
Statement of Earnings	12	Risks and Uncertainties	24

BASIS OF PRESENTATION

This Management's Discussion and Analysis ("MD&A") provides information on Extendicare Inc. and its subsidiaries, and unless the context otherwise requires, references to "Extendicare", the "Company", "we", "us" and "our" or similar terms refer to Extendicare Inc., either alone or together with its subsidiaries. The Company's common shares (the "Common Shares") are listed on the Toronto Stock Exchange ("TSX") under the symbol "EXE". The registered office of Extendicare is located at 3000 Steeles Avenue East, Suite 400, Markham, Ontario, Canada, L3R 4T9.

Extendicare is a recognized leader in the delivery of quality health care services to Canadians across the continuum of seniors' care. In operation since 1968, it is the largest private-sector owner and operator of long-term care ("LTC") homes in Canada and one of the largest private-sector providers of publicly funded home health care services in Canada through its wholly owned subsidiary ParaMed Inc. ("ParaMed"). As well, the Company provides management and consulting services to LTC homes and retirement communities owned by third parties through its Extendicare Assist division and procurement services through its group purchasing division, SGP Purchasing Partner Network ("SGP").

In May 2022, the Company completed the previously announced sale of its retirement living operations composed of 11 retirement communities (1,050 suites), located in Ontario and Saskatchewan, to Sienna-Sabra LP, a partnership formed between Sienna Senior Living Inc. and SABRA Healthcare REIT (the "Retirement Living Sale"). In October 2022, the Company completed the previously announced transition of operations and ownership of the Company's five LTC homes in Saskatchewan (the "Saskatchewan LTC Homes") to the Saskatchewan Health Authority ("SHA"). The Company classified its retirement living segment and the Saskatchewan LTC Homes as discontinued commencing in Q1 2022 and Q4 2021, respectively (refer to the discussion under "Discontinued Operations" and *Note 11* of the unaudited interim condensed consolidated financial statements).

In This MD&A

This MD&A has been prepared to provide information to current and prospective investors of the Company to assist them to understand the Company's financial results for the three months ended March 31, 2023. This MD&A should be read in conjunction with the Company's unaudited interim condensed consolidated financial statements for the three months ended March 31, 2023, and the notes thereto, together with the annual MD&A and the audited consolidated financial statements for the year ended December 31, 2022, and the notes thereto, prepared in accordance with International Financial Reporting Standards. The accompanying unaudited interim condensed consolidated financial statements for the three months ended March 31, 2023 have been prepared in accordance with the International Accounting Standard ("IAS") 34 "Interim Financial Reporting", as issued by the International Accounting Standards Board.

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. Except as otherwise specified, references to years indicate the fiscal year ended December 31, 2023, or December 31 of the year referenced.

In this MD&A, the Company uses a number of performance measures and indicators to monitor and analyze the financial results that do not have standardized meanings prescribed by generally accepted accounting principles ("GAAP") and, therefore, may not be comparable to similar performance measures and indicators used by other issuers. Refer to the "Key Performance Indicators" and "Non-GAAP Measures" sections of this MD&A for details.

The annual and interim MD&A, financial statements and other materials are available on the Company's website at www.extendicare.com. All currencies are in Canadian dollars unless otherwise indicated.

This MD&A is dated as of May 4, 2023, the date this report was approved by the Company's board of directors (the "Board of Directors" or "Board"), and is based upon information available to management as of that date. This MD&A should not be considered all-inclusive, as it does not include all changes that may occur in general economic, political and environmental conditions. Additionally, other events may or may not occur, which could affect the Company in the future.

ADDITIONAL INFORMATION

Additional information about the Company, including its latest Annual Information Form, may be found on SEDAR's website at www.sedar.com under the Company's issuer profile and on the Company's website at www.extendicare.com.

FORWARD-LOOKING STATEMENTS

This MD&A contains forward-looking statements within the meaning of applicable Canadian securities laws ("forward-looking statements" or "forward-looking information"). Statements other than statements of historical fact contained in this MD&A may be forward-looking statements, including, without limitation, management's expectations, intentions and beliefs concerning anticipated future events, results, circumstances, economic performance or expectations with respect to the Company, including, without limitation: statements regarding its business operations, business strategy, growth strategy, results of operations and financial condition; statements relating to the expected annual revenue, net operating income yield ("NOI Yield") and adjusted funds from operations ("AFFO") to be derived from development projects; statements relating to the agreements entered into with Revera Inc. and its affiliates ("Revera") and Axiom Infrastructure Inc. and its affiliates ("Axiom") in respect of the ownership, operation and redevelopment of LTC homes in Ontario and Manitoba; statements relating to expected future current income taxes and maintenance capex impacting AFFO; and in particular statements in respect of the impact of measures taken to mitigate the impact of COVID-19, the availability of various government programs and financial assistance announced in respect of COVID-19, and the impact of COVID-19 on the Company's operating costs, staffing, procurement, occupancy levels and volumes in its home health care business. Forward-looking statements can often be identified by the expressions "anticipate", "believe", "estimate", "expect", "intend", "objective", "plan", "project", "will", "may", "should" or other similar expressions or the negative thereof. These forward-looking statements reflect the Company's current expectations regarding future results, performance or achievements and are based upon information currently available to the Company and on assumptions that the Company believes are reasonable. Actual results and developments may differ materially from results and developments discussed in the forward-looking statements, as they are subject to a number of risks and uncertainties.

Although forward-looking statements are based upon estimates and assumptions that the Company believes are reasonable based upon information currently available, these statements are not representations or guarantees of future results, performance or achievements of the Company and are inherently subject to significant business, economic and competitive uncertainties and contingencies. In addition to the assumptions and other factors referred to specifically in connection with these forward-looking statements, the risks, uncertainties and other factors that could cause the actual results, performance or achievements of the Company to differ materially from those expressed or implied by the forward-looking statements, include, without limitation, those described under "Risks and Uncertainties" in this MD&A and those other risks, uncertainties and other factors identified in the Company's other public filings with the Canadian securities regulators available on SEDAR's website at www.sedar.com under the Company's issuer profile. These risks and uncertainties include the following: the occurrence of a pandemic, epidemic or outbreak of a contagious illness, such as COVID-19; changes in the overall health of the economy and changes in government; the availability and ability of the Company to attract and retain qualified personnel; changes in the health care industry in general and the long-term care industry in particular because of political, legal and economic influences; changes in applicable accounting policies; changes in regulations governing the health care and long-term care industries and the compliance by the Company with such regulations; changes in government funding levels for health care services; the ability of the Company to renew its government licenses and customer contracts; changes in labour relations, employee costs and pay equity; changes in tax laws; resident care and class action litigation, including the Company's exposure to punitive damage claims, increased insurance costs and other claims; the ability of the Company to maintain and increase resident occupancy levels and business volumes; changes in competition; changes in demographics and local environment economies; changes in interest rates; changes in the financial markets, which may affect the ability of the Company to refinance debt; and the availability and terms of capital to the Company to fund capital expenditures and acquisitions; changes in the anticipated outcome and benefits of proposed or actualized dispositions, acquisitions and development projects, including risks relating to the actual completion of proposed transactions.

The preceding reference to material factors or assumptions is not exhaustive. All forward-looking statements in this MD&A are qualified in their entirety by this forward-looking disclaimer. Although forward-looking statements contained in this MD&A are based upon what management believes are reasonable assumptions, there can be no assurance that actual results will be consistent with these forward-looking statements. Accordingly, readers should not place undue reliance on such forward-looking statements and assumptions as management cannot provide assurance that actual results or developments will be realized or, even if substantially realized, that they will have the expected consequences to, or effects on, the Company. The forward-looking statements speak only as of the date of this MD&A. Except as required by applicable securities laws, the Company assumes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

SIGNIFICANT DEVELOPMENTS

COVID-19 and Related Expenses and Funding

Throughout Q1 2023, we experienced COVID-19 outbreaks and the related financial impacts in our LTC homes, but these impacts slowed throughout the quarter as outbreaks dropped significantly. There are clear signs that the pandemic is transitioning to endemic status, and we expect certain prevention and containment measures, infection control protocols and related staffing will become permanent elements of our LTC operations.

In March 2023, the Government of Ontario announced that prevention and containment funding will end with funding for pandemic costs incurred through to March 31, 2023. They further indicated that the increase in direct hours of care funding, effective April 1, 2023, is expected to be sufficient support for any ongoing costs that may continue as the pandemic transitions to endemic status, which coincided with the April 1st phase out of certain prevention and containment measures in LTC homes. The change in measures includes the elimination of regular testing of asymptomatic staff, caregivers and visitors and relaxing of certain masking, screening and physical distancing requirements. With these changes in funding and prevention and containment measures, we expect that the significant volatility in our financial results caused by the timing of COVID-19 funding and related expenses will begin to normalize in Q2 2023 (refer to the discussions under "Business Overview – Long-term Care – Ontario LTC Funding Changes"). Similarly, the Manitoba and Alberta governments announced funding support for prevention and containment measures will end on March 31, 2023 and June 30, 2023, respectively.

The following table provides a summary of the estimated revenue recognized and the operating and administrative costs incurred related to COVID-19 since the start of the pandemic in Q1 2020. The temporary pandemic pay premiums funded by the Ontario and Alberta governments are included in operating expenses and the related offsetting funding for these programs is recognized as revenue.

Estimated COVID-19 Revenue, Operating Expenses and Administrative Costs												
	2023				2022				2021		2020	
<i>(millions of dollars)</i>	Q1	Q4	Q3	Q2	Q1	Year	Q4	Q3	Q2	Q1	Year	Year
Revenue												
Long-term care ⁽ⁱ⁾	24.1	14.4	18.7	17.0	43.1	93.2	27.4	23.3	24.7	45.8	121.2	62.5
Home health care	0.7	0.9	3.3	4.5	7.6	16.3	8.7	7.7	7.8	8.8	33.0	23.6
Revenue impact	24.8	15.3	22.0	21.5	50.7	109.5	36.1	31.0	32.5	54.6	154.2	86.1
Operating Expenses												
Long-term care	12.0	22.1	18.4	16.1	32.3	88.9	21.3	21.9	30.1	44.9	118.2	85.3
Home health care	0.7	1.7	4.0	5.9	9.8	21.4	9.8	8.2	8.8	9.0	35.8	24.9
Operating expenses impact	12.7	23.8	22.4	22.0	42.1	110.3	31.1	30.1	38.9	53.9	154.0	110.2
NOI												
Long-term care	12.1	(7.7)	0.3	0.9	10.8	4.3	6.1	1.4	(5.4)	0.9	3.0	(22.8)
Home health care	—	(0.8)	(0.7)	(1.4)	(2.2)	(5.1)	(1.1)	(0.5)	(1.0)	(0.2)	(2.8)	(1.3)
NOI impact	12.1	(8.5)	(0.4)	(0.5)	8.6	(0.8)	5.0	0.9	(6.4)	0.7	0.2	(24.1)
Administrative costs	—	—	0.1	0.1	0.1	0.3	0.1	0.8	1.1	0.9	2.9	3.5
Adjusted EBITDA impact	12.1	(8.5)	(0.5)	(0.6)	8.5	(1.1)	4.9	0.1	(7.5)	(0.2)	(2.7)	(27.6)
Discontinued operations impact	—	—	(0.5)	(1.0)	(3.2)	(4.7)	(0.7)	(0.8)	(2.0)	(2.1)	(5.6)	(2.5)
Total impact	12.1	(8.5)	(1.0)	(1.6)	5.3	(5.8)	4.2	(0.7)	(9.5)	(2.3)	(8.3)	(30.1)

(i) Q1 2023 includes funding of \$13.1 million towards costs incurred in prior years. 2022 includes funding of \$17.6 million towards costs incurred in prior years: Q4 2022 of \$1.6 million; Q3 2022 of \$1.1 million; Q2 2022 of \$1.6 million; and Q1 2022 of \$13.3 million. Q1 2021 includes funding of \$18.8 million towards costs incurred in 2020; and Q3 2021 and Q4 2021 include funding of \$5.1 million and \$11.9 million, respectively, towards costs incurred in Q1 2021.

We recognized prevention and containment funding of \$24.8 million in Q1 2023, which included funding for prior year unfunded COVID-19 costs of \$13.1 million. Our estimated COVID-19 expenses declined by \$11.1 million to \$12.7 million in Q1 2023, resulting in a \$20.6 million increase in our consolidated NOI⁽¹⁾ and Adjusted EBITDA⁽¹⁾ as compared to Q4 2022. Excluding prior year funding, our consolidated NOI and Adjusted EBITDA for the three months ended March 31, 2023, were reduced by unfunded COVID costs of \$1.0 million.

Since the beginning of the pandemic in Q1 2020, we have incurred estimated cumulative pandemic-related operating expenses of \$270.1 million, \$6.7 million in COVID-19 related administrative costs and \$117.1 million associated with government funded temporary pandemic pay programs. The additional costs of \$276.8 million were partially offset by funding of \$257.5 million from various provincial governments, resulting in cumulative reductions in our consolidated NOI and Adjusted EBITDA of approximately \$12.6 million and \$19.3 million, respectively. In addition, our discontinued operations incurred an estimated \$12.8 million of cumulative unfunded COVID-19 costs.

We are grateful for the financial support from provincial governments to offset a significant portion of COVID-19 related expenses in our LTC operations. We do not anticipate any further material recovery of our cumulative unfunded net COVID-19 costs. The financial impacts of COVID-19 will largely subside as we emerge from the pandemic; however, there is no certainty as to how soon that may be or whether another pandemic, epidemic or outbreak will have a material adverse effect on the business, results of operations and financial condition of the Company.

Continued Growth in Home Health Care ADV: 2% Sequential Improvement From Q4 2022 and 6.1% Improvement Over Prior Year

Our home health care operations experienced another quarter of sequential growth, achieving adjusted daily volumes ("ADV") of 26,043 in Q1 2023, up 2.0% from Q4 2022 and 6.1% from Q1 2022.

We continue to experience strong demand for our home health care services, however, ongoing staffing challenges and a tight labour market are still impacting our ability to drive faster volume recovery. These factors are also contributing to elevated costs associated with the existing workforce, primarily by driving up wages and benefits and increased overtime and travel costs, as well as higher recruiting, retention and training costs, putting further pressure on our home health care NOI margins.

We remain focused on building staffing capacity through large scale recruiting and new retention programs, and hiring through our personal support worker ("PSW") college partnerships and in-house home support worker training programs. The staffing capacity challenges we have experienced through the pandemic have eased somewhat in the past two quarters and we are cautiously optimistic that we will be able to increase our staffing capacity and accelerate ADV recovery as the pandemic's effects on the labour market recede. The timing and duration of the expected recovery remain difficult to predict.

Continued Commitment to Redevelopment With Approval to Proceed With Construction of a new 256-bed LTC Home in Peterborough in Q2 2023

In November 2022, the Ontario Ministry of Long-Term Care ("MLTC") introduced new time-limited funding to help offset rising construction costs and interest rates that have made it challenging to construct new LTC homes. This supplemental funding provides an additional \$35 per bed per day to the base capital funding subsidy ("CFS") and is available to eligible applicants who receive approval from the government to construct before August 31, 2023. We are targeting to break ground on up to four new projects in 2023 under the enhanced CFS, with tendered construction costs and receipt of applicable regulatory approvals largely determining if and when they will proceed.

Subsequent to March 31, 2023, we received approval from the MLTC to proceed with construction of the first of these four projects, a new 256-bed LTC home in Peterborough, Ontario. Construction is expected to begin in Q2 2023 and be complete in Q4 2025. The new home will replace the existing 172-bed Class C home currently operating in the same city. Together with our Sudbury, Kingston and Stittsville projects, these four homes will replace 834 Class C LTC beds in Ontario with 960 new beds at an estimated total net investment of \$281.1 million. The Company's three homes currently under construction continue to progress towards completion between Q3 2023 and Q1 2024. The homes are being constructed exclusively with private and semi-private rooms, the latter of which consist of single resident bedrooms with a shared bathroom. For more information refer to the discussion under "Key Performance Indicators – LTC Projects Under Construction".

In connection with their commitment to address an aging long-term care infrastructure in Ontario, the MLTC has awarded Extencicare 4,248 new or replacement beds across 20 redevelopment projects. These projects would replace all of our 3,285 existing Class C beds. We continue to advance the balance of our redevelopment portfolio to be well positioned to make use of any future enhancements to the Capital Funding Program that may be made available beyond August 2023. We are working collaboratively with industry partners and the government to make as many of these projects as possible economically feasible, including the need to address the particular challenges faced by projects in the Greater Toronto Area and in smaller rural markets.

Inflation and Elevated Staffing Costs Weigh on LTC NOI Margins as Rate Increases Have Not Kept Pace With Expenses

Our LTC operations have experienced significant increases in labour, insurance, utilities and supply costs over the past three years. An overheated economy and significant expansions in health care employment have resulted in a very tight labour market for health human resources. This has in turn driven higher staff wage rates and an increased use of agency staffing, which carries a significant cost premium over regular staffing rates. Over the long term, LTC NOI margins have been reliably stable, however, recent funding rate increases have not kept pace with the increase in costs. Effective April 1, 2023, the MLTC implemented a 2.0% increase in the flow-through care envelopes and a 2.0% increase in the accommodation envelope. Despite recent historic investments by the Government of Ontario in care funding, these 2.0% increases do not address the inflation and other pressures experienced in both the flow-through and other accommodation envelopes, which will continue to impact our LTC NOI margins. We are working with other sector participants and the Government of Ontario to ensure funding realigns with the significant inflationary cost pressures the sector is experiencing.

Strategic Transactions With Revera and Axium

On March 1, 2022, the Company entered into agreements with Revera and Axium in respect of the ownership, operation and redevelopment of LTC homes in Ontario and Manitoba (refer to the discussion in the Company's 2022 Annual Information Form under the section "General Development of the Business – Acquisitions and Dispositions – Revera and Axium Transactions"). Closing of the Revera and Axium transactions remains subject to customary closing conditions, including receipt of regulatory approvals from the MLTC, Manitoba Health and the Winnipeg Regional Health Authority in the case of the Revera transactions, and is not conditional on financing or due diligence. We anticipate closing the Revera and Axium transactions by the end of Q3 2023.

HIGHLIGHTS OF THE TRANSACTIONS

- Adds 56 LTC homes to the Extencicare Assist portfolio of managed homes, bringing the total homes owned and/or managed to 159
- Extencicare to acquire Revera's 15% managed interest in a portfolio of 24 LTC homes owned in partnership with Axium, and an opportunity to purchase future Revera redevelopment projects
- The 56 LTC homes will also join SGP, representing approximately 7,000 additional beds for the purchasing partnership
- Revera's LTC operations team to join Extencicare to advance the delivery of high-quality care and services across all of our homes
- Extencicare to form a joint venture with Axium for the redevelopment of "Class C" homes owned by Extencicare

These transactions (together the "Revera and Axium Transactions" or separately the "Revera Transactions" or "Axium Transaction"), combined with the Retirement Living Sale in 2022, transition Extencicare's strategy to focus on long-term care and home health care using a less capital-intensive business model. The Company will focus its growth on operating and building new LTC homes, while substantially reducing the amount of its own capital required to redevelop its "Class C" portfolio. This will enable the Company to deploy capital more efficiently and provide greater flexibility for growth initiatives, including acquisitions.

Normal Course Issuer Bid

Subsequent to March 31, 2023, the Company purchased for cancellation 520,800 Common Shares at a cost of \$3.4 million, representing a weighted average price per share of \$6.48. Cumulative purchases under the NCIB from its inception on June 30, 2022 to May 3, 2023 are 5,531,980 Common Shares at a cost of \$38.4 million, representing a weighted average price per share of \$6.94. The Company did not purchase any Common Shares under the NCIB during Q1 2023. (see "Liquidity and Capital Resources – Normal Course Issuer Bid").

Regulatory Developments

The Government of Ontario's *Fixing Long-Term Care Act, 2021* (formerly Bill 37), received Royal Assent on December 9, 2021 and came into effect on April 11, 2022, along with the first tranche of accompanying regulations. The act replaces the *Long-Term Care Homes Act, 2007* and emphasizes improving staffing and care; protecting residents through better accountability, enforcement and transparency; and building modern, safe comfortable homes for seniors. Among other things, the act includes a target to increase average hours of direct care per resident per day to four hours by March 31, 2025 (with phased-in funding that started in November 2021) (the "LTC Staffing Plan"), doubles fines as a financial deterrent for non-compliance and allows the Minister to establish policy that would be used in lieu of individual licensing determinations, thus streamlining the approval process. On April 11, 2023, additional regulations came into effect, including those that address staffing qualifications, medication management, drug administration, resident experience and various other operational requirements.

On January 31, 2023, Health Standards Organization ("HSO") released its national standards for long-term care. These standards were complementary to those released by the Canadian Standards Association in December 2022. The HSO standards consist of high-level objectives and guidelines to support governments and LTC homes in developing policies and procedures rather than taking a more prescriptive approach. With the release, the Government of Canada stated that the standards will not be mandatory, and the \$4 billion in federal funding for long-term care would be directed to supporting the provinces and territories in their efforts to improve LTC in their respective jurisdictions rather than being used to implement the new standards. At this time, no provincial or territorial government has signalled an intent to adopt these standards in their jurisdiction.

BUSINESS OVERVIEW

As at March 31, 2023, the Company owned and operated 53 LTC homes and provided management services to 50 LTC homes and retirement communities for third parties through Extencicare Assist. In total, Extencicare operated or provided management services to a network of 103 LTC homes and retirement communities across four provinces in Canada, with capacity for 13,258 residents. The majority of these homes are in Ontario and Alberta, which accounted for approximately 80% and 13% of residents served, respectively.

In addition to providing procurement services to the Company's own operations, SGP supports third-party clients representing approximately 111,800 beds across Canada, as at March 31, 2023.

The Company's home health care operations, ParaMed, delivered approximately 9.3 million hours of home health care services for the trailing twelve months ended March 31, 2023. The majority of ParaMed's volumes are generated in Ontario and Alberta, representing 93% and 4% of the total volume, respectively.

The Company reports on the following segments: i) long-term care; ii) home health care; iii) managed services, which include management and consulting services and group purchasing services; and iv) the corporate functions and any intersegment eliminations as "corporate".

The following table summarizes the contribution of the business segments to the Company's consolidated revenue and NOI from continuing operations for the three months ended March 31, 2023 and 2022. The impact of COVID-19 on all segments affects the comparability of the contributions of the business segments to the Company's consolidated revenue and NOI. Refer to "Significant Developments – COVID-19 and Related Expenses and Funding", "Select Quarterly Financial Information" and "2023 First Quarter Financial Review" for additional details to understand the impacts on the business segments.

Operating Segments as % of	Three months ended March 31,				Year ended December 31,	
	2023		2022		2022	
	Revenue	NOI	Revenue	NOI	Revenue	NOI
Long-term care	63.9 %	75.8 %	65.3 %	80.6 %	62.8 %	63.2 %
Home health care	33.1 %	14.4 %	32.3 %	8.2 %	34.5 %	20.7 %
Managed services	3.0 %	9.8 %	2.4 %	11.2 %	2.7 %	16.1 %
Total	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

The following describes the operating segments of the Company.

Long-term Care

The Company owns and operates 53 LTC homes with capacity for 7,299 residents, inclusive of a stand-alone designated supportive living home (140 suites) and a designated supportive living wing (60 suites) in Alberta and two retirement wings (76 suites) in Ontario. In addition, the Company has 185 ward-style beds in Ontario LTC homes that have been taken out of service as a result of regulatory changes and which form part of the Company's 3,285 Class C Beds that are eligible to be reinstated upon redevelopment.

Provincial legislation and regulations closely control all aspects of the operation and funding of LTC homes and government-funded supportive living homes, including the fee structure, subsidies, the adequacy of physical homes, standards of care and accommodation, equipment and personnel. A substantial portion of the fees paid to providers of these services are funded by provincial programs, with a significantly smaller portion to be paid by the resident. No individual is refused access to long-term care due to an inability to pay, as a government subsidy, generally based on an income test, is available for LTC residents who are unable to afford the resident co-payment. Long-term care funding in Ontario is provided in four envelopes allocated to personal care, programming, food and accommodation, respectively. The first three envelopes must be spent entirely on residents and are independently audited with any surplus funding returned to the government. The additional COVID-19 pandemic related funding being provided in Ontario is subject to this same reconciliation process. In Alberta, designated supportive living homes provide an alternative setting for residents not yet requiring the needs of a more expensive LTC home. Such homes are licensed, regulated and funded by Alberta Health Services ("AHS") in a similar manner to LTC homes, including a government-determined fee structure.

In Ontario, long-term care operators have the opportunity to receive additional funding through higher accommodation rates charged to residents for private and semi-private accommodation, at maximum preferred accommodation rates that are fixed by the government. Long-term care operators are permitted to designate up to 60% of the resident capacity of a home as preferred accommodation and charge premiums that vary according to the structural classification of the LTC home.

The following summarizes the government funding rate changes announced for LTC during 2023 and 2022 in Ontario, Alberta and Manitoba, exclusive of one-time funding in respect of COVID-19 (refer to the discussion under "Significant Developments – COVID-19 and Related Expenses and Funding").

ONTARIO LTC FUNDING CHANGES

Effective April 1, 2023, the MLTC implemented a 2.4% blended level of care funding increase, representing a combination of a 9.7% increase in nutritional support, a 2.0% increase in the remaining flow-through envelopes and a 2.0% increase in the accommodation envelope. In addition, beginning on April 1, 2023, and ending on April 1, 2025, the MLTC is phasing out funding for ward-style beds no longer in service, with 100% of the accommodation envelope funding preserved through the phase-out period. The Company's Ontario LTC homes closed 185 ward-style beds, of which 84 will be re-opened as private and semi-private rooms in its three redevelopment projects currently under construction. These April 2023 funding changes represent incremental annual revenue of approximately \$4.0 million, of which \$2.2 million is applicable to the non-flow through accommodation envelope (2022 – 1.75% effective April 1, 2022, representing incremental annual revenue of \$6.0 million applicable to the flow-through envelopes, with no increase to the non-flow through accommodation envelope).

In November 2021, the MLTC implemented the first phase of its LTC Staffing Plan to increase the level of direct care for LTC residents over four years through increased funding of the nursing and program flow-through envelopes, where any funding not spent on resident care is returned to the government. During 2022, the Company recognized approximately \$42.8 million in revenue through the flow-through envelopes to support the increased hours of direct care. The next phase of the LTC Staffing Plan took effect on April 1, 2023, and the Company estimates that it will provide incremental revenue of approximately \$25.0 to \$30.0 million in 2023 over 2022 to support the incremental hours of direct care. While there is no impact on NOI from this increase in flow-through funding, it does have the effect of compressing the NOI margin as a percentage of revenue.

Effective April 28, 2022, the Government of Ontario made permanent the \$3/hour wage enhancement that PSWs working in LTC homes had been receiving since October 1, 2020. The Company estimates this increase results in additional annual funding of approximately \$17.0 million to support the associated increase in labour costs.

ALBERTA LTC FUNDING CHANGES

As at May 4, 2023, AHS has not announced funding changes for the year commencing April 1, 2023. The following are the funding changes implemented during 2022.

In July 2022, AHS announced adjustments to the portion of government funding for providers of LTC and designated supportive living homes retroactive to April 1, 2022, which are estimated to represent additional annual revenue for the Company of approximately \$0.2 million.

In March 2022, AHS announced a 5.5% annual inflationary increase for the portion of the accommodation rates paid directly by residents of LTC and designated supportive living homes to providers. The increase took effect July 1, 2022, and is being phased in for the residents, with 3.2% starting November 1, 2022 and the balance on July 1, 2023. AHS will compensate operators directly for the difference during the deferral period. This increase represents additional annual revenue for the Company of approximately \$2.3 million.

MANITOBA LTC FUNDING CHANGES

As at May 4, 2023, Manitoba Health has not announced funding changes for the year commencing April 1, 2023. The following are the funding changes implemented during 2022 and one-time items impacting Q1 2023 related to prior periods.

In March 2023, the Company recognized \$6.1 million in one-time funding received from Manitoba Health in support of union wage settlements for prior periods dating back to 2017. The Company had previously incurred or accrued for the anticipated increased costs associated with the union wage settlements.

As part of the Government of Manitoba's initiatives to support the recommendations to strengthen and enhance Manitoba's long-term care system outlined in the *Maples Personal Care Home COVID-19 Outbreak: External Review Final Report*, a series of government-funded initiatives were announced during the latter part of 2022 that will enhance infection prevention and control, housekeeping, allied health and technology in long-term care homes. The Company estimates these initiatives, if fully implemented, could result in incremental annual revenue and corresponding costs of up to \$4.6 million, which will have no impact on NOI.

In December 2022, Manitoba Health implemented a 1.3% global funding increase for LTC operators retroactive to April 1, 2022, representing additional annual revenue of approximately \$0.7 million. As a result, the Company recognized approximately \$0.4 million of incremental revenue in Q4 2022 related to prior quarters.

In March 2022, Manitoba Health implemented a global funding increase for LTC operators in support of union wage settlements in the form of a baseline operating funding increase and one-time funding retroactive to April 1, 2017. As a result, the Company recognized additional revenue of \$3.3 million in Q1 2022, of which \$2.9 million related to prior periods. The base line funding increase represents additional annual revenue for the Company of approximately \$1.4 million. The Company had previously accrued for the anticipated increased costs associated with the union wage settlements.

Home Health Care

The Company provides home health care services through ParaMed, whose professionals and staff members are skilled in providing complex nursing care, occupational, physical and speech therapy and assistance with daily activities to accommodate clients of all ages living at home.

Provincial governments fund a wide range of home health care services and contract these services to providers such as ParaMed. ParaMed receives approximately 99% of its revenue from contracts tendered by locally administered provincial agencies, with the remainder coming from private clients.

HOME HEALTH CARE FUNDING CHANGES

As part of its 2022 budget, the Government of Ontario committed to investing \$1.0 billion over three years to provide care to people in their own homes and communities. Building on this announcement, it announced the acceleration of this investment as part of the 2023-24 budget. In the 2023-24 fiscal year, up to \$569.0 million will be applied to home and community care, including nearly \$300.0 million to support contract rate increases to stabilize the home and community care workforce. As at May 4, 2023, we have not received the specific details as to how this increased investment will be allocated and distributed.

Effective April 28, 2022, the Government of Ontario made permanent the \$3/hour wage enhancement that PSWs providing publicly funded services in home and community care had been receiving since October 1, 2020. The impact of this change is estimated to increase annual revenue by approximately \$25.9 million, based on ADV and mix of home health care services provided for the trailing twelve months ended March 31, 2023. Given the flow-through nature of the wage enhancement this adjustment will have no impact on NOI.

Effective April 1, 2022, the Government of Ontario increased home health care billing rates by 3% for personal support contracts and 5% for nursing and allied health contracts. Based on ADV and mix of home health care services provided for the trailing twelve months ended March 31, 2023, these rate increases are estimated to increase annual revenue by approximately \$13.0 million and help offset wage and benefit increases and increased recruitment costs in the home health division.

Managed Services

The Company leverages its size, scale and operational expertise in the senior care industry to provide managed services to third parties through its Extencare Assist and SGP divisions.

MANAGEMENT AND CONSULTING SERVICES

Through its Extencare Assist division, the Company provides a wide range of management and consulting services to third parties. Extencare Assist provides services to not-for-profit and for-profit organizations, hospitals and municipalities seeking to improve their management practices, quality of care practices and operating efficiencies. Extencare Assist provides a broad range of services aimed at meeting the needs of its clients, including: financial administration, record keeping, regulatory compliance and purchasing. In addition, Extencare Assist provides consulting services to third parties for the development and redevelopment of LTC homes. Extencare Assist's management services portfolio consisted of 50 LTC homes and retirement communities with capacity for 5,959 residents as at March 31, 2023.

GROUP PURCHASING SERVICES

Through its SGP division, the Company offers cost-effective purchasing contracts to other senior care providers for food, capital equipment, furnishings, cleaning and nursing supplies and office products. SGP negotiates long-term, high volume contracts with suppliers that provide members with preferred pricing, thereby providing a cost-effective means to secure quality national brand-name products, along with a range of innovative services. As at March 31, 2023, SGP provided services to third parties representing approximately 111,800 beds across Canada.

KEY PERFORMANCE INDICATORS

In addition to those measures identified under "Non-GAAP Measures", management uses certain key performance indicators in order to compare the financial performance of the Company's continuing operations between periods. In addition, we assess the operations on a same-store basis between the reported periods. Such performance indicators may not be comparable to similar indicators presented by other companies. Set forth below is an analysis of the key performance indicators and a discussion of significant trends when comparing the Company's financial results from continuing operations.

The following is a glossary of terms for some of the Company's key performance indicators:

"Average Daily Volume" or "ADV" in the context of the home health care operations, is measured as the number of hours of service provided divided by the number of days in the period; and

"Occupancy" is measured as the percentage of the number of earned resident days relative to the total available resident days. Total available resident days is the number of beds available for occupancy multiplied by the number of days in the period.

Long-term Care

The following table provides the average occupancy levels of the LTC continuing operations for the past eight quarters.

Long-term Care Homes	2023				2022			2021	
	Average Occupancy ⁽ⁱ⁾ (%)	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Total LTC	95.1%	94.5%	93.5%	92.5%	90.8%	92.1%	90.9%	87.9%	
Change over prior year period (bps)	430	240	260	460	530	240	(110)	(590)	
Sequential quarterly change (bps)	60	100	100	170	(130)	120	300	240	
Ontario LTC									
Total ON LTC	95.8%	94.8%	93.4%	92.1%	90.5%	91.1%	89.9%	86.0%	
Preferred Accommodation ⁽ⁱⁱ⁾									
"New" homes – private	91.1%	87.9%	86.3%	86.4%	85.9%	87.9%	85.6%	83.6%	
"C" homes – private	91.0%	90.7%	87.2%	85.8%	83.5%	83.9%	79.9%	81.0%	
"C" homes – semi-private	59.2%	55.3%	52.6%	54.3%	53.1%	54.1%	51.3%	49.3%	

(i) Excludes 185 ward-style beds in Ontario LTC homes that have been taken out of service per regulatory changes, and which form part of the Company's 3,285 Class C beds that are eligible to be reinstated upon redevelopment.

(ii) Average occupancy reported for the available private and semi-private rooms reflects the percentage of residents occupying those beds and paying the respective premium rates.

The Company's LTC occupancy levels have been negatively impacted by COVID-19 since March 2020. In the last half of 2021, average occupancy levels improved following the success of the vaccination program and easing of restrictions on admissions during that period. However, a combination of seasonal factors and the surge of COVID-19 related outbreaks driven by the initial Omicron variant contributed to a sequential decline in Q1 2022 and subsequent Omicron variants slowed the pace of recovery. Since that time, our average occupancy has continued to recover, improving to 95.1% in Q1 2023, up 430 bps from Q1 2022 and up 60 bps from Q4 2022.

In Ontario, overall government funding is occupancy-based, but once the average occupancy level of 97% for the calendar year is achieved, operators receive government funding based on 100% occupancy. In the event of closure to admissions related to an outbreak, which is not unusual during the winter months, full funding is preserved in Ontario, otherwise referred to as occupancy protection funding. Prior to the onset of COVID-19 in 2020, the Company's Ontario LTC homes

generally operated above the 97% occupancy threshold, with all but one having done so in 2019. In response to financial pressures caused by the impacts of COVID-19 on occupancy levels, the Government of Ontario provided basic occupancy protection funding for all LTC homes for 2020 and through to the end of January 2022, including for third and fourth beds in ward rooms taken out of service and beds designated for isolation purposes. Occupancy targets were reinstated on February 1, 2022, requiring LTC homes to achieve average occupancy of 97%, adjusted to exclude ward-style beds taken out of service and isolation beds, in order to maintain full funding. The continued prevalence of LTC outbreaks throughout 2022 slowed our occupancy recovery, with certain Ontario LTC homes not achieving the required 97% occupancy for the 11 months ended December 31, 2022, lowering our LTC NOI by approximately \$0.7 million in 2022. Beginning in 2023, occupancy targets are no longer adjusted for isolation beds. Occupancy protection does not compensate for the loss of preferred accommodation premiums from private and semi-private room vacancies. Our preferred accommodation premium revenue for the year ended December 31, 2022, improved slightly over 2021 by approximately \$0.4 million, although it remained below 2019 levels by approximately \$1.4 million.

LTC Projects Under Construction

Subsequent to March 31, 2023, the Company received approval to construct a new 256-bed LTC home in Peterborough, Ontario, replacing a 172 Class C bed home in the same city. This project is eligible for the new time-limited \$35 per bed per day supplementary CFS. Subsequent to March 31, 2023, the Company entered into a \$69.6 million fixed-price construction contract in connection with the new home and construction is expected to commence in Q2 2023, with anticipated completion in Q4 2025.

The construction industry across Ontario continues to experience significant inflationary cost increases, disruptions in the labour force across various trades and supply chain issues. Since breaking ground on our initial three redevelopment projects, we have experienced labour disruptions, including strike actions on the part of selected trades, and supply chain issues, which have impacted our projected completion and opening dates. In addition, rising interest rates are also impacting the costs of our LTC projects under construction. During 2022, the impact of these delays and rising interest rates resulted in estimated aggregate cost increases of \$3.0 million outside of the contingency levels included in our estimated Adjusted Development Costs and delays in expected opening dates for our Sudbury and Kingston projects. We continue to work with our general contractors and construction partners to mitigate the impacts of these factors on schedules and costs.

The following table summarizes the LTC projects that are either under construction or under contract as at May 4, 2023:

LTC Project	# of Beds	Construction		Estimated Adjusted Development Costs ⁽¹⁾ (\$ millions)	Adjusted Development Costs ⁽¹⁾		Annual CFS ⁽ⁱ⁾ (\$ millions)	Estimated Stabilized NOI ⁽¹⁾ (\$ millions)	Expected NOI Yield ⁽¹⁾
		Commenced / Planned	Expected Opening		Incurring as at March 31, 2023	March 31, 2023			
Sudbury	256	Q4-20	Q3-23	66.4	50.7	1.9	3.1	7.5 %	
Kingston	192	Q2-21	Q1-24	48.3	25.6	1.4	2.3	7.7 %	
Stittsville	256	Q4-21	Q1-24	69.5	37.9	2.2	3.0	7.6 %	
Peterborough	256	Q2-23	Q4-25	96.9	4.5	5.2	3.1	8.6 %	
	960			281.1	118.7	10.7	11.5	7.9 %	

(i) "CFS" means the Government of Ontario's capital construction funding subsidy for qualifying newly constructed or renovated LTC homes, payable over 25 years following completion of the project.

Home Health Care

The table set out below provides the service volumes and ADV of the home health care operations for the past eight quarters.

During 2022, the impact of COVID-19 sub-variants on our workforce capacity, exacerbated by a tight labour market, impeded the progress made in the recovery of our home health care ADV during 2021, following the peak impact of the initial variants of COVID-19 in 2020. During this time, referral activity remained strong and in Q4 2022, our home health care operations experienced a return to sequential growth in ADV, which continued in Q1 2023, with ADV of 26,043 up 2.0% from Q4 2022 and 6.1% from Q1 2022 (refer to the discussion under "Significant Developments – Continued Growth in Home Health Care ADV: 2% Sequential Improvement From Q4 2022 and 6.1% Improvement Over Prior Year).

Home Health Care Service Volumes	2023				2022				2021
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	
Hours of service (000's)	2,343.8	2,349.8	2,304.7	2,290.9	2,209.7	2,373.2	2,331.7	2,299.0	
ADV	26,043	25,542	25,051	25,174	24,552	25,796	25,345	25,264	
Change over prior year period	6.1 %	(1.0)%	(1.2)%	(0.4)%	0.8 %	7.7 %	11.4 %	24.0 %	
Sequential quarterly change	2.0 %	2.0 %	(0.5)%	2.5 %	(4.8)%	1.8 %	0.3 %	3.7 %	

Managed Services

The following table provides information in respect of the third-party clients receiving services from Extencicare Assist and SGP at the end of each period for the past eight quarters. The reduction in Extencicare Assist's management services portfolio in Q4 2021 reflects changes resulting from homes that were either closed or sold. At March 31, 2023, Extencicare Assist was providing management services to third parties representing 50 LTC homes and retirement communities with capacity for 5,959 senior residents. The decline in Q4 2022 of 304 beds from Q3 2022 related to ward-style beds no longer in service. SGP continues to grow its market share, increasing its third-party beds served by 13.1% at the end of Q1 2023 from Q1 2022, and by 1.9% from Q4 2022.

Managed Services	2023		2022				2021	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Extencicare Assist								
Homes at period end	50	50	50	50	50	50	51	51
Resident capacity	5,959	5,959	6,263	6,263	6,263	6,263	6,359	6,359
Change over prior year period	(4.9)%	(4.9)%	(1.5)%	(1.5)%	(1.5)%	(1.8)%	(2.8)%	(2.8)%
Sequential quarterly change	— %	(4.9)%	— %	— %	— %	(1.5)%	— %	— %
SGP Clients								
Third-party beds	111,772	109,725	106,989	102,219	98,845	93,208	88,431	83,511
Change over prior year period	13.1 %	17.7 %	21.0 %	22.4 %	21.9 %	18.1 %	11.4 %	11.1 %
Sequential quarterly change	1.9 %	2.6 %	4.7 %	3.4 %	6.0 %	5.4 %	5.9 %	3.0 %

SELECT QUARTERLY FINANCIAL INFORMATION

The following is a summary of select quarterly financial information for the past eight quarters.

(thousands of dollars unless otherwise noted)	2023		2022				2021	
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
Revenue	324,712	310,393	308,889	296,585	305,710	306,162	284,271	281,693
Net operating income ⁽¹⁾	44,564	21,686	23,526	30,341	32,976	38,742	29,009	28,900
NOI margin ⁽¹⁾	13.7%	7.0%	7.6%	10.2%	10.8%	12.7%	10.2%	10.3%
Adjusted EBITDA ⁽¹⁾	30,978	9,160	10,034	18,057	20,203	24,506	16,789	15,466
Adjusted EBITDA margin ⁽¹⁾	9.5%	3.0%	3.2%	6.1%	6.6%	8.0%	5.9%	5.5%
Earnings (loss) from continuing operations	11,580	(7,704)	(4,362)	3,510	4,045	(4,483)	2,812	1,663
per basic and diluted share (\$)	0.14	(0.09)	(0.04)	0.04	0.04	(0.06)	0.03	0.02
(Loss) earnings from operating activities of discontinued operations	—	(306)	96	(37)	75	661	3,231	(703)
Gain on sale of discontinued operations, net of income taxes	—	6,317	—	67,920	—	—	—	—
Net earnings (loss)	11,580	(1,693)	(4,266)	71,393	4,120	(3,822)	6,043	960
per basic share (\$)	0.14	(0.02)	(0.04)	0.79	0.04	(0.04)	0.07	0.01
per diluted share (\$)	0.14	(0.02)	(0.04)	0.72	0.04	(0.04)	0.07	0.01
AFFO ⁽¹⁾	20,839	1,889	2,112	9,624	12,518	16,530	9,573	8,073
per basic share (\$)	0.24	0.02	0.02	0.11	0.14	0.18	0.11	0.09
per diluted share (\$)	0.23	0.02	0.02	0.11	0.13	0.17	0.11	0.09
Maintenance capex	2,047	6,630	4,240	2,700	1,412	5,472	3,833	3,746
Cash dividends declared	10,178	10,275	10,584	10,754	10,750	10,746	10,752	10,744
per share (\$)	0.120	0.120	0.120	0.120	0.120	0.120	0.120	0.120
Weighted Average Number of Shares (000's)								
Basic	85,437	86,678	89,178	90,139	90,075	90,040	90,009	89,980
Diluted	96,229	97,604	100,079	101,102	101,190	100,953	100,786	100,615

There are a number of factors affecting the trend of the Company's quarterly results from continuing operations. With respect to the core operations, while year-over-year quarterly comparisons will generally remain comparable, sequential quarters can vary materially for seasonal and other trends.

COVID-19 has impacted the Company's quarterly results from both continuing operations and discontinued operations since Q1 2020 (refer to "Significant Developments – COVID-19 and Related Expenses and Funding"). As a result of the revenue declines experienced by ParaMed due to COVID-19, the Company's home health care subsidiary, ParaMed applied for and received CEWS funding of \$7.7 million in Q2 2021. Payments under the CEWS program are accounted for as government grants under IAS 20 and are recorded on a net basis as a reduction to operating expenses of the home health care segment, thereby impacting the home health care segment's NOI.

The significant factors that impact the results from period to period, in addition to the impacts that result from COVID-19 and CEWS, are as follows:

- Ontario long-term care funding tied to flow-through funding envelopes requires revenue be deferred until it is matched with the related costs for resident care in the periods in which the costs are incurred, resulting in a fluctuation in revenue and operating expenses by quarter, with both generally being at their lowest in Q1 and at their highest in Q4;
- Ontario long-term care providers generally receive annual flow-through funding increases and case mix index adjustments effective April 1st and increases in preferred accommodation premiums effective July 1st, and Alberta long-term care providers generally receive annual inflationary rate increases and acuity-based funding adjustments on April 1st and accommodation funding increases effective July 1st;
- maintenance capex spending, which impacts AFFO, fluctuates on a quarterly basis with the timing of projects and seasonality and is generally at its lowest in Q1 and its highest in Q4;
- utility costs are generally at their highest in Q1 and their lowest in Q2 and Q3; and
- certain line items that are reported separately due to their transitional nature that would otherwise distort the comparability of the historical trends, being "other expense" and "foreign exchange and fair value adjustments".

Reconciliations of Adjusted EBITDA and Net Operating Income

The following table provides a reconciliation of "earnings (loss) from continuing operations before income taxes" to Adjusted EBITDA and "net operating income", which excludes discontinued operations. Refer to the discussion under "Non-GAAP Measures".

	2023				2022			2021
	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2
<i>(thousands of dollars)</i>								
Earnings (loss) from continuing operations before income taxes	15,766	(10,364)	(5,042)	4,646	6,264	(3,556)	4,196	2,695
Add:								
Depreciation and amortization	7,351	7,692	7,558	8,058	8,251	7,845	7,829	7,431
Net finance costs	4,243	3,081	3,931	4,378	5,048	5,248	4,764	5,340
Other expense	3,618	8,751	3,587	975	640	14,969	—	—
Adjusted EBITDA	30,978	9,160	10,034	18,057	20,203	24,506	16,789	15,466
Administrative costs	13,586	12,526	13,492	12,284	12,773	14,236	12,220	13,434
Net operating income	44,564	21,686	23,526	30,341	32,976	38,742	29,009	28,900

STATEMENT OF EARNINGS

The following provides the consolidated statement of earnings for the periods ended March 31, 2023 and 2022.

<i>(thousands of dollars unless otherwise noted)</i>	Three months ended March 31,		
	2023	2022 ⁽²⁾	Change
Revenue	324,712	305,710	19,002
Operating expenses	280,148	272,734	7,414
Net operating income⁽¹⁾	44,564	32,976	11,588
Administrative costs	13,586	12,773	813
Adjusted EBITDA⁽¹⁾	30,978	20,203	10,775
Depreciation and amortization	7,351	8,251	(900)
Other expense	3,618	640	2,978
Earnings before net finance costs and income taxes	20,009	11,312	8,697
Interest expense (net of capitalized interest)	5,354	5,058	296
Interest revenue	(1,809)	(750)	(1,059)
Accretion	370	847	(477)
Foreign exchange and fair value adjustments	328	(107)	435
Net finance costs	4,243	5,048	(805)
Earnings from continuing operations before income taxes	15,766	6,264	9,502
Income Tax Expense (Recovery)			
Current	3,846	3,960	(114)
Deferred	340	(1,741)	2,081
Total income tax expense	4,186	2,219	1,967
Earnings from continuing operations	11,580	4,045	7,535
Earnings from operating activities of discontinued operations	—	75	(75)
Net earnings	11,580	4,120	7,460
Earnings from continuing operations	11,580	4,045	7,535
Add (Deduct)⁽ⁱ⁾:			
Foreign exchange and fair value adjustments	243	(84)	327
Other expense	2,659	470	2,189
Earnings from continuing operations before separately reported items, net of taxes⁽¹⁾	14,482	4,431	10,051

(i) The separately reported items being added to or deducted from earnings from continuing operations are net of income taxes.

2023 FIRST QUARTER FINANCIAL REVIEW

The following is an analysis of the consolidated results from operations for Q1 2023, as compared to Q1 2022. The impact of COVID-19 affects the comparability of the Company's consolidated results (refer to "Significant Developments – COVID-19 and Related Expenses and Funding). In addition, refer to the discussion that follows under "Summary of Results of Operations by Segment" for an analysis of the revenue and net operating income by operating segment.

Revenue

Revenue of \$324.7 million for Q1 2023 increased by \$19.0 million or 6.2% from \$305.7 million in Q1 2022. Improvements in revenue were driven primarily by LTC flow-through funding enhancements, timing of spend under the flow-through care envelopes, year-over-year impact of prior period LTC funding of \$3.7 million, improvements in LTC occupancy, home health care growth in ADV of 6.1% and billing rate increases, and growth from managed services, partially offset by lower COVID-19 funding of \$25.9 million.

Operating Expenses

Operating expenses of \$280.1 million for Q1 2023 increased by \$7.4 million or 2.7% from Q1 2022. This increase was driven by higher costs related to labour (including increased hours of care supported by increased flow-through funding, labour rate increases and agency costs), utilities and technology across the business segments, partially offset by lower estimated costs related to COVID-19 and funded pandemic pay programs of \$29.4 million.

Net Operating Income

Net operating income of \$44.6 million for Q1 2023 increased by \$11.6 million or 35.1% from \$33.0 million for Q1 2022 and represented 13.7% of revenue as compared to 10.8% for Q1 2022. The increase in NOI was impacted by a higher year-over-year recovery of estimated COVID-19 costs of \$3.5 million, the benefit in the LTC operations of prior period funding adjustments of \$3.7 million, LTC funding enhancements and improvements in occupancy, home health care growth in ADV of 6.1% and billing rate increases, and growth in managed services, partially offset by higher operating costs across all segments.

Administrative Costs

Administrative costs increased by \$0.8 million to \$13.6 million for Q1 2023, primarily due to higher technology costs.

Adjusted EBITDA

Adjusted EBITDA improved by \$10.8 million to \$31.0 million for Q1 2023 from \$20.2 million for Q1 2022 and represented 9.5% of revenue as compared to 6.6%, respectively, reflecting the increase in NOI, partially offset by higher administrative costs.

Depreciation and Amortization

Depreciation and amortization costs declined by \$0.9 million to \$7.4 million for Q1 2023.

Other Expense

Other expense increased by \$3.0 million to \$3.6 million for Q1 2023 reflecting higher strategic transformation costs in connection with the Revera and Axiom Transactions. The strategic transformation costs include transaction, legal, regulatory, IT integration and management transition costs. Refer to the discussion under "Significant Developments – Strategic Transactions With Revera and Axiom".

Net Finance Costs

Net finance costs declined by \$0.8 million for Q1 2023, primarily due to increased interest revenue from cash on hand, partially offset by higher interest expense.

Income Taxes

The income tax provision of \$4.2 million for Q1 2023, represented an effective tax rate of 26.6%, as compared to a tax provision of \$2.2 million and an effective tax rate of 35.4% for Q1 2022, largely due to a change in taxable income of certain of the legal entities.

Earnings From Continuing Operations

The Company reported earnings from continuing operations of \$11.6 million (\$0.14 per basic share) for Q1 2023 as compared to earnings of \$4.0 million (\$0.04 per basic share) for Q1 2022. The increase in earnings of \$7.5 million resulted from the increase in Adjusted EBITDA of \$10.8 million and lower depreciation, amortization and net finance costs, partially offset by an increase in other expense by \$3.0 million (\$2.2 million net of tax). The year-over-year increase in earnings includes the higher recovery of estimated unfunded COVID-19 costs of \$3.6 million (\$2.7 million net of tax, or \$0.03 per basic share).

Summary of Results of Operations by Segment

The following summarizes the Company's segmented "revenue", "operating expenses" and "net operating income", followed by an analysis of the operating performance of each of the Company's operating segments. The impact of COVID-19 on all segments affects the comparability of the business segments (refer to "Significant Developments – COVID-19 and Related Expenses and Funding").

Three months ended March 31 <i>(thousands of dollars unless otherwise noted)</i>	Long-term Care	Home Health Care	Managed Services	Total
2023				
Revenue	207,611	107,427	9,674	324,712
Operating expenses	173,857	100,994	5,297	280,148
Net operating income ⁽¹⁾	33,754	6,433	4,377	44,564
<i>NOI margin⁽¹⁾</i>	16.3%	6.0%	45.2%	13.7%
2022				
Revenue	199,808	98,649	7,253	305,710
Operating expenses	173,244	95,938	3,552	272,734
Net operating income ⁽¹⁾	26,564	2,711	3,701	32,976
<i>NOI margin⁽¹⁾</i>	13.3%	2.7%	51.0%	10.8%
Change				
Revenue	7,803	8,778	2,421	19,002
Operating expenses	613	5,056	1,745	7,414
Net operating income ⁽¹⁾	7,190	3,722	676	11,588

LONG-TERM CARE OPERATIONS

Revenue from LTC operations grew by \$7.8 million or 3.9% to \$207.6 million for Q1 2023. Excluding a reduction in funding of \$19.0 million to support the costs associated with COVID-19, revenue increased by \$26.8 million largely driven by funding enhancements and timing of spend, including \$16.2 million in Ontario flow-through funding, improvements in occupancy and approximately \$3.7 million of prior period funding adjustments. Prior period funding adjustments include Manitoba funding in support of prior year wage settlements of \$6.1 million and other prior year funding adjustments of \$0.5 million recognized in Q1 2023, partially offset by \$2.9 million of retroactive funding recognized in Q1 2022.

Net operating income from LTC operations increased by \$7.2 million or 27.1% to \$33.8 million for Q1 2023 as compared to \$26.6 million for Q1 2022, with NOI margins of 16.3% and 13.3%, respectively. Excluding a higher recovery of estimated COVID-19 costs of \$1.3 million, NOI increased by \$5.9 million, which included the benefit of prior period funding adjustments of \$3.7 million, funding enhancements and increased occupancy, partially offset by higher operating costs.

HOME HEALTH CARE OPERATIONS

Revenue from home health care operations improved by \$8.8 million or 8.9% to \$107.4 million for Q1 2023 from \$98.6 million for Q1 2022, driven by 6.1% growth in ADV, billing rate increases and \$6.5 million in additional funding to support the permanent government wage enhancements implemented in Q2 2022, partially offset by reduced funding of \$6.9 million to support the costs associated with COVID-19 and pandemic pay programs.

Net operating income from home health care operations increased by \$3.7 million to \$6.4 million for Q1 2023 from \$2.7 million for Q1 2022, with NOI margins of 6.0% and 2.7%, respectively. Excluding a reduction in unfunded estimated COVID-19 costs of \$2.2 million, NOI improved by \$1.5 million reflecting higher ADV and rate increases, partially offset by higher wages and benefits, travel and technology costs, including increased costs associated with recruitment, retention and training to address staffing capacity challenges.

MANAGED SERVICES

Revenue from managed services increased by \$2.4 million or 33.4% to \$9.7 million in Q1 2023 compared to Q1 2022, largely due to timing and mix of Assist consulting services and growth in SGP clients.

Net operating income from managed services increased by \$0.7 million or 18.3% to \$4.4 million for Q1 2023 compared to Q1 2022, reflecting revenue growth, partially offset by higher Assist consulting services, business development and technology costs.

FUNDS FROM OPERATIONS AND ADJUSTED FUNDS FROM OPERATIONS

Reconciliations of FFO to Net Earnings

The following table provides a reconciliation of "net earnings" to FFO, which the Company believes is the most comparable GAAP measure to FFO. In addition, the table includes a reconciliation from FFO to AFFO as supplemental information, both of which include discontinued operations. Refer to the discussion under "Non-GAAP Measures".

<i>(thousands of dollars unless otherwise noted)</i>	Three months ended March 31,		
	2023	2022⁽²⁾	Change
Earnings from continuing operations	11,580	4,045	7,535
Add (Deduct):			
Depreciation and amortization	7,351	8,251	(900)
Depreciation for FFEC (maintenance capex)	(2,333)	(1,789)	(544)
Depreciation for office leases	(821)	(657)	(164)
Other expense	3,618	640	2,978
Foreign exchange and fair value adjustments	328	(107)	435
Current income tax expense (recovery) on other expense, foreign exchange and fair value adjustments	(959)	(170)	(789)
Deferred income tax expense (recovery)	340	(1,741)	2,081
FFO from discontinued operations	—	(234)	234
FFO	19,104	8,238	10,866
Amortization of deferred financing costs	361	457	(96)
Accretion costs	370	773	(403)
Non-cash share-based compensation	(124)	1,485	(1,609)
Principal portion of government capital funding	842	1,115	(273)
Additional maintenance capex	286	450	(164)
AFFO	20,839	12,518	8,321
Per Basic Share (\$)			
FFO	0.22	0.09	0.13
AFFO	0.24	0.14	0.10
Per Diluted Share (\$)			
FFO	0.21	0.09	0.12
AFFO	0.23	0.13	0.10
Dividends			
Declared	10,178	10,750	(572)
Declared per share (\$)	0.12	0.12	—
Weighted Average Number of Shares			
Basic (000's)	85,437	90,075	
Diluted (000's)	96,229	101,190	
Current income tax expense included in FFO	4,805	3,764	1,041
<i>FFO effective tax rate</i>	20.1 %	31.4 %	

Reconciliations of AFFO to Net Cash From Operating Activities

The following table provides a reconciliation of AFFO, which includes discontinued operations, to “net cash from operating activities”, which the Company believes is the most comparable GAAP measure to AFFO. Refer to the discussion under “Non-GAAP Measures”.

<i>(thousands of dollars)</i>	Three months ended March 31,		
	2023	2022 ⁽²⁾	Change
Net cash (used in) from operating activities	(30,139)	51,337	(81,476)
Add (Deduct):			
Net change in operating assets and liabilities, including interest, and taxes	50,345	(38,335)	88,680
Other expense	3,618	640	2,978
Current income tax on items excluded from AFFO	(959)	(170)	(789)
Depreciation for office leases	(821)	(657)	(164)
Depreciation for FFEC (maintenance capex) ⁽ⁱ⁾	(2,333)	(1,862)	(471)
Additional maintenance capex ⁽ⁱ⁾	286	450	(164)
Principal portion of government capital funding	842	1,115	(273)
AFFO	20,839	12,518	8,321
Total maintenance capex⁽ⁱ⁾	2,047	1,412	635

(i) The aggregate of the items “depreciation for FFEC” and “additional maintenance capex” represents total actual maintenance capex incurred in the period. An amount equivalent to depreciation for FFEC, or furniture, fixtures, equipment and computers, is deducted in determining FFO, and the difference from the actual total maintenance capex incurred is adjusted for in determining AFFO.

AFFO 2023 Financial Review

For Q1 2023, AFFO increased by \$8.3 million to \$20.8 million (\$0.24 per basic share) from \$12.5 million (\$0.14 per basic share) for Q1 2022, reflecting the improvement in Adjusted EBITDA and lower net finance costs, partially offset by higher current income taxes, a reduction in the adjustment for non-cash share-based compensation due to timing of share-based settlements and higher maintenance capex. The year-over-year increase in AFFO included the higher recovery in estimated COVID-19 costs from continuing operations of \$3.6 million (\$2.7 million net of tax, or \$0.03 per basic share).

Dividends declared as a percentage of AFFO for the three months ended March 31, 2023, represented a payout ratio of 49%. In addition to cash on hand of \$105.4 million at March 31, 2023, and ongoing cash generated from operations, the Company has available undrawn credit facilities totalling \$77.0 million (refer to the discussion under “Liquidity and Capital Resources”).

A discussion of the factors impacting net earnings and Adjusted EBITDA can be found under “2023 First Quarter Financial Review” and “Discontinued Operations”.

The current income tax expense included in arriving at AFFO was \$4.8 million for the three months ended March 31, 2023, and \$3.8 million in the prior year, representing an effective tax rate on FFO of 20.1% and 31.4%, respectively. The Company’s current income taxes for both periods have been impacted by the effects of COVID-19. In particular, increased costs as a result of COVID-19 have had an impact on the level of taxable income in our various legal entities and the resulting effective tax rate on the Company’s FFO. The determination of FFO includes a deduction for current income tax expense and does not include deferred income tax expense. As a result, the effective tax rates on FFO can be impacted by: adjustments to estimates of annual deferred timing differences, particularly when dealing with cash-based tax items versus accounting accruals; changes in the proportion of earnings between taxable and non-taxable entities; book-to-file adjustments for prior year filings; and the ability to utilize loss carryforwards. For 2023, the Company expects the effective tax rate on FFO will be in the range of 15% to 18%.

Including the activity of discontinued operations in 2022, maintenance capex was \$2.0 million for Q1 2023 as compared to \$1.4 million for Q1 2022 and to \$6.6 million for Q4 2022, representing 0.6%, 0.4% and 2.1% of revenue, respectively. These costs fluctuate on a quarterly and annual basis with the timing of projects and seasonality. In 2023, the Company expects to spend in the range of \$15.0 million to \$17.0 million in maintenance capex.

The following provides a reconciliation of "Adjusted EBITDA" to AFFO, which includes discontinued operations, as supplemental information. Refer to the discussion under "Non-GAAP Measures".

<i>(thousands of dollars)</i>	Three months ended March 31,		
	2023	2022	Change
Adjusted EBITDA	30,978	20,203	10,775
Add (Deduct):			
Depreciation for FFEC (maintenance capex)	(2,333)	(1,789)	(544)
Depreciation for office leases	(821)	(657)	(164)
Accretion costs	(370)	(847)	477
Interest expense	(5,354)	(5,058)	(296)
Interest revenue	1,809	750	1,059
Discontinued operations, pre-tax	—	(600)	600
	23,909	12,002	11,907
Current income tax expense	4,805	3,764	1,041
FFO	19,104	8,238	10,866
Amortization of deferred financing costs	361	457	(96)
Accretion costs	370	773	(403)
Non-cash share-based compensation	(124)	1,485	(1,609)
Principal portion of government capital funding	842	1,115	(273)
Additional maintenance capex	286	450	(164)
AFFO	20,839	12,518	8,321

LIQUIDITY AND CAPITAL RESOURCES

Sources and Uses of Cash

The following summarizes the sources and uses of cash between continuing and discontinued operations for three months ended March 31, 2023 and 2022.

<i>(thousands of dollars)</i>	Three months ended March 31,			
	2023			2022
	Total	Continuing	Discontinued	Total
Net cash (used in) from operating activities	(30,139)	52,669	(1,332)	51,337
Net cash used in investing activities	(32,625)	(19,448)	(174)	(19,622)
Net cash from (used in) financing activities	922	(14,247)	(3,703)	(17,950)
(Decrease) increase in cash and cash equivalents	(61,842)	18,974	(5,209)	13,765

As at March 31, 2023, the Company had cash and cash equivalents on hand of \$105.4 million, reflecting a decline in cash of \$61.8 million from the beginning of the year. Cash flow used in operating activities of the continuing operations was \$30.1 million for the three months ended March 31, 2023. Cash declined in Q1 2023 due to timing of working capital changes, primarily attributable to the timing of COVID-19 funding recognition and receipt and payroll cycles in the quarter, and due to timing of draws on LTC construction financing facilities. Cash dividends paid of \$10.2 million for Q1 2023 were funded from cash on hand.

Net cash from operating activities was a use of cash of \$30.1 million for the three months ended March 31, 2023, down \$81.5 million from a source of cash of \$51.3 million in the prior year, reflecting unfavourable changes in operating assets and liabilities and cash income taxes between periods. Fluctuations in operating assets and liabilities between periods are primarily attributable to the volatility and timing of cash receipts related to flow-through funding and COVID-19, and the timing of payroll cycles. Net income taxes reflected taxes paid of \$7.2 million in 2023 compared to net income taxes received of \$7.2 million in 2022, which included the receipt of a prior year tax recoverable related to the former U.S. operations.

Net cash from investing activities was a use of cash of \$32.6 million for the three months ended March 31, 2023 as compared to a use of cash of \$19.6 million in the prior year. The 2023 activity included purchases of property, equipment and other intangible assets of \$33.5 million, partially offset by the collection of other assets of \$0.8 million. The 2022 activity included purchases of property, equipment and other intangible assets of \$20.7 million, partially offset by the collection of other assets of \$1.1 million.

The table that follows summarizes the additions to property, equipment and other intangibles, allocated between growth and maintenance capex for each of the continuing and discontinued operations. Growth capex relates to the LTC redevelopment projects, building improvements, IT projects, or other capital projects, all of which are aimed at earnings growth. Maintenance capex relates to the capital additions incurred to sustain and upgrade existing property and equipment.

<i>(thousands of dollars)</i>	Three months ended March 31,			
	2023			2022
	Total	Continuing	Discontinued	Total
Growth capex	22,871	18,080	42	18,122
Maintenance capex	2,047	1,308	104	1,412
	24,918	19,388	146	19,534

Management monitors and prioritizes the capital expenditure requirements of its properties throughout the year, taking into account the urgency and necessity of the expenditure. Growth capex in 2023 will be focused primarily on the LTC projects under construction, redevelopment activities and investments in technology as part of our ongoing strategy of transitioning our key IT platforms to the cloud to support our growth initiatives (refer to "Other Contractual Obligations and Contingencies – Commitments"). The level of our growth capex would be impacted by the timing of regulatory approvals and further announcements in respect of our LTC redevelopment projects and the closing of the Axiom Transaction (refer to "Continued Commitment to Redevelopment With Approval to Proceed With Construction of a new 256-bed LTC Home in Peterborough in Q2 2023" and "Strategic Transactions With Revera and Axiom" under the heading "Significant Developments").

Net cash used in financing activities was a source of cash of \$0.9 million for the three months ended March 31, 2023, an increase of \$18.9 million from a use of cash of \$18.0 million in the prior year. The 2023 activity included draws on LTC construction financings of \$16.6 million, partially offset by debt and lease liability repayments of \$5.4 million and cash dividends paid of \$10.2 million. The 2022 activity included debt and lease liability repayments of \$10.7 million, including \$2.6 million related to the divested Saskatchewan LTC Homes, and cash dividends paid of \$10.8 million, partially offset by draws on LTC construction financings of \$3.7 million.

Discontinued operations reflect the operations of the retirement living segment and the Saskatchewan LTC Homes. Further details are provided under "Discontinued Operations" and in *Note 11* of the unaudited interim condensed consolidated financial statements.

Capital Structure

SHAREHOLDERS' EQUITY

Total shareholders' equity as at March 31, 2023, was \$101.5 million as compared to \$100.7 million at December 31, 2022, reflecting the contributions from net earnings and comprehensive income, offset by dividends declared of \$10.2 million and the purchase of Common Shares through the NCIB at a cost of \$35.0 million in 2022.

As at March 31, 2023, the Company had 84,907,446 Common Shares issued and outstanding (carrying value – \$477.2 million), as compared to 84,728,744 Common Shares (carrying value – \$475.4 million) as at December 31, 2022, reflecting Common Shares purchased and cancelled through the NCIB, partially offset by 177,425 Common Shares issued under the Company's equity-based compensation plan.

Share Information (<i>000's</i>)	May 3, 2023	March 31, 2023	December 31, 2022
Common Shares (TSX symbol: EXE) ⁽ⁱ⁾	84,386.6	84,907.4	84,728.7

(i) Closing market value per TSX on May 3, 2023, was \$6.46.

As at May 4, 2023, the Company had an aggregate of 3,884,611 Common Shares reserved and available for issuance pursuant to the Company's long-term incentive plan, of which there were in aggregate 2,192,660 performance share units and deferred share units outstanding as at March 31, 2023 (refer to *Note 6* of the unaudited interim condensed consolidated financial statements).

As at May 4, 2023, the Company had \$126.5 million in aggregate principal amount of convertible subordinate debentures outstanding that mature in April 2025 (the "2025 Debentures"), which in the aggregate are convertible into 10,326,531 Common Shares.

Dividends

The Company declared cash dividends of \$0.12 per share in the three months ended March 31, 2023, consistent with that declared in 2022, representing \$10.2 million and \$10.8 million in each period, respectively.

Normal Course Issuer Bid

In June 2022, the Company received approval from the TSX to make a NCIB to purchase for cancellation up to 7,829,630 Common Shares, representing 10% of its public float, through the facilities of the TSX and/or through alternative Canadian trading systems, in accordance with TSX rules. The NCIB commenced on June 30, 2022, and provides the Company with flexibility to purchase Common Shares for cancellation until June 29, 2023, or on such earlier date as the NCIB is complete. The actual number of Common Shares purchased under the NCIB and the timing of any such purchases will be at the Company's discretion. Subject to the TSX's block purchase exception, daily purchases will be limited to 53,068 Common Shares. The Company has entered into an automatic purchase plan with its designated broker in connection with its NCIB to facilitate the purchase of Common Shares during times when the Company would ordinarily not be active in the market. The Company's board of directors authorized the NCIB because it believes that, from time to time, the market price of the Common Shares may be such that their purchase may be an attractive and appropriate use of corporate funds. Decisions regarding the quantity and timing of purchases of Common Shares are based on market conditions, share price and the outlook for capital needs, which includes the impact of LTC redevelopment opportunities and the impact of the Revera and Axiom Transactions. As of May 3, 2023, the Company has repurchased a total of 5,531,980 Common Shares at a cost of \$38.4 million, representing a weighted average price per share of \$6.94 (refer to "Significant Developments – Normal Course Issuer Bid").

Long-term Debt

Long-term debt totalled \$396.9 million as at March 31, 2023, as compared to \$384.0 million as at December 31, 2022, representing an increase of \$12.9 million, reflecting draws on construction loans of \$16.6 million, new lease liabilities and changes in accretion and deferred financing costs, partially offset by regular debt and lease liability repayments of \$5.4 million. The current portion of long-term debt as at March 31, 2023, was \$19.4 million. The Company is subject to debt service coverage covenants on certain of its loans and was in compliance with all of these covenants as at March 31, 2023. Details of the components, maturities dates, terms and conditions of long-term debt are provided in Note 5 of the unaudited interim condensed consolidated financial statements.

LTC CONSTRUCTION FINANCING

As at March 31, 2023, \$49.9 million was drawn on the Company's LTC redevelopment construction facilities, aggregating \$156.6 million in connection with the Sudbury, Kingston and Stittsville LTC projects. These financings include \$54.7 million for Sudbury, \$41.1 million for Kingston and \$60.7 million for Stittsville, and mature on the earlier of 42 months from closing or the date of refinancing following completion of construction or lease up of the applicable project. Interest rates are prime plus 1.25% or CDOR plus 2.75% with standby fees of 0.55%. The facilities also provide for an aggregate \$6.0 million in letter of credit facilities. Interest is capitalized during construction and is payable following completion of construction until maturity.

CREDIT FACILITIES

The Company has two demand credit facilities totalling \$112.3 million. One is secured by 13 Class C LTC homes in Ontario and the other is secured by the assets of the home health care business. Neither of these facilities has financial covenants but do contain normal and customary terms. As at March 31, 2023, \$30.5 million of the facilities secure the Company's legacy defined benefit pension plan obligations and \$4.8 million was used in connection with obligations relating to LTC homes, leaving \$77.0 million available. The letter of credit to secure the pension plan obligations renews annually in May based on an actuarial valuation, and on May 1, 2023, it was reduced to \$27.3 million.

Management has limited the amount of debt that may be subject to changes in interest rates, with \$21.0 million of mortgage debt and \$49.9 million of construction loans in connection with the LTC projects at variable rates. The Company's term loan aggregating \$29.3 million as at March 31, 2023, has effectively been converted to fixed-rate financings with interest rate swaps over the full term. As at March 31, 2023, the interest rate swaps were valued as a liability of \$0.1 million.

The following summarizes key metrics of consolidated long-term debt as at March 31, 2023, and December 31, 2022.

<i>(thousands of dollars unless otherwise noted)</i>	March 31, 2023	December 31, 2022
Weighted average interest rate of long-term debt outstanding	5.7 %	5.5 %
Weighted average term to maturity of long-term debt outstanding	5.4 yrs	5.8 yrs
Trailing twelve months consolidated interest coverage ratio ^{(i) (1)}	3.0 X	2.6 X
Debt to Gross Book Value (GBV)		
Total assets (carrying value)	745,885	781,579
Accumulated depreciation on property and equipment	293,689	287,890
Accumulated amortization on other intangible assets	36,206	35,228
GBV	1,075,780	1,104,697
Debt ⁽ⁱⁱ⁾	403,462	391,157
Debt to GBV	37.5 %	35.4 %

(i) Capitalized interest included in the calculation of the interest coverage ratio was \$2.2 million for the trailing twelve months ended March 31, 2023 (\$0.9 million for the three months ended March 31, 2023), and \$1.5 million for the year ended December 31, 2022.

(ii) Debt includes convertible debentures at face value of \$126.5 million and excludes deferred financing costs.

Future Liquidity and Capital Resources

The Company's consolidated cash and cash equivalents on hand was \$105.4 million as at March 31, 2023, as compared with \$167.3 million as at December 31, 2022, representing a decrease of \$61.8 million. In addition, the Company has access to a further \$77.0 million in undrawn demand credit facilities. Cash and cash equivalents exclude restricted cash of \$2.8 million.

The Company had a working capital deficiency (current liabilities less current assets) of \$21.1 million as at March 31, 2023, including the current portion of long-term debt of \$19.4 million.

The Company has construction facilities in connection with three LTC projects in the aggregate of \$156.6 million, of which \$49.9 million was drawn as at March 31, 2023. For more information refer to the discussion under "Liquidity and Capital Resources – Long-term Debt – LTC Construction Financing".

Management believes that the current cash and cash equivalents on hand, cash from operating activities, available funds from credit facilities and future debt financings will be sufficiently available to support the Company's ongoing business operations, including required working capital, maintenance capex and debt repayment obligations and fund the completion of the Revera and Axiom Transactions (refer to "Significant Developments – Strategic Transactions With Revera and Axiom"). Growth through redevelopment of the LTC homes over the next few years, strategic acquisitions and developments may necessitate the raising of funds through debt, equity financings and/or other means. Decisions will be made on a specific transaction basis and will depend on market and economic conditions at the time. However, given COVID-19's potential impact on the Company's financial performance and operations, as well as on the economy, inflationary impacts on operating costs and rising interest rates such that capital and credit markets and industry sentiment are adversely affected, it may be more difficult for the Company to access the necessary capital or credit markets or if able to do so, at a higher cost or less advantageous terms than existing borrowings. In addition, reduced revenue and higher operating costs due to inflationary impacts, rising interest rates and COVID-19 may result in reductions or early prepayments of existing financings if covenants are unable to be met (refer to "Risks and Uncertainties").

OTHER CONTRACTUAL OBLIGATIONS AND CONTINGENCIES

Commitments

As at March 31, 2023, the Company has outstanding commitments of \$42.2 million in connection with construction contracts for three LTC redevelopment projects, of which \$37.8 million is estimated to be payable in 2023 and the balance in 2024, based on the anticipated construction schedules. The Company also has outstanding commitments of \$25.9 million in connection with various IT service and license agreements to support the transition of key IT platforms to cloud-based solutions in support of the Company's growth initiatives (refer to *Note 12* of the unaudited interim condensed consolidated financial statements).

Subsequent to March 31, 2023, the Company entered into a \$69.6 million fixed-price construction agreement in connection with the construction of a new 256-bed LTC home in Peterborough, Ontario. Construction is targeted to commence in Q2 2023 and be complete in Q4 2025.

Revera and Axiom Transactions

On March 1, 2022, the Company entered into agreements with Revera and Axiom in respect of the ownership, operation and redevelopment of LTC homes in Ontario and Manitoba (refer to the discussion under "Significant Developments – Strategic Transactions With Revera and Axiom").

Legal Proceedings and Regulatory Actions

In the ordinary course of business, the Company is involved in and potentially subject to legal proceedings brought against it from time to time in connection with its operations. The COVID-19 pandemic has increased the risk that litigation or other legal proceedings, regardless of merit, will be commenced against the Company.

In April 2021, the Company was served with a statement of claim filed in the Court of Queen's Bench for Saskatchewan alleging negligence, breach of fiduciary duty, breach of contract and breach of the required standard of care by the Company and certain unnamed defendants in respect of all residents of Company LTC homes and retirement communities located in Saskatchewan as well as their family members. The claim seeks an order certifying the action as a class action and unspecified damages.

In January 2022, the case management judge overseeing the Company's COVID-related class action granted a plaintiff's motion to, among other things, consolidate all four active class actions against the Company into one action pursuant to the *Class Proceedings Act* (Ontario). The consolidated claim is in respect of all Ontario LTC homes owned, operated, licensed and/or managed by the Company and its affiliates and names as defendants the Company, certain of its affiliates and the owners of any such managed LTC homes and alleges negligence, gross negligence, breach of fiduciary duty, breach of contract, unjust enrichment, wrongful death in respect of all persons who contracted COVID-19 at the residence or subsequently contracted COVID-19 from such persons and breach of section 7 of the *Canadian Charter of Rights and Freedoms*. The consolidated claim seeks damages in the aggregate of \$110 million. The plaintiffs served the consolidated claim in June 2022 and the Company delivered its statement of defence in July 2022.

The Company intends to vigorously defend itself against these claims and these claims are subject to insurance coverage maintained by the Company. However, given the status of the proceedings, the Company is unable to assess their potential outcome and they could have a materially adverse impact on the Company's business, results of operations and financial condition (see "Risks and Uncertainties").

In December 2020, the Government of Ontario passed Bill 218, *Supporting Ontario's Recovery Act* (Ontario), which provides targeted liability protection against COVID-19 exposure-related claims against any individual, corporation, or other entity that made a "good faith" or "honest" effort to act in accordance with public health guidance and laws relating to COVID-19 and did not otherwise act with "gross negligence". The protection under Bill 218 is retroactive to March 17, 2020, when Ontario first implemented emergency measures as part of its response to the COVID-19 pandemic. Similar legislation has been passed in other provincial jurisdictions, including Saskatchewan.

In October 2021, the Supreme Court of Canada dismissed an application for leave to appeal by the Attorney General of Ontario which sought to challenge the decision issued by the previous presiding court that ruled in favour of certain unions in respect of a legal challenge to a 2016 Pay Equity Tribunal decision. The unions argued that new pay equity adjustments were required in order to maintain pay equity with municipal LTC homes where PSWs and other direct care workers in other industries are included in determining pay equity. The matter has now been referred back to the Pay Equity Tribunal to settle the matter between the participating LTC homes, unions and the Government and establish a framework for pay equity suitable for the sector. The Company, along with other participants in the long-term care sector, including the Government of Ontario, are working to resolve the matter. Given the uncertainty of the matter and the various stakeholders involved, and as a result the wide range of possible settlement outcomes and related funding changes the Company is unable to determine a reliable estimate of the potential outcome and it could have a materially adverse impact on the Company's business, results of operations and financial condition.

DISCONTINUED OPERATIONS

The following describes those operations affecting the results for discontinued operations impacting 2022, which include the impact of COVID-19 funding and related costs (refer to "Significant Developments – COVID-19 and Related Expenses and Funding"). Further details are provided in *Note 11* of the unaudited interim condensed consolidated financial statements.

Sale of Retirement Living Portfolio

On May 16, 2022, the Company completed the sale of its retirement living operations composed of 11 retirement communities (1,050 suites), located in Ontario and Saskatchewan, to Sienna-Sabra LP, for an aggregate purchase price of \$307.5 million, representing an implied realized capitalization rate on the stabilized NOI of approximately 6.0%. The Company recorded a gain on sale of \$67.9 million net of taxes, other adjustments and transaction costs, through discontinued operations. For the year ended December 31, 2022, these operations generated revenue of \$18.9 million, NOI⁽¹⁾ of \$3.9 million, and AFFO⁽¹⁾ of \$0.9 million (\$0.01 per basic share).

Sale of Saskatchewan LTC Homes

On October 9, 2022, the SHA and the Company completed the transition of operations and ownership of the Company's five LTC homes located in Saskatchewan to the SHA, including certain other assets and the assumption of certain liabilities by the SHA, for an aggregate purchase price of \$13.1 million and recorded a gain on sale of \$6.3 million net of taxes, other adjustments and transaction costs, through discontinued operations. For the year ended December 31, 2022, these operations generated revenue of \$40.9 million, a net operating loss of \$3.1 million, and an AFFO loss of \$2.3 million (\$0.02 loss per basic share).

Earnings (Loss) from Discontinued Operations

The following table provides the results of discontinued operations and a calculation of AFFO for the three months ended March 31, 2022.

Discontinued Operations	Three months ended March 31, 2022		
	Retirement Living	SK LTC Homes	Total
<i>(thousands of dollars unless otherwise noted)</i>			
Revenue	12,665	13,360	26,025
Operating expense	9,856	15,390	25,246
Net operating income (loss)	2,809	(2,030)	779
Reconciliation to AFFO			
Earnings (loss) from operating activities of discontinued operations	1,567	(1,492)	75
Add (Deduct):			
Depreciation and amortization	565	—	565
Depreciation for FFEC (maintenance capex)	(73)	—	(73)
Foreign exchange and fair value adjustments	(1,195)	—	(1,195)
Deferred income tax expense (recovery)	394	—	394
FFO from discontinued operations	1,258	(1,492)	(234)
Amortization of deferred financing costs	167	—	167
Accretion costs	(74)	—	(74)
Additional maintenance capex	(31)	—	(31)
AFFO from discontinued operations	1,320	(1,492)	(172)
AFFO per basic share (\$)	0.01	(0.02)	—
Total maintenance capex	104	—	104

ACCOUNTING POLICIES AND ESTIMATES

Critical Accounting Policies and Estimates

A full discussion of the Company's critical accounting policies and estimates was provided in the MD&A and the accompanying notes to the audited consolidated financial statements for the year ended December 31, 2022, contained in the Company's 2022 Annual Report. The disclosures in such report have not materially changed since that report was filed, and to the extent there have been any changes in management's estimates, they are discussed under "Significant Developments".

NON-GAAP MEASURES

Certain measures used in this MD&A listed below, including any related per share amounts, used by management to measure, compare and explain the operating results and financial performance of the Company, are not measures recognized under GAAP and do not have standardized meanings prescribed by GAAP. These measures may differ from similar computations as reported by other issuers and, accordingly, may not be comparable to similarly titled measures as reported by such issuers. These measures are not intended to replace earnings (loss) from continuing operations, net earnings (loss), cash flow, or other measures of financial performance and liquidity reported in accordance with GAAP. Such measures are presented in this document because management believes that they are a relevant measure of Extendicare's operating performance and ability to pay cash dividends.

Management uses these measures to exclude the impact of certain items, because it believes doing so provides investors a more effective analysis of underlying operating and financial performance and improves comparability of underlying financial performance between periods. The exclusion of certain items does not imply that they are non-recurring or not useful to investors.

These measures are defined below and reconciliations to the most comparable GAAP measure are referenced, as applicable.

"**Net operating income**", or "**NOI**", is defined as revenue less operating expenses, and this value represents the underlying performance of the operating business segments.

"**NOI margin**" is defined as NOI as a percentage of revenue.

"**EBITDA**" is defined as earnings (loss) from continuing operations before net finance costs, income taxes, depreciation and amortization.

“Adjusted EBITDA” is defined as EBITDA adjusted to exclude the line item “other expense”, and as a result, is equivalent to the line item “earnings before depreciation, amortization, and other expense” reported on the consolidated statements of earnings. Management believes that certain lenders, investors and analysts use EBITDA, Adjusted EBITDA and Adjusted EBITDA margin to measure a company’s ability to service debt and meet other payment obligations, and as a common valuation measurement.

“Adjusted EBITDA Margin” is defined as Adjusted EBITDA as a percentage of revenue.

Reconciliations of “net operating income” and “Adjusted EBITDA” to “earnings (loss) from continuing operations before income taxes” are provided under “Select Quarterly Financial Information – Reconciliations of Adjusted EBITDA and Net Operating Income”.

“Earnings (loss) from continuing operations before separately reported items, net of tax” is defined as earnings (loss) from continuing operations, excluding the following separately reported line items: “foreign exchange and fair value adjustments” and “other expense”. These line items are reported separately and excluded from certain performance measures, because they are transitional in nature and would otherwise distort historical trends. “Foreign exchange and fair value adjustments” relate to the change in the fair value of or gains and losses on interest rate agreements, and foreign exchange gains or losses on capital items. “Other expense”, or “other income”, relates to gains or losses on the disposal or impairment of assets and early retirement of debt, transaction and integration costs in connection with acquisitions, restructuring and transformation charges, and proxy related costs. The above separately reported line items are reported on a pre-tax and on an after-tax basis as a means of deriving earnings (loss) from operations and related earnings per share excluding such items.

Reconciliations of “earnings (loss) from continuing operations before separately reported items” to “earnings (loss) from continuing operations” are provided under “Statement of Earnings”.

“Funds from Operations”, or “FFO”, is defined as net earnings before income taxes, depreciation and amortization, foreign exchange and fair value adjustments, and the line item “other expense” (otherwise referred to as “Adjusted EBITDA”) less depreciation for furniture, fixtures, equipment and computers, or “depreciation for FFEC”, depreciation for office leases, accretion costs, net interest expense and current income taxes (excluding current income taxes in respect of “foreign exchange and fair value adjustments” and “other expense” that are not otherwise included in FFO). Depreciation for FFEC is considered representative of the amount of maintenance (non-growth) capital expenditures, or “maintenance capex”, to be used in determining FFO, as the depreciation term is generally in line with the life of these assets. FFO is a recognized earnings measure that is widely used by public real estate entities, particularly by those entities that own and operate income-producing properties. Management believes that certain investors and analysts use FFO, and as such has included FFO to assist with their understanding of the Company’s operating results.

Reconciliations of FFO to “earnings from continuing operations” are provided under “Funds from Operations and Adjusted Funds from Operations – Reconciliations of FFO to Net Earnings”.

“Adjusted Funds from Operations”, or “AFFO”, is defined as FFO plus: i) the reversal of non-cash deferred financing and accretion costs; ii) the reversal of non-cash share-based compensation; iii) the principal portion of government capital funding; iv) amounts received from income support arrangements; and v) the reversal of income or loss of the captive insurance company that was included in the determination of FFO, as those operations were funded through investments held for the former U.S. self-insured liabilities, which are not included in the Company’s reported cash and cash equivalents. In addition, AFFO is further adjusted to account for the difference in total maintenance capex incurred from the amount deducted in the determination of FFO. Since the Company’s actual maintenance capex spending fluctuates on a quarterly basis with the timing of projects and seasonality, the adjustment to AFFO for these expenditures from the amount of depreciation for FFEC already deducted in determining FFO, may result in an increase to AFFO in the interim periods reported. Management considers AFFO a relevant measure of the ability of the Company to earn cash and pay cash dividends to shareholders.

“Payout ratio” is defined as the ratio of dividends declared to AFFO. Management considers this a useful metric to evaluate the Company’s dividend capacity.

Both FFO and AFFO are subject to other adjustments, as determined by management in its discretion, that are not representative of the Company’s operating performance.

Reconciliations of “net cash from operating activities” to “AFFO” are provided under “Funds from Operations and Adjusted Funds from Operations – Reconciliations of AFFO to Net Cash From Operating Activities”.

“Interest coverage ratio” and **“net interest coverage ratio”** are defined as the ratio of Adjusted EBITDA to interest expense with interest capitalized included and financing prepayment costs and the amortization of deferred financing costs excluded, and in the case of ‘net interest’ with interest revenue included. Management considers these relevant measures as they indicate the Company’s ability to meet its interest cost obligations on a trailing twelve-month basis.

“NOI Yield” is defined as the estimated stabilized NOI of a development property in the first year it achieves expected stabilized occupancy, plus the annual construction funding subsidy, or CFS, for certain LTC homes, if applicable, divided by the estimated Adjusted Development Costs, as defined below. Management considers this a relevant measure of the Company’s total economic return of a development project.

“Adjusted Development Costs” is defined as development costs on a GAAP basis (which includes the cost of land, hard construction and soft development costs, furniture, fixtures and equipment) plus/minus cumulative net operating losses/earnings generated by the development property prior to achieving expected stabilized occupancy, plus an estimated imputed cost of capital during the development period through to the expected stabilized occupancy, net of any capital development government grant receivable on substantial completion of construction for certain LTC homes, if applicable.

RISKS AND UNCERTAINTIES

There are certain risks inherent in an investment in securities and activities of the Company, which investors should carefully consider before investing in the Company. Risks and uncertainties are disclosed in the Company's 2022 Annual Information Form, including without limitation, "Risks Related to a Pandemic, Epidemic or Outbreak of a Contagious Illness, such as COVID-19", "Risks Related to Inflationary Pressures and Supply Chain Interruptions", "Risks Related to Liability and Insurance" and "Risks Related to Government Oversight, Funding and Regulatory Changes" found under the section "Risk Factors – Risks Related to the Business". To the extent there have been any changes to those risks or uncertainties as of the date of this MD&A, they are discussed under "Forward-looking Statements" and "Significant Developments".

Endnotes

- (1) This is a non-GAAP financial measure. Refer to the discussion under "Non-GAAP Measures".
- (2) Certain prior period figures in Q1 2022 and Q2 2022 have been re-presented to conform with the Q3 2022 presentation in connection with the classification of strategic transformation costs as "other expense". Refer to the discussion under *Note 9* of the unaudited interim condensed consolidated financial statements.