

Q1 2021 INVESTOR UPDATE

May 13, 2021



DISCLAIMER

This presentation provides a summary description of Northwest Healthcare Properties Real Estate Investment Trust (“NWH” or the “REIT”). This presentation should be read in conjunction with and is qualified in its entirety by reference to the REIT’s most recently filed financial statements, management’s discussion and analysis, management information circular and annual information form (the “AIF”).

This presentation contains forward-looking statements. These statements generally can be identified by the use of words such as “expect”, “anticipate”, “believe”, “foresee”, “could”, “estimate”, “goal”, “intend”, “plan”, “seek”, “strive”, “will”, “may”, “would”, “might”, “potential”, “should”, “stabilized”, “contracted”, “guidance”, “normalized”, or “run rate” or variations of such words and phrases. Examples of such statements in this presentation may include statements concerning: (i) the REIT’s financial position and future performance, including normalized and target financial metrics, forecasted liquidity and potential deleveraging transactions; (ii) joint venture conditional capital commitments and negotiations, potential acquisitions, dispositions and other transactions, including a potential UK joint venture, and transactions involving Aspen and Australian Unity; (iii) the REIT’s development pipeline and associated future value creation, (iv) the REIT’s property portfolio, cash flow and growth prospects, liquidity, un-deployed capital, leverage ratios, future financings and asset management fees, (v) the REIT’s intention and ability to distribute available cash to security holders, (vi) the industry in which the REIT operates and trends related thereto, and (vii) the REIT’s strategic and governance initiatives.

Such forward-looking information reflects current beliefs of the REIT and is based on information currently available to the REIT. Other unknown or unpredictable factors could also have material adverse effects on future results, performance or achievements of the REIT. Forward-looking information involves significant risks and uncertainties, should not be read as a guarantee of future performance or results and will not necessarily be an accurate indication of whether or not, or the times at which, or by which, such performance or results will be achieved, and readers are cautioned not to place undue reliance on such forward-looking statements. The forward-looking statements contained in this presentation are based on numerous assumptions which may prove incorrect and which could cause actual results or events to differ materially from the forward-looking statements. Although these forward-looking statements are based upon what the REIT believes are reasonable assumptions, the REIT cannot assure investors that actual results will be consistent with this forward-looking information. Such assumptions include, but are not limited to, the assumptions set forth in this presentation, as well as assumptions relating to (i) completion of anticipated acquisitions, dispositions, development, joint venture, deleveraging and other transactions (some of which remain subject to completing documentation) on terms disclosed; (ii) the REIT’s properties continuing to perform as they have recently, (iii) the REIT successfully integrating past and future acquisitions, including the realization of synergies in connection therewith; (iv) various general economic and market factors, including exchange rates remaining constant, local real estate conditions remaining strong, interest rates remaining at current levels, the impacts of COVID-19 on the REIT’s business ameliorating or remaining stable; and (vii) the availability of equity and debt financing to the REIT. These forward-looking statements may be affected by risks and uncertainties in the business of the REIT and market conditions, including that the assumptions upon which the forward-looking statements in this presentation may be incorrect in whole or in part, as well as the various risks described in the AIF.

These forward-looking statements reflect the REIT’s expectations only as of the date of this presentation. The REIT disclaims any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

Certain information concerning Vital Trust contained in this presentation has been taken from, or is based upon, publicly available documents and records on file with regulatory bodies. Although the REIT has no knowledge that would indicate that any of such information is untrue or incomplete, the REIT was not involved in the preparation of any such publicly available documents and neither the REIT, nor any of their officers or trustees, assumes any responsibility for the accuracy or completeness of such information or the failure by Vital Trust to disclose events which may have occurred or may affect the completeness or accuracy of such information but which are unknown to the REIT.

Funds from operations (“FFO”), adjusted funds from operations (“AFFO”), net operating income (“NOI”), same property NOI (“SPNOI”), and net asset value (“NAV”) are not measures recognized under International Financial Reporting Standards (“IFRS”) and do not have standardized meanings prescribed by IFRS. FFO, AFFO, NOI, SPNOI, and NAV are supplemental measures of a real estate investment trust’s performance and the REIT believes that FFO, AFFO, NOI, SNOI and NAV are relevant measures of its ability to earn and distribute cash returns to unitholders. The IFRS measurement most directly comparable to FFO, AFFO, NOI and SPNOI is net income. The IFRS measurement most directly comparable to NAV is net equity. A reconciliation of NAV, NOI, FFO, AFFO and Normalized AFFO to net income is presented in the REIT’s management’s discussion and analysis of financial condition and results of operations of the REIT for the period ended March 31, 2021 as filed on SEDAR.

Focused Healthcare Real Estate Investment Partner

- ✓ **Global scale, local relationships**
Partner of choice for leading operators
- ✓ **Defensive operating fundamentals**
Cure focus underpinned by government funding
- ✓ **A proven track record**
10+ year total shareholder return of 164% (10% CAGR)
- ✓ **Scalable platform with embedded growth**
Robust acquisition and development pipeline

NWH AT A GLANCE

15.5M

SQUARE FEET

186

PROPERTIES

\$7.7B

TOTAL ASSETS⁽³⁾

97.0%

OCCUPANCY

14.3

YEAR WALE

5.7%

IFRS CAP RATE

\$2.5B

MARKET CAP ⁽¹⁾

6.1%

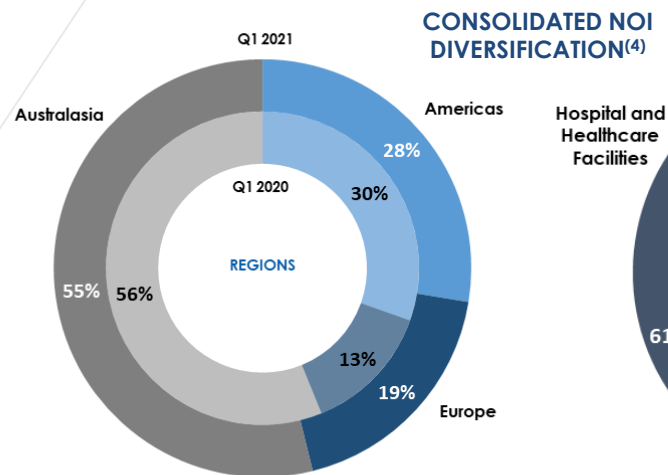
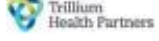
DISTRIBUTION YIELD⁽¹⁾

87%

PAYOUT RATIO ⁽²⁾



healthcare

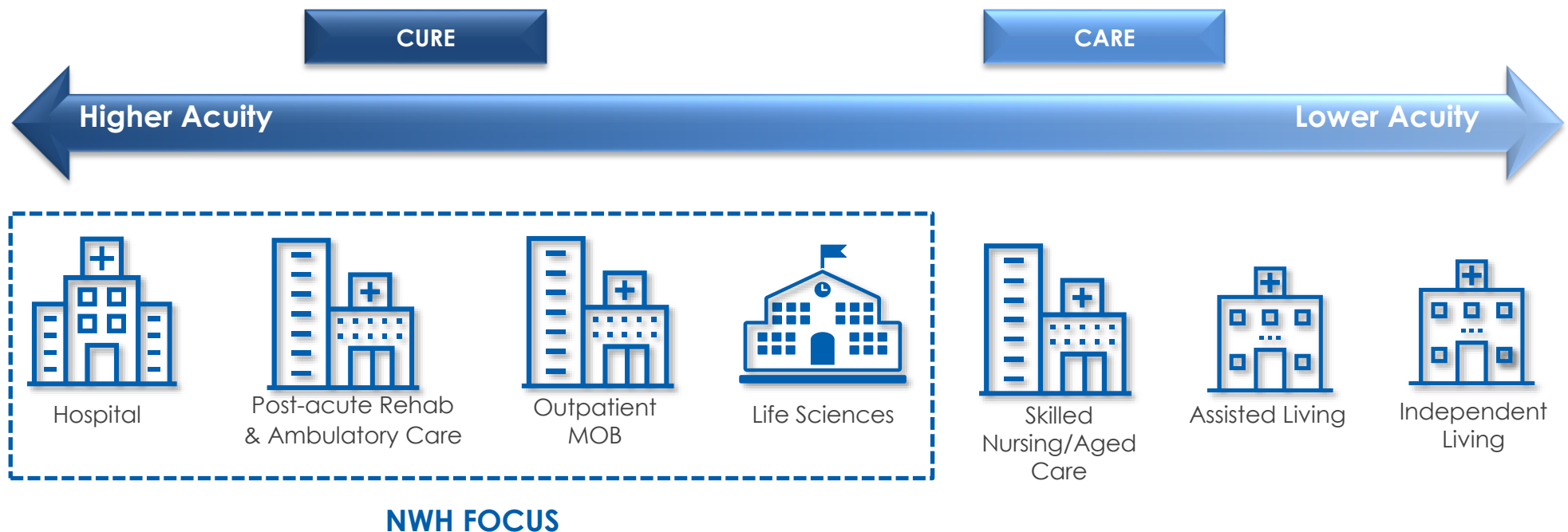


HEALTHCARE REAL ESTATE - CURE VS CARE

GLOBAL Healthcare Real Estate is estimated to be **>\$3T** in value.

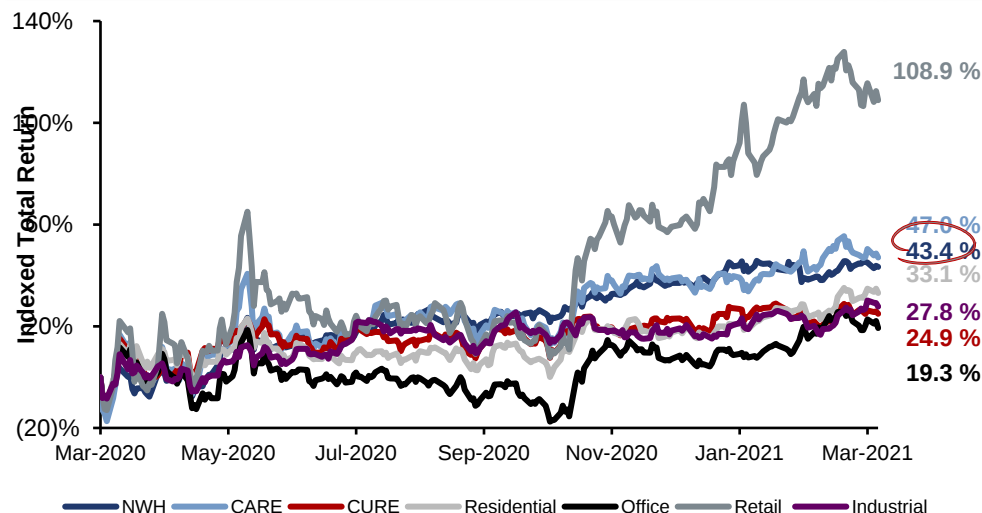


NORTHWEST focuses on the **CURE** segment of Healthcare Real Estate.



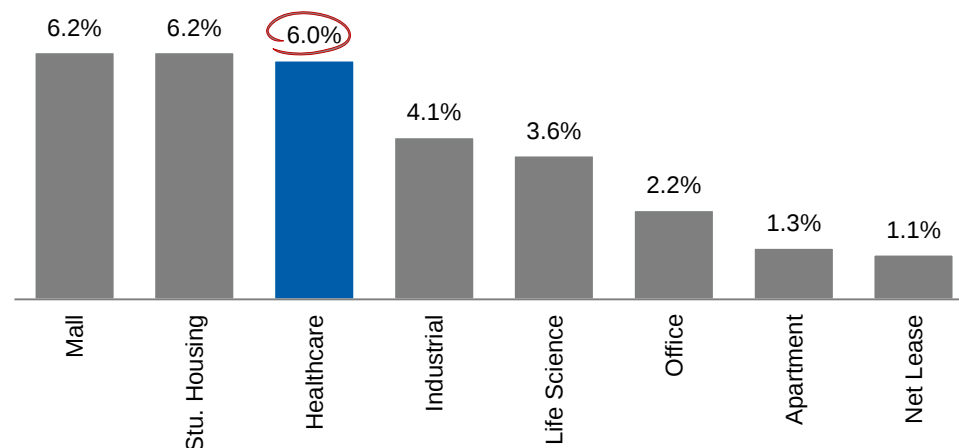
HEALTHCARE REAL ESTATE IN THE SPOTLIGHT

LTM RELATIVE TOTAL SHAREHOLDER RETURN



PROJECTED OPERATING PERFORMANCE BY SECTOR

'20E – '24E GSA NOI Growth Projections



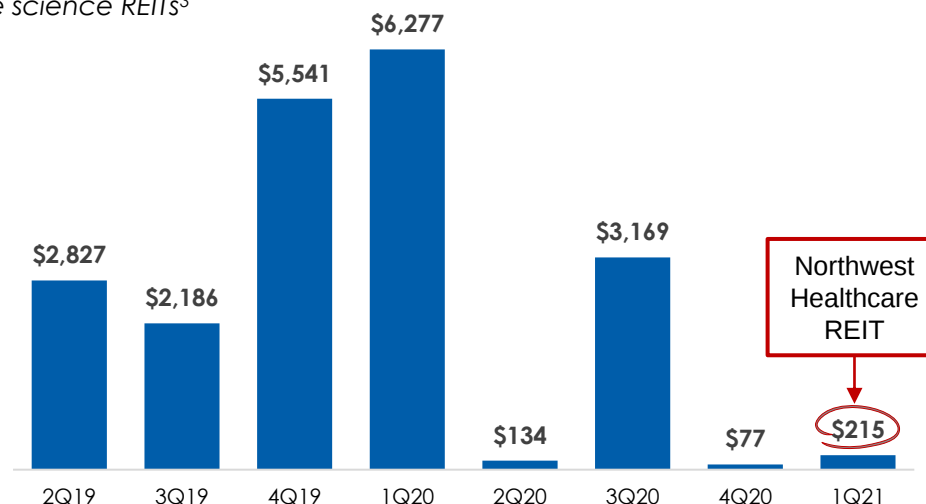
SELECT ACUTE CARE & LIFE SCIENCE TRANSACTIONS (>\$100mm)

	Date	Size (C\$mm)	Buyer	Seller
39 Life Science Assets	YTD Sep-20	\$ 2,642	ARE	Various
Aspen Portfolio	Aug-20	454	NWH	WELL
Genesis / 4000 Shoreline	Aug-20	1,275	VTR	Bain Capital
Salt Lake City Assets	Jul-20	1,287	MPW	Undisclosed
UK Hospital Portfolio	Feb-20	169	NWH	BMI
Circle Health Portfolio	Jan-20	2,559	MPW	BMI

Select Acute Care and Life Science transactions YTD across transactions in excess of \$100mm reflect the growing demand for Healthcare (CURE) real estate assets

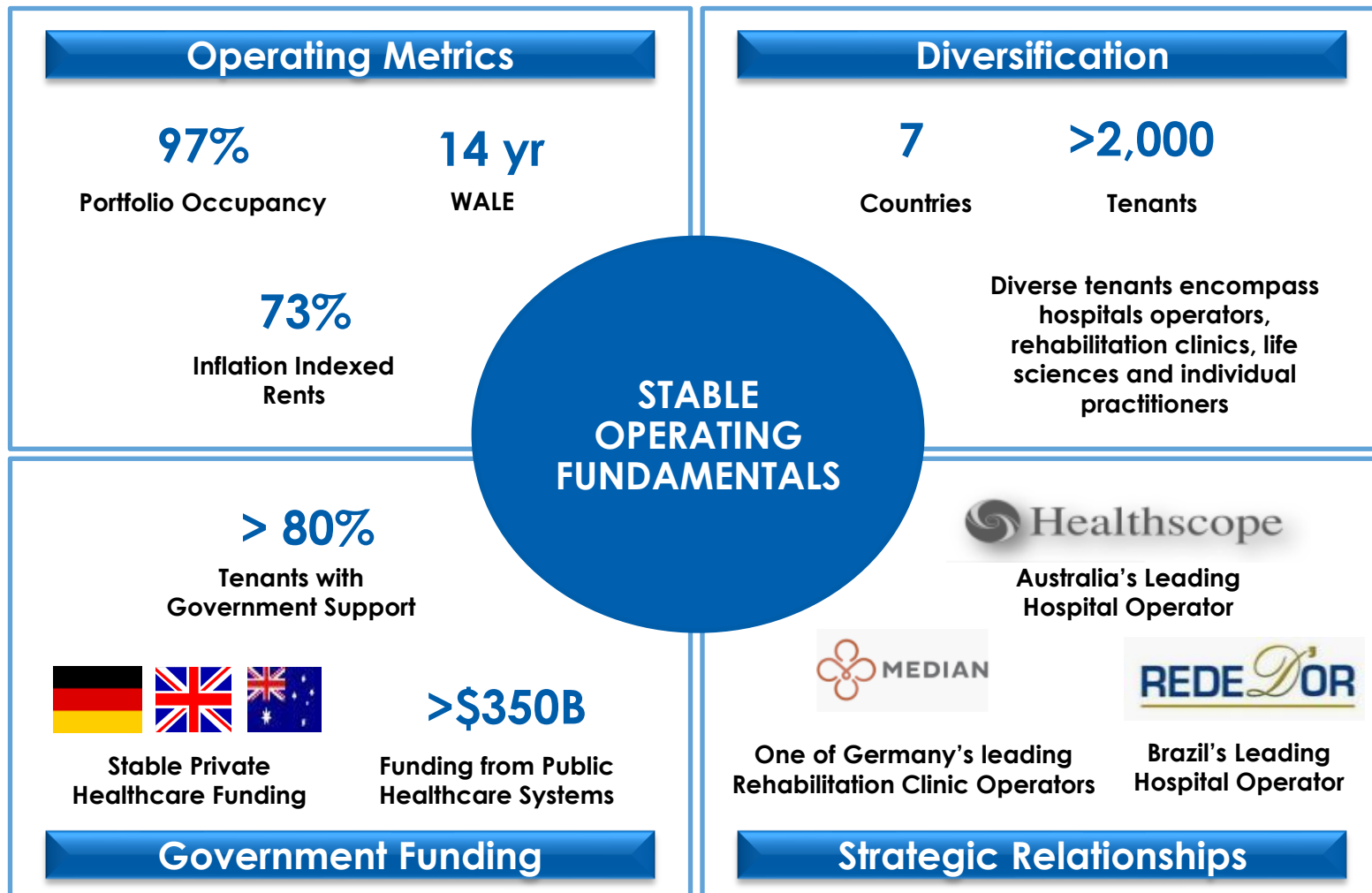
CAPITAL FORMATION

Public equity raised (C\$ in millions) by US and Canada healthcare and life science REITs³

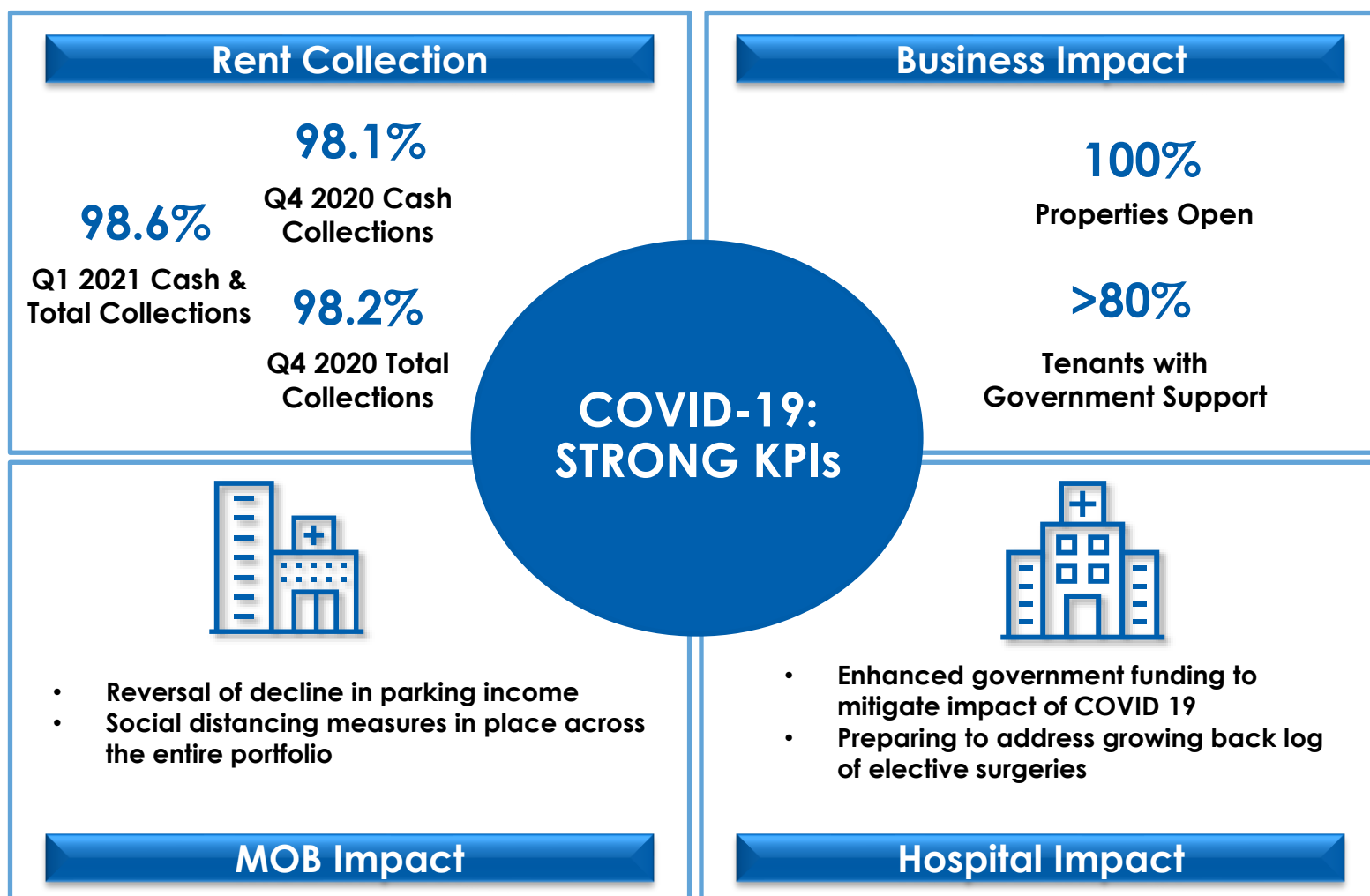


Source: IBES market data, SNL, GreenStreet Advisors Research. Market data as of 11-Nov-2020. ¹CARE includes GMRE, WELL, VTR, PEAK, OHI, DHC, NHI, LTC, SBRA, UHT, CTRE and CHCT. CURE includes DOC, HTA, HR and MPW. Residential includes Student Housing, Manufactured Homes, and Apartments. Lodging & Retail includes Mall, Strip Center, and Lodging which consists of PK, HST, SVC, APLE, SHO, RLJ, RHP, PEB, DRH, XHR, INN, CLDT. ²Mall includes SKT, TCO, MAC and SPG. Student Housing includes ACC. Healthcare includes WELL, VTR, PEAK, HTA, HR, OHI and SBRA. Manufactured Homes includes ELS and SUI. Strip Center includes AKR, BRX, FRT, KIM, REG, ROIC, RPAI, SITC, UE, and WRI. Industrial includes DRE, EGP, FR, PLD, PSB, REXR and TRNO. Cold Storage includes COLD. Life Science includes ARE and PEAK assets. Office includes AAT, ARE, BDN, BXP, CLI, CUZ, DEI, ESRT, EQC, HIW, HPP, JBGS, KRC, OFC, PDM, PGRE, SLG, VNO, and WRE. Apartment includes AIV, AVB, CPT, EQR, ESS, MAA and UDR. Self-Storage includes CUBE, EXR, PSA, and LSI. Net lease includes NNN, O, SRC, STOR, VER, and WPC. ³Includes ARE, CTRE, CHCT, GMRE, LTC, HR, HTA, PEAK, MPW, NHI, NWH, OHI, DOC, SBRA, UHT, VTR and WELL.

DEFENSIVE UNDERLYING PORTFOLIO



COVID-19: OPERATIONAL KPIs



2021 STRATEGIC PRIORITIES

*STRATEGIC INITIATIVES
ALIGN WITH CONTINUED
MATURATION OF THE
ORGANIZATION:*

*SCALING THIRD-PARTY
MANAGEMENT PLATFORM*

*POTENTIAL EXPANSION TO
NEW MARKETS WITHIN
NORTH AMERICA AND
WESTERN EUROPE*

*ENHANCING THE REIT'S
INSTITUTIONAL BRAND BY
FORMALIZING ITS ESG
PROGRAM*

*BALANCE SHEET
OPTIMIZATION &
ACHIEVING INVESTMENT
GRADE METRICS*

SCALING GLOBAL ASSET MANAGEMENT PLATFORM

- Increasing scale through capital deployment:
 - Available undeployed capital totals \$3.9Bn in active funds
- New fund initiatives:
 - Proposed UK JV is the top new fund priority to include the REIT's existing \$620M UK hospital portfolio
 - Increasing scale in AUS to accommodate strategic transactions
- **Target:** Be the leading healthcare real estate asset manager globally

GLOBAL EXPANSION

- In 2020 the REIT successfully entered the UK and acquired a high quality 10 hospital portfolio
- The REIT intends to extend its geographic footprint in 2021. Key markets under consideration include:
 - The United States
 - Other Western Europe

FOCUS ON ESG

- REIT wide commitment to development and implementation of an active ESG program;
- ESG is the top priority for recently created, and filled, role of Chief Administrative Officer (CAO)
- Commitment to issuing inaugural ESG report in 2021, incorporating feedback from GRESB and CDP evaluations

BALANCE SHEET OPTIMIZATION AND ACHIEVEMENT OF INVESTMENT GRADE CREDIT METRICS

**Net Debt / EBITDA < 8.0x
LTV < 50%**

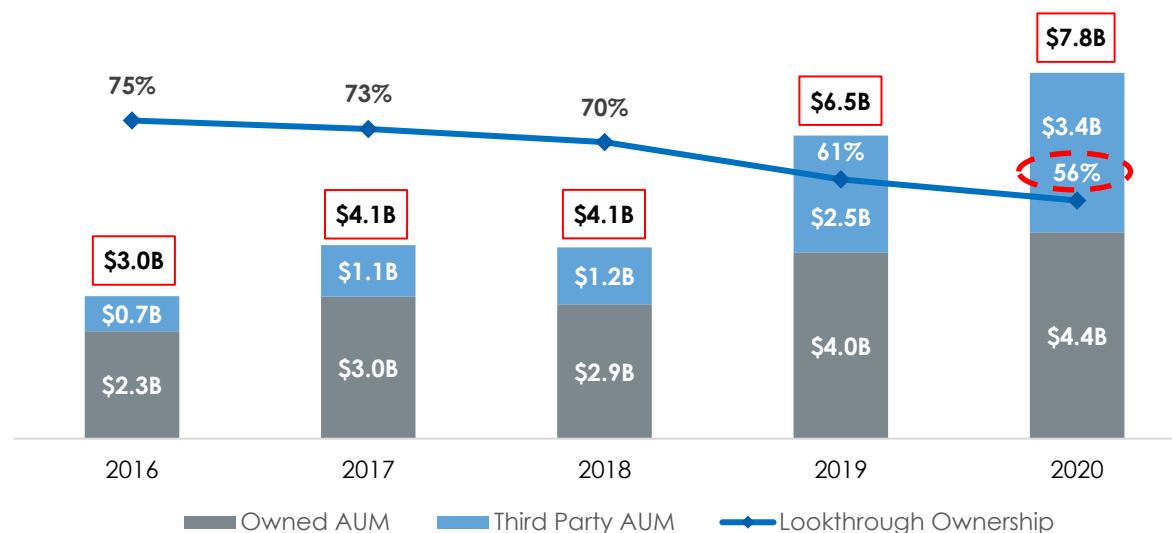
**Management Fees Growth
AFFOPU Growth**

EVOLUTION OF ASSET MANAGEMENT PLATFORM

DUE TO THE GROWTH OF THE GLOBAL ASSET MANAGEMENT PLATFORM OVER THE PAST 5 YEARS, TOTAL AUM HAS INCREASED FROM \$3B TO \$7.8B WHILE LOOK THROUGH OWNERSHIP HAS DECREASED TO 56%

ON A LIKE FOR LIKE BASIS JV INVESTMENTS ADD 300 BPS TO THE REIT'S ROE

HISTORICAL CHART OF AUM AND OWNERSHIP



RETURNS COMPARISON

\$100 Investment (5% Cap Rate)	Direct	JV
Ownership	100%	30%
LTV	65%	65%
Interest Rate	~3%	~3%
NOI	\$5	\$1.5
Fees	N/A	\$0.4
Interest Expense	(\$1.9)	(\$0.6)
Total Return	\$3.1	\$1.3
Equity Required	\$35	\$10.5
ROE	9%	12%

KEY BENEFITS OF JV STRUCTURE

Reduced Equity Requirement

Increased Fees

Higher ROE

SCALING GLOBAL ASSET MANAGEMENT PLATFORM: UK JV

TARGETING NEW
\$1.75B+ JOINT VENTURE

POTENTIAL TO
GENERATE NET
PROCEEDS OF \$260M
AND REDUCE
PROPORTIONATE
LEVERAGE BY ~540 BPS
AND NET DEBT/EBITDA
BY ~1.2X

Active Asset Management

- **Tenant diversification:** Potential to diversify current tenant relationships through NMC administration process and potential sale of Aspen to a top 5 UK operator
- **Capitalize on temporary market dislocation:** COVID-19 has temporarily disrupted the UK private hospital market which is creating acquisition opportunities with leading operators for core assets
- **Major market focus:** Focus on primary UK markets particularly on London and surrounding exurban markets

JV Funds Formation

- **Attractive seed portfolio:** Attractive ~\$620M seed portfolio. Represents almost 40% of future \$1.75B+ UK joint venture initiative
- **Promoted capital structure:** Formation of a UK joint venture would drive growth in asset management platform and generate promoted returns
- **Opportunistic Approach:** Warehousing strategy allows the REIT to benefit from near term value creation while achieving longer term return and capital structure objectives

Key Metrics & Impact

\$620M

UK Purchase Price

\$185M

Net Debt
Repayment

\$260M

Net Proceeds
Generated

+\$5M

Stabilized Fees

-540 bps

LTV

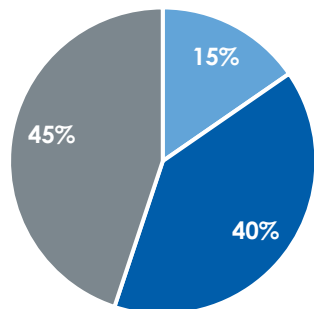
-1.2x

Net Debt/EBITDA

ACHIEVING SCALE IN EUROPE

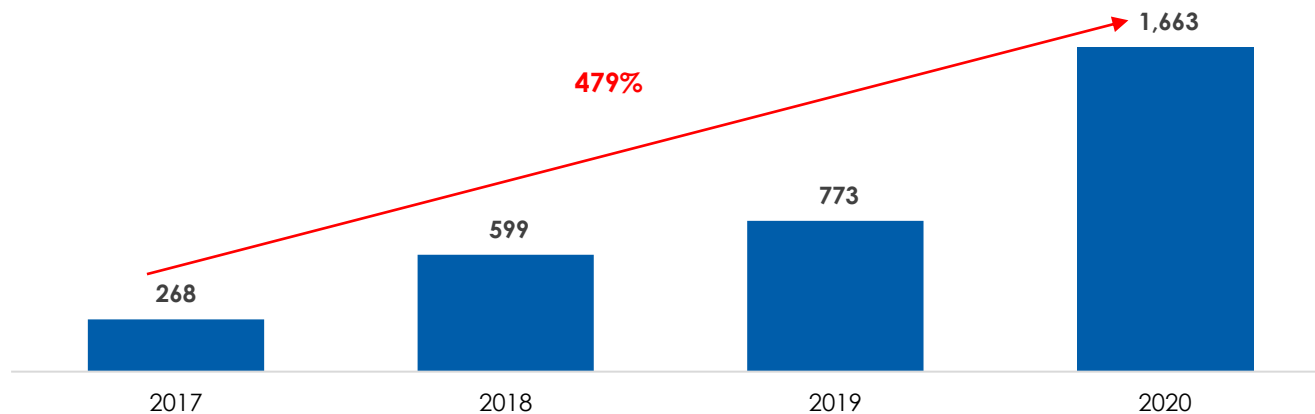
PORTFOLIO OVERVIEW & GROWTH

Asset Mix by % of Total AUM



■ MOBs ■ Hospitals ■ Clinics

Historical AUM (\$M)



HIGH QUALITY PORTFOLIO



KEY RELATIONSHIPS

OPERATOR



CAPITAL



EQUITY

DEBT

FOCUS ON ESG INITIATIVES

OVERVIEW

- The REIT's singular focus on healthcare real estate has placed ESG-related issues at the fore since our inception:
 - Providing safe and appropriate space for our operator and tenant partners to provide essential services
 - Facilitating access to healthcare in the communities in which we are located
 - Mitigating the environmental impact of our properties, that typically use higher levels of energy and water than traditional office space
 - Incorporating durable, longer-lasting materials and energy management infrastructure in the construction of new buildings and tenant spaces
 - Supporting healthcare-related charitable causes.

THIRD PARTY BENCHMARKING FROM



NWH



VITAL

KEY PRIORITY FOR NEW CAO

- The REIT recently created the role of Chief Administrative Officer:
 - Overseeing the organization's global HR, IT, Corporate Operations, Marketing and ESG functions
 - Reporting to the CEO
 - Forming part of the Global Leadership Team
 - Integrating ESG objectives into:
 - Policies and procedures &
 - Organizational culture
- The role is filled by Peter Riggini:
 - Previously COO & Managing Director, Canada
 - 17-year tenure at NorthWest, with roles in senior management, operations and investments
 - Past experience with pension fund advisory firms and institutional real estate managers

GLOBAL RESOURCE COMMITMENT

10-Person
Global Steering
Committee

Working Groups
for each of
E, S & G

Engagement of
Third-Party
Advisors

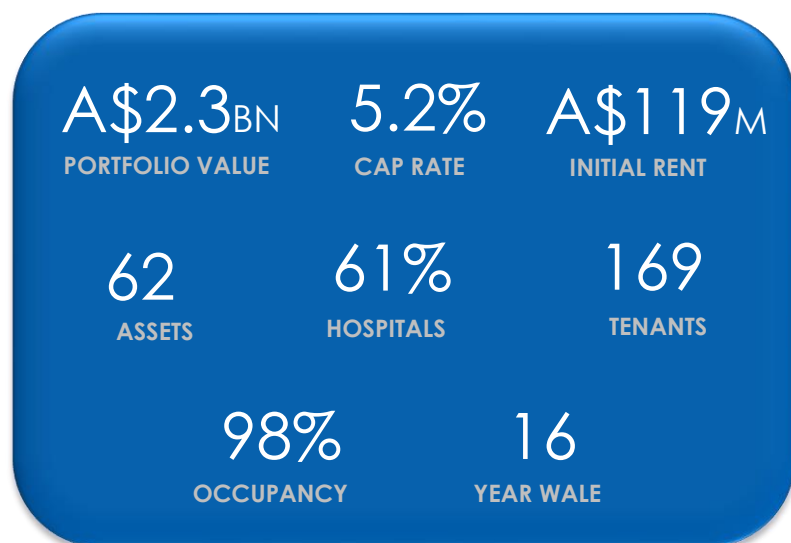
Incorporation of
ESG Initiatives
into Budgeting

STRATEGIC TRANSACTION: AUSTRALIAN UNITY

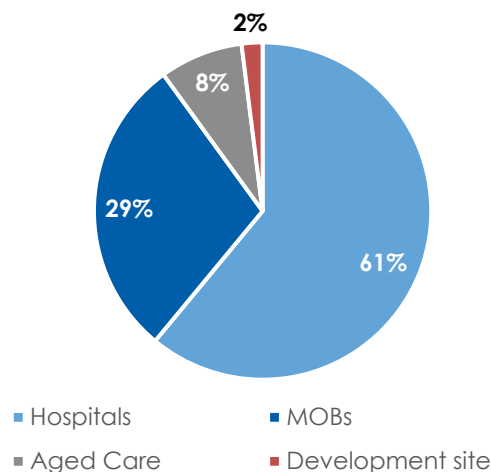


- The REIT, together with a capital partner, has entered into an option agreement to acquire a strategic 16% stake of the units in Australian Unity Healthcare Property Trust (AUHPT)
- AUHPT is a high quality \$2.4B (A\$2.5B- gross assets) healthcare property trust
 - Highly complementary to NWH's existing portfolio
 - Attractive tenant base representing a strong, reliable source of income
- The potential for a broader strategic transaction represents a generational opportunity and would give NWH a dominant position in the region with A\$7B of AUM
- The REIT is well positioned for any future strategic transactions in relation to AUHPT

CORE HEALTHCARE INFRASTRUCTURE IN MAJOR MARKETS



Asset Mix



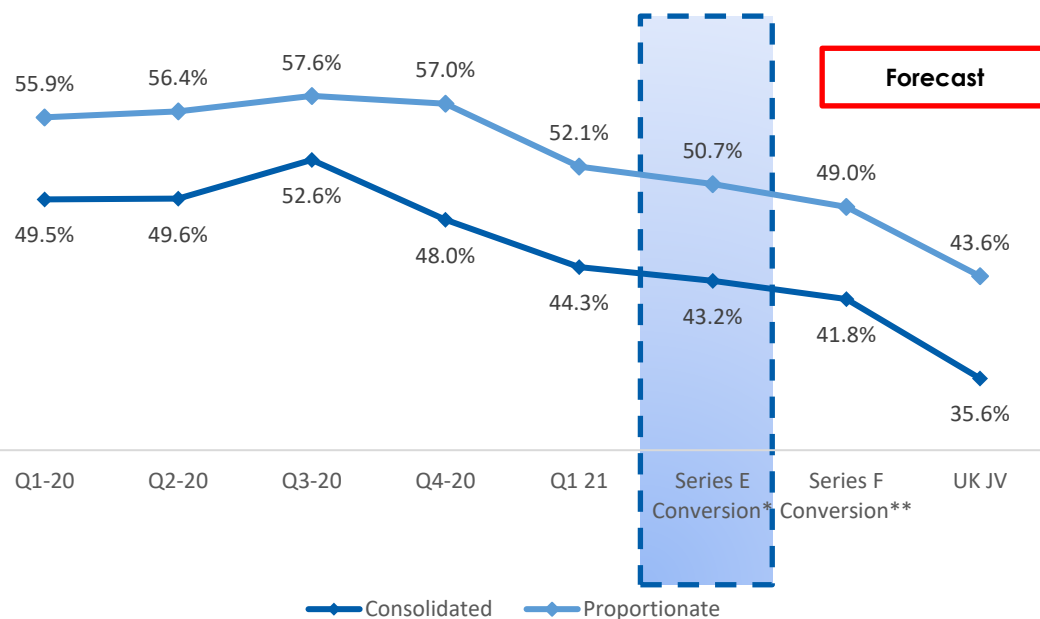
Top Tenants (by income)

Tenant	Name	% total income
1	Queensland Government	25 %
2	Ramsay Health Care	18 %
3	healthcare	16 %
4	INFIN CARE	8 %
5	SONIC HEALTHCARE	7 %
6	healius	6 %
7	stryker	3 %
		83 %

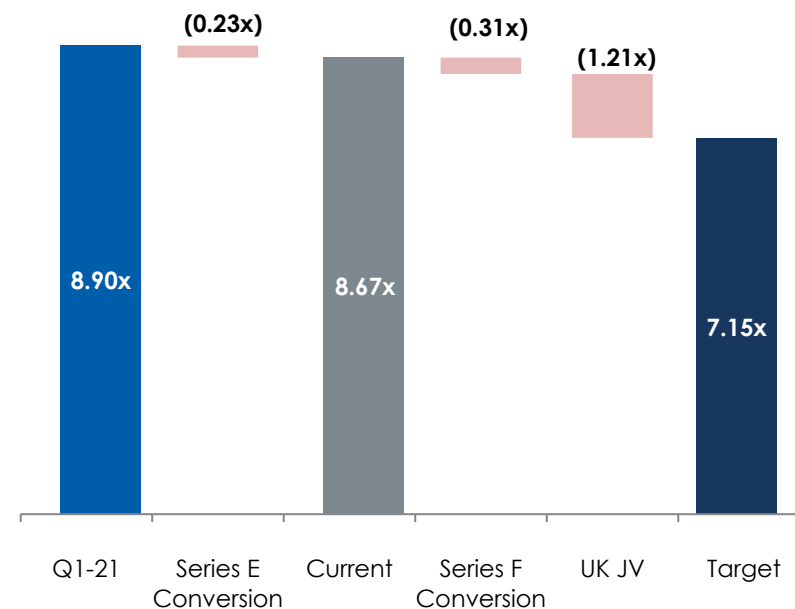
1. Surgical, Treatment and Rehabilitation Service (STARS)

INVESTMENT CREDIT GRADE METRICS ACHIEVED: POSITIONED FOR GROWTH

LTV Trend



Proportionate Net Debt/EBITDA Bridge



~44%
LTV Post UK JV

~\$180M
Fair Value Gain at
NWH Share

+\$260M
Generated from
JV Sales

~5%
WAIR on Debt
Repaid

*\$61M of Series E convertible debentures (\$75M) was converted to equity in May 2021, with the remainder repaid with existing liquidity

** Based on the REIT's \$13.08/un closing price on May 12, 2021, Series F which matures in 2021 is in the money. If converted to equity by unitholders liquidity would increase by \$81M

GLOBAL DEBT & LIQUIDITY STRATEGY

\$0.6B OF DEBT IS MATURING IN 2021, 35% OF WHICH HAS ALREADY BEEN REPAID OR REFINANCED

AFTER SIGNIFICANT DELEVERAGING, NWH IS WELL POSITIONED TO EXECUTE ON ITS STRATEGIC PRIORITIES

2021 DEBT MATURITIES

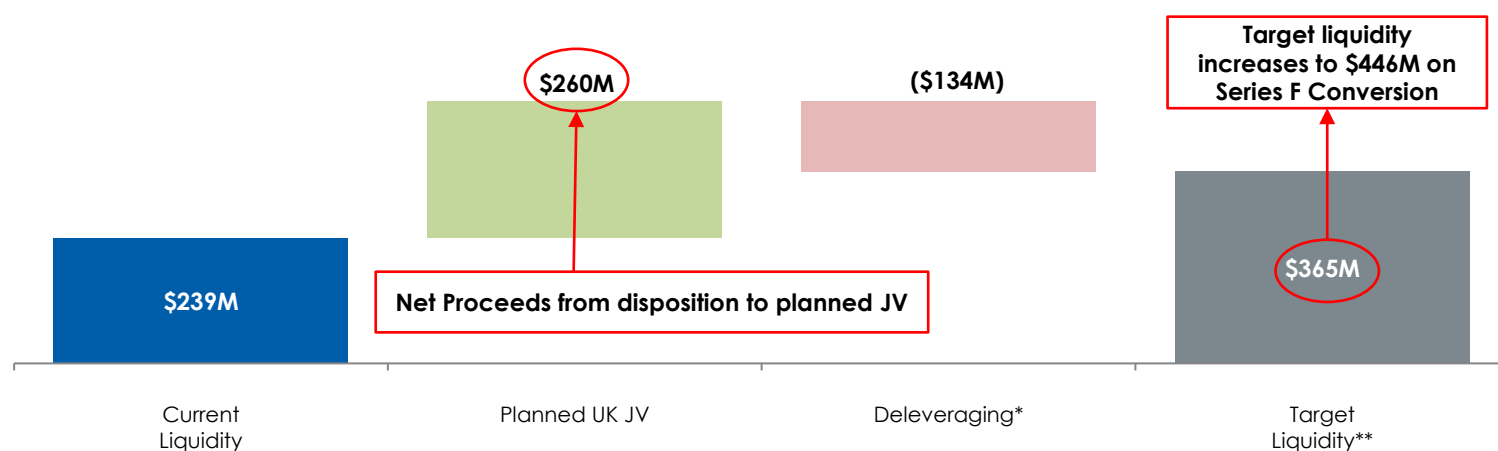
2021 Debt Maturities	\$629M	Comments
Completed Repayment	(\$200M)	Includes Series E Debentures of which \$61m were converted to equity
Completed Refinancing	(\$23M)	Canadian mortgages maturing in Q1-Q2
Remaining Debt Maturities	\$406M	

\$103M
Mortgages at
~50% LTV

\$81M
Series F convert;
repaid with
existing liquidity

\$222M
At 50% LTV; Refi
or repay with UK
JV proceeds

LIQUIDITY FORECAST



* Includes Series F Convertible Debenture (\$80.5M) and Canadian mortgages principal payments

** Based on the REIT's \$13.08/un closing price on May 12, 2021, Series F which matures in 2021 is in the money. If converted liquidity increases by \$80.5M.

An architectural rendering of a modern, multi-story hospital building. The building features large glass windows and balconies with decorative metal railings. The name "Epping Private Hospital" is visible on the upper facade. The foreground shows a landscaped area with trees, shrubs, and a road with cars and pedestrians.

GLOBAL HEALTHCARE TRENDS

\$8 Trillion
Annual Global
Healthcare
Spend (\$US)

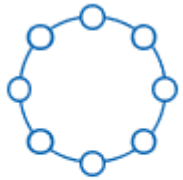
10.4%

Global Healthcare
Expenditure (% GDP)

4-7%

Annual Growth

TRENDS DRIVING GLOBAL HEALTHCARE



Societal

1. Population growth
- 2. Aging population**
3. Increase in obesity, addictions
4. Growing middle class in emerging markets
5. Increase in urban migration



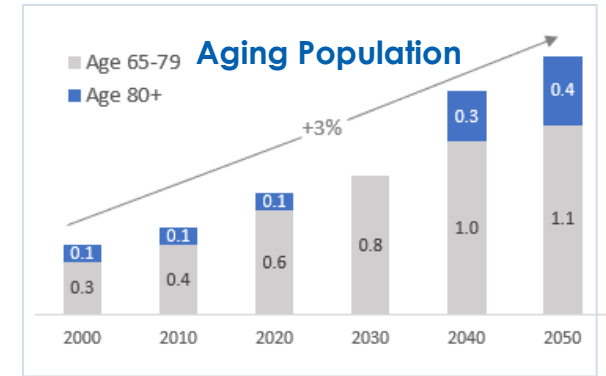
Market

- 1. Consolidation**
2. Rise in health awareness and spending
3. Higher quality / value care
4. Shortage of qualified healthcare professionals
5. Changing funding models



Innovation

- 1. Emergence of new treatments**
2. Rise and new approaches for chronic diseases
3. Early prevention and detection
4. Increasing digitalization of the hospital
5. Emergence of remote medicine



Consolidation

\$195B

Global healthcare M&A
deals in 2020

716

deals in the
US alone

Emergence of New Treatments

\$2M

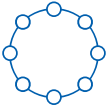
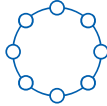
Surgical robot cost
(per robot)

↑5.2%

Same-day hospitalizations
(vs ↑ 2.6% overnight)

HEALTHCARE TRENDS IMPACT ON HEALTHCARE REAL ESTATE

HEALTHCARE TRENDS are driving real estate opportunities.

		Aging population	Urbanization	Outpatient / home care	Operator consolidation	Increasing asset size	Increased funding needs
							
Hospitals		Positive	Positive	Limited impact	Positive	Positive	Positive
Outpatient / Medical Office		Positive	Positive	Positive	Positive	Positive	Positive
Care Facilities		Positive	Limited impact	Limited impact	Positive	Positive	Positive
Life Sciences / Research		Positive	Positive	N / A	N / A	Positive	Positive



NWH PLATFORM

DIFFERENTIATED STRATEGY

SCALED

\$7.7B+
Platform

22% CAGR from 2015-2021

\$8.6B
Fee Bearing Capital*

JV Partnerships and Vital Trust
Investment

\$3.9B
Un-deployed Capital

To be deployed in EUR and ANZ

CASH FLOW STABILITY

97%+
Occupancy

Non-Canadian portfolio
occupancy of 98%+

14.3 Year
WALE

Cash flow
stability



EMBEDDED GROWTH

76%
Indexed

Contracted organic
growth

\$365M
Development Pipeline

High quality projects to
drive NAVPU growth

EXPERIENCED AND ALIGNED MANAGEMENT TEAM

Management
Expertise

Aligned leadership with a team of
healthcare real estate experts

Healthcare Real Estate
Specialists

Pure play healthcare real estate
and infrastructure

Deep
Relationships

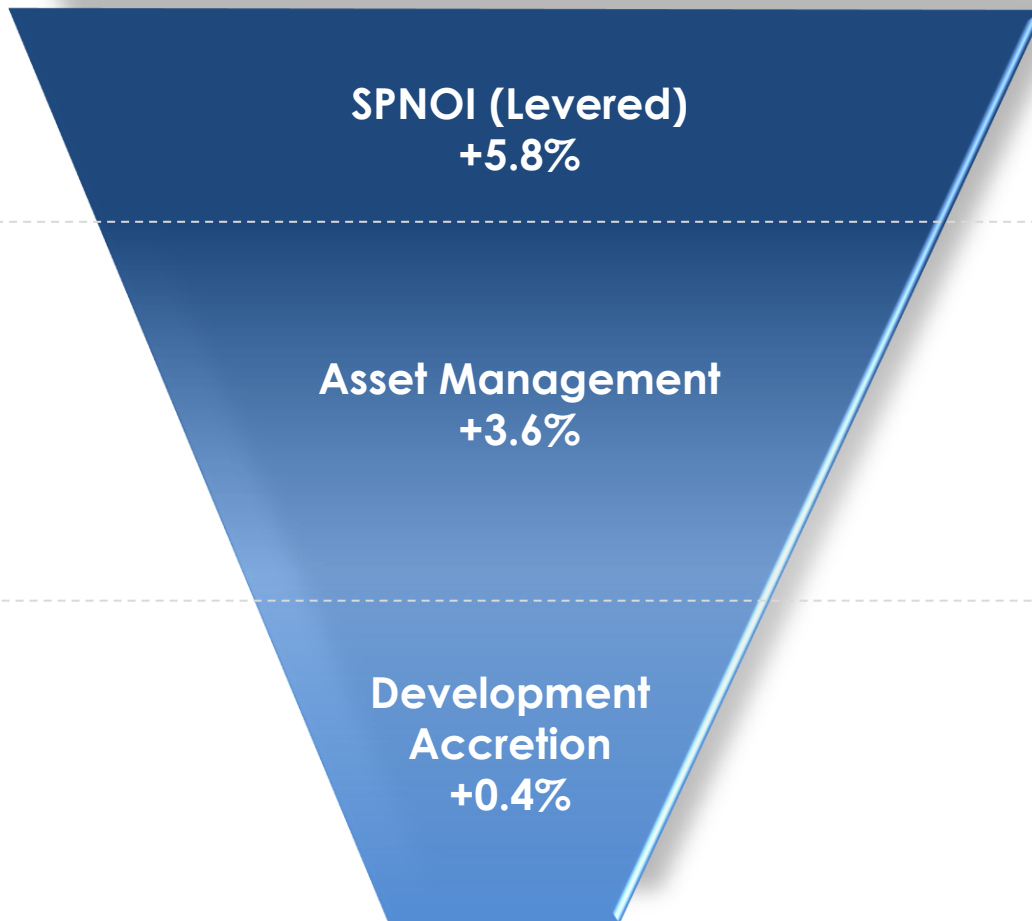
Leading operator
relationships

230+
Professionals

Operating in the largest global
private healthcare markets

* Includes undeployed capacity

BUSINESS MODEL



- WALE: 14.3 Years / Occupancy: 97.0%
- Inflation Indexed Leases: 76%

- Fee Bearing Capital*: \$8.6B
- Target Capital Commitments: \$12.1B

- Committed Developments: \$365M
- Development Yield: 100bps spread

+10% Annualized Return

+6% Distribution Yield



+16% Recurring Return

* Includes undeveloped capacity

A grayscale photograph of an operating room, featuring a central surgical table, overhead lights, and medical equipment. The text "FINANCIAL HIGHLIGHTS" is overlaid in white.

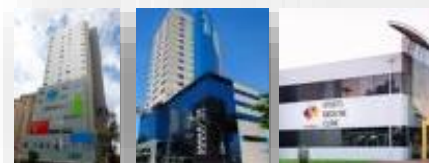
FINANCIAL HIGHLIGHTS

FINANCIAL DASHBOARD

As Reported



Normalized



AFFO/unit ⁽⁵⁾

\$0.83/unit

\$0.92/unit

**LTV ⁽⁶⁾/
Proportionate LTV**

44.3% / 52.1%

~40%/~45%

NAV ⁽⁷⁾

\$12.77/unit

~\$14/unit

**Accretive
Developments**

**JV
Deployment**

**Debt
Repayment**

PROPORTIONATE INCOME STATEMENT

~1% AFFO PER UNIT
GROWTH DRIVEN BY
SPNOI GROWTH,
INCREASED
MANAGEMENT FEES
AND REDUCED INTEREST
EXPENSE BUT PARTIALLY
OFFSET BY HIGHER
AVERAGE UNITS
OUTSTANDING

For the Quarter Ended March 31			
C\$M	2020	2021	% change
Net Operating Income	60.5	60.1	-0.8%
Management Fee Income	8.5	15.8	86.1%
Development Income	-	0.8	NM
Interest Income	0.5	0.7	45.8%
General and Administrative Expenses	(7.3)	(11.6)	-59.2%
EBITDA	62.2	65.8	4.4%
Interest Expense	(21.8)	(20.4)	6.6%
FFO Adjustments	(2.0)	(7.0)	NM
Funds From Operations	38.3	38.3	-0.1%
Leasing and CAPEX	(2.8)	(2.5)	9.9%
AFFO Adjustments	0.7	2.2	NM
Adjusted Funds From Operations	36.2	38.0	5.0%
FFO per Unit	\$0.22	\$0.21	-4.4%
AFFO per Unit	\$0.21	\$0.21	0.5%

Includes European &
Australian JV Fees

Deleveraging through equity
issuance and reduced WAIR

Q1 2021 includes an
incremental \$2M of non-cash
charges

4.3%
SPNOI Growth
(Constant
Currency)

+\$7.3M
Management
Fees

23 bps
Reduction in
WAIR

PROPORTIONATE BALANCE SHEET

~2% NAV PER UNIT
GROWTH DRIVEN BY
IMPROVED PROPERTY
VALUATIONS

As at March 31			
C\$M	2020	2021	% change
Investment Properties	4,086.7	4,305.6	5.4%
Other Assets	250.5	230.5	-8.0%
Total Assets	4,337.1	4,536.1	4.6%
Mortgages, Loans and Convertible Debentures	(2,426.0)	(2,361.6)	2.7%
Other Liabilities	(387.5)	(393.9)	-1.6%
Total Liabilities	(2,813.5)	(2,755.5)	2.1%
Global Manager	525.0	525.0	0.0%
Other Adjustments	180.3	186.8	
Net Asset Value ("NAV")	2,229.0	2,492.4	11.8%
NAV per Unit	\$12.53	\$12.77	1.9%
Gross Book Value ("GBV")	4,337.1	4,536.1	4.6%
Debt, including Convertible Debentures	2,426.0	2,361.6	-2.7%
Debt to GBV	55.9%	52.1%	-3.9%

~\$180M
Fair Value Gain

+\$200M
2021 Equity Issuance

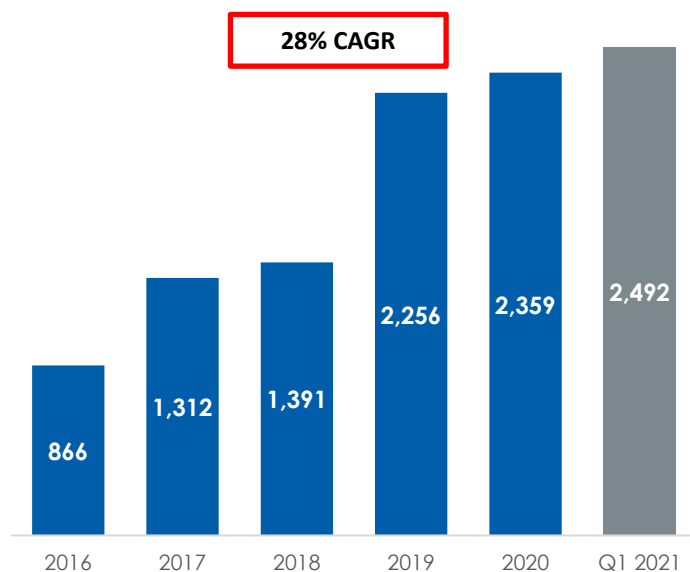
3.4%
WAIR

4.5 yrs
WATM

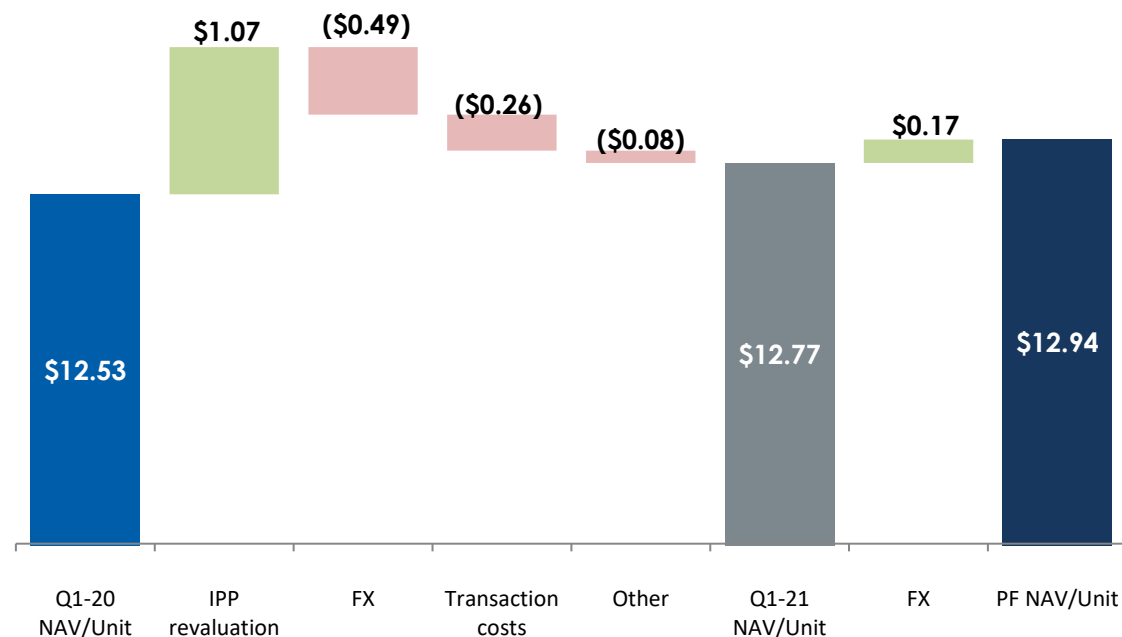
+5.4%
Portfolio Growth

NAV GROWTH

HISTORICAL NAV TREND



NAV/UNIT BRIDGE



Access to
Capital

Value Creation
in Global
Manager

WACR
Reduction

SPNOI
Growth

Development
Accretion

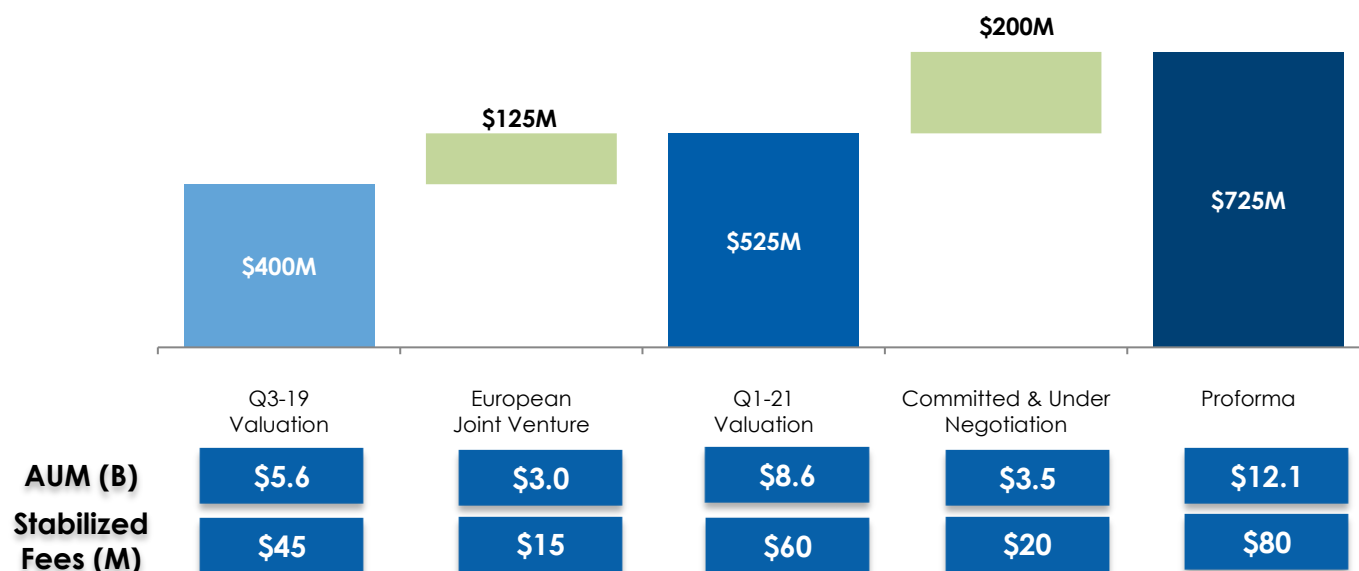
SIGNIFICANT VALUE CREATION IN GLOBAL ASSET MANAGER

\$8.6B OF GLOBAL CAPITAL COMMITMENTS DRIVING SIGNIFICANT VALUE CREATION IN THE REIT'S ASSET MANAGER

INCREMENTAL NAV GROWTH ON CONTINUED EXPANSION OF THE ASSET MANAGEMENT PLATFORM

Active
↑
Under Negotiation

	Status	AUM (\$B)	Available Capacity (\$B)	NWH Ownership	Term	Stabilized Fees (\$M)
Australian Core Hospital JV	Active	\$3.5	\$1.4	30%	Perpetuity	\$20
Vital	Active	\$2.1	Open	26%	Perpetuity	\$25
European JV	Active	\$3.0	\$2.5	30%	12 Years	\$15
Australian JV Expansion	Committed	\$1.8	\$1.8	30%	Perpetuity	\$10
UK Healthcare Fund	Under Negotiation	\$1.7	\$1.1*	20%-30%	TBD	\$10
Total		\$12.1	\$6.9			\$80



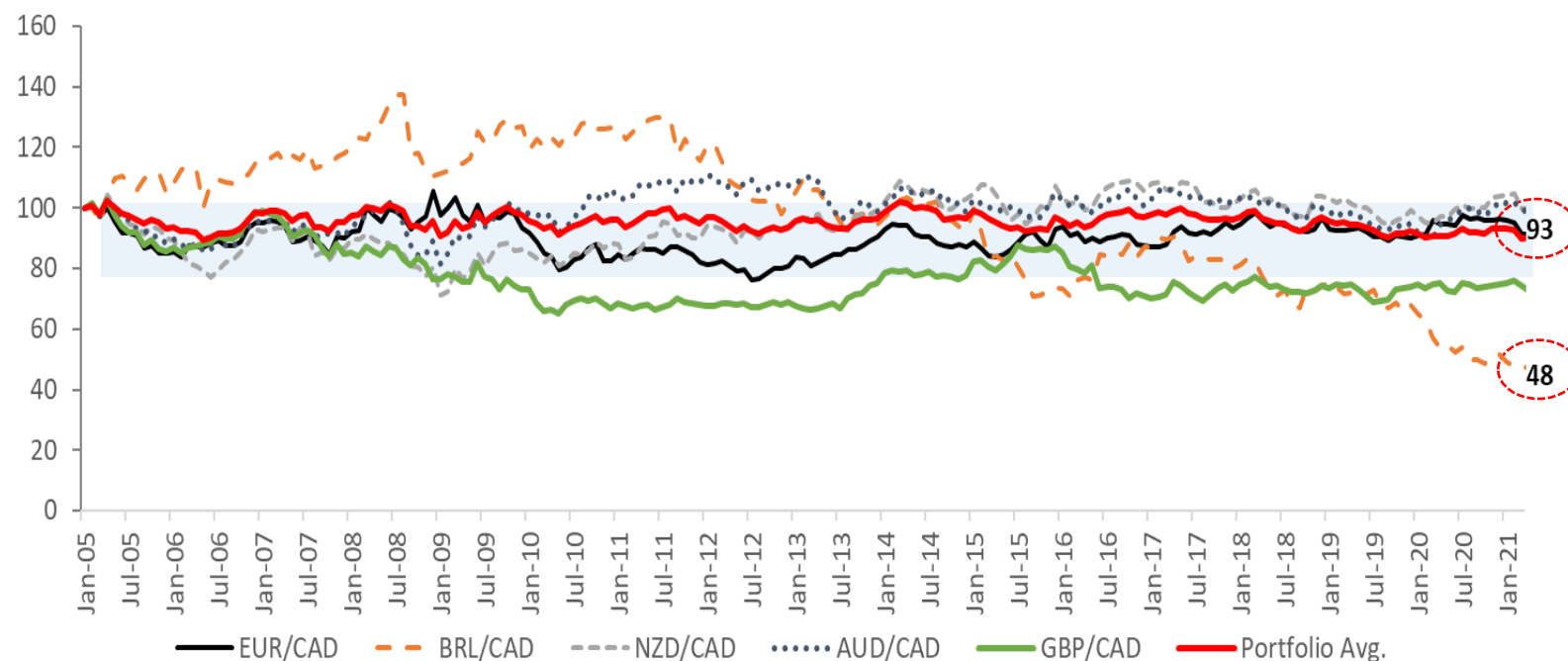
* Assumes existing UK portfolio seeds future JV

RISK MANAGEMENT – FOREIGN EXCHANGE

OVER A 15 YEAR PERIOD, THE REIT'S NOI WEIGHTED FOREIGN EXCHANGE INDEX HAS REMAINED RELATIVELY STABLE

RENTAL INDEXATION ACTS AS NATURAL CURRENCY HEDGE

PORTFOLIO SECURED WITH LOCAL CURRENCY DEBT WHEREVER POSSIBLE TO MINIMIZE FX RISK



- **Canada:** FX appreciation due to an increase in commodity prices
- **Brazil:** FX depreciation due to increased inflation and political risk



- **Europe:** FX volatility expected due to vaccine distribution concerns
- **UK:** Stable FX due to greater certainty around "BREXIT" and successful COVID-19 vaccine distribution



- **Australia:** FX appreciation due to proximity to China's economic recovery
- **New Zealand:** FX stability expected since the country's comparatively smaller population can be vaccinated quicker

INVESTMENT ACTIVITY

CONSOLIDATED INVESTMENT ACTIVITY

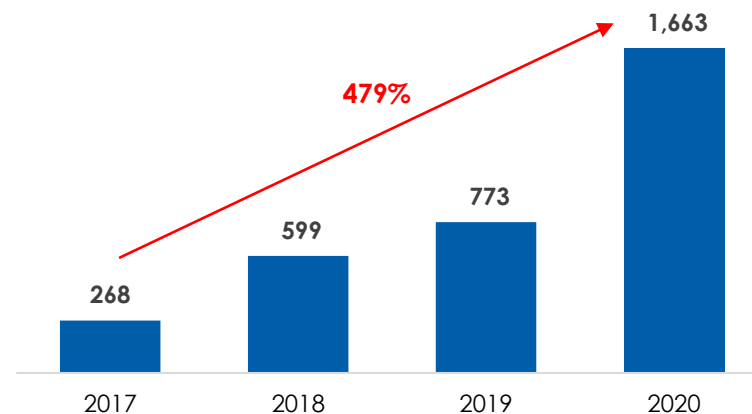
2020 TRANSACTIONS

TRANSACTION	TYPE	REGION	C\$M
Clinics & Life Sciences	Acquisition	GER/NL	88
Hospitals & Life Sciences	Acquisition	AUS	209
UK Hospital Portfolios	Acquisition	UK	620
Non-Core Aged Care Asset Sales	Disposition	AUS	200
JV Dispositions	Disposition	AUS/GER/ NL	776
Total			1,893

2021 YTD TRANSACTIONS

TRANSACTION	TYPE	REGION	C\$M
Netherlands JV	Disposition	NL	24
Life Sciences Asset	Acquisition	NL	24
Vital Acquisition	Acquisition	AUS	30
Life Sciences Asset	Acquisition	CAD	15
Non-Core Asset Sales	Disposition	CAD	22
Total			115

EUROPEAN AUM (\$M)



UNITED KINGDOM



AUSTRALIA



GERMANY



ACCRETIVE DEVELOPMENT & EXPANSION PIPELINE

WITH A TRACK RECORD OF COMPLETING MORE THAN \$500M OF DEVELOPMENTS AND EXPANSIONS, THE REIT IS LEVERAGING ITS EXPERIENCE TO DELIVER AN ADDITIONAL \$365M OF VALUE ENHANCING PROJECTS TO ITS PORTFOLIO

- ~\$365.0M (fully consolidated; \$128.1M proportionate) of committed low risk development & expansions in Australasia, Europe, Brazil and Canada to be funded through a combination of existing resources and property financing
 - \$298.1M (\$74.5M proportionate) of Australasian hospital and MOB expansions
 - \$19.0M (\$5.7M proportionate) of European developments
 - \$24.2M of Brazilian hospital expansions
 - \$23.7M of Canadian MOB development
- ~\$51.7M (\$16.7M proportionate) of stabilized value accretion on a proportionate basis
 - Potential to generate up to an incremental ~\$0.26 NAV/Unit (\$0.09 NAV/Unit proportionate)

Country ⁽⁸⁾	Projects	Est. Completion	Project Cost	Cost to Complete	Pre-Leased Occupancy	Project Yield	Project NOI	Potential Value Accretion
	7	Q4 2021 to Q4 2023	298.1	173.8	97%	~6.2%	18.3	46.7
	2	Q4 2021 to Q1 2022	19.0	18.7	100%	~5.3%	1.0	0.0
	2	Q2 2021 to Q4 2022	24.2	24.2	100%	~7.5%	1.8	2.6
	1	Q2 2022	23.7	17.2	52%	~7.1%	1.7	2.4
	12	Q2 2021 to Q4 2023	365.0	234.0	94%	~6.3%	22.9	51.7

Note: represents post-quarter close development metrics

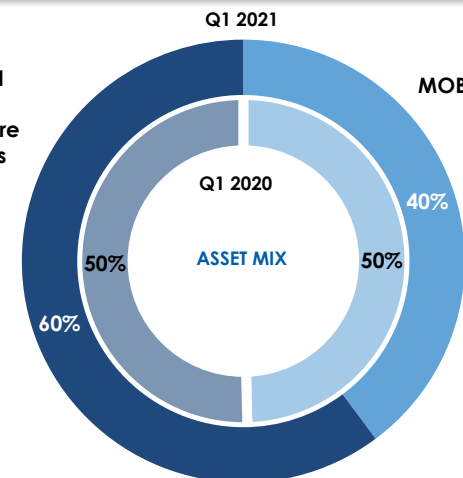
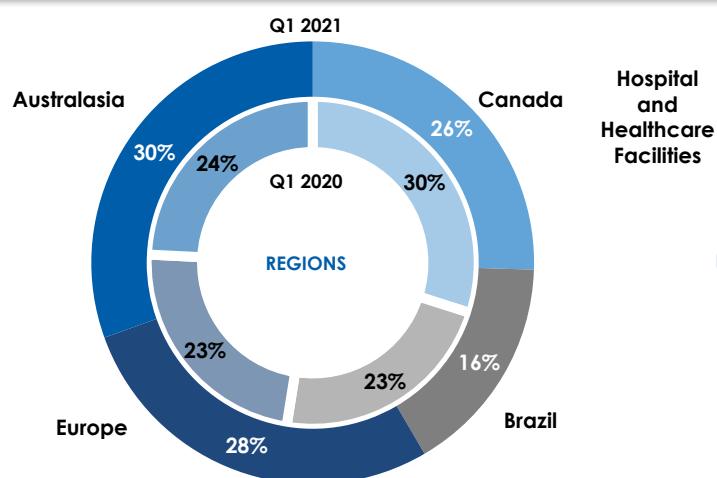
PORTFOLIO OVERVIEW

ASSET MIX BY REGION AND SEGMENT

ON A PROPORTIONATE BASIS HOSPITALS ACCOUNT FOR 60% OF NET OPERATING INCOME

INCREASING FOCUS ON HEALTHCARE INFRASTRUCTURE, INCLUDING ACUTE/POST ACUTE HOSPITALS AND RELATED BUILDINGS IN EACH OF ITS MARKETS

PROPORTIONATE NOI DIVERSIFICATION



Detailed Segment Breakdown

	AUS	NZ	BRL	CAD	GER	NL	UK
Acute hospitals							
Post-acute hospitals							
MOBs							
Aged care							
Life Sciences							

High Priority

Low Priority

STRATEGIC RELATIONSHIPS AND TENANT DIVERSIFICATION

TOP 10 TENANTS BY GROSS RENT⁽⁹⁾

TENANT	REGION	% GROSS RENT
1 Healthscope Limited		15.3%
2 Healthe Care	 	9.2%
3 Rede D'Or		7.4%
4 Aspen Healthcare		5.5%
5 Epworth Foundation		4.8%
6 BMI Healthcare		2.5%
7 Acurity Group		2.1%
8 Median Kliniken		1.6%
9 Bolton Clarke		1.1%
10 CISSS / CIUSSS		1.1%
Top 10 Tenants		50.6%

STRATEGIC RELATIONSHIPS ALLOWING FOR BEST-IN-CLASS PERFORMANCE



- **Alberta Health Services** (6 Locations): Largest provincial healthcare provider to 4.3 M Albertans



- **Median** (5 Transactions): Germany's largest private provider of rehabilitation services



- **Epworth Foundation** (7 transactions): The largest not-for profit hospital operator in the Australian state of Victoria



- **Rede D'Or** (7 transactions): Brazil's leading hospital operator

CASE STUDY #1: LONDON PORTFOLIO ACQUISITION

THE LONDON
PORTFOLIO
ACQUISITION SCALES
THE REIT'S EXISTING UK
PLATFORM AND
CREATES AN
ATTRACTIVE PORTFOLIO
FOR FUTURE JV
OPPORTUNITIES

Transaction Overview

- **Transaction overview:** On August 21st, the REIT completed the acquisition of four high quality hospitals located in the Greater London Area for \$452M (£260M; the "London Portfolio") at a 6.2% initial capitalization rate. The London Portfolio is 100% occupied, by Aspen Healthcare ("Aspen"), on triple net leases, with ~20 year WALE and annual rent indexation and comprises 178 beds
- **Aspen Healthcare:** Aspen, a wholly owned subsidiary of NMC Health, is the 7th largest acute care provider in the UK by revenues, the majority of which are derived from private insurance. NMC Health is currently operating under administration
- **Funding and Accretion:** The transaction was funded with a \$224M (£128m) term loan, proceeds from a \$125M increase of the REIT's revolving credit facility, and available liquidity. The transaction is immediately accretive to AFFO/unit



Parkside Hospital



Cancer Centre London



Holly Private Hospital



Highgate Private

Key Transaction Metrics

£260M

Acquisition price

6.2%

Initial capitalization rate

100%

Occupancy

100%

Of rents are inflation indexed

20 year

WALE

CASE STUDY #2: EUROPEAN JOINT VENTURE

VENDING WHOLLY OWNED ASSETS INTO THE JV GENERATES PROMOTED RETURNS

WHOLLY OWNED

Total
13 assets
€305M
\$473M

70% Sold to European Joint
Venture

NWH CAPITAL PLATFORMS

German
Clinics
+8 assets
+\$278M
Status:
Closed Q3

Dutch Assets
+5 assets
+\$195M
Status:
Closed Q4

Metrics

Properties	13
Capitalization Rate	5.4%
LTV	50%
Interest Rate	2.0%

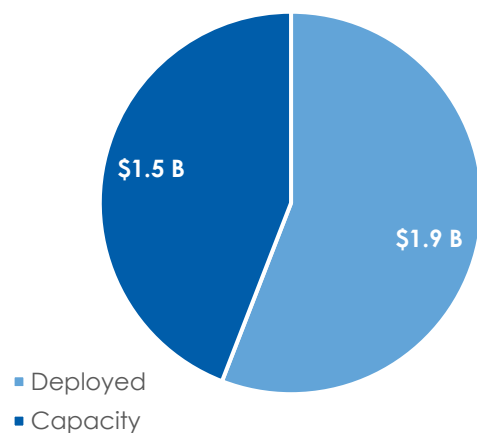
- **Capital generated:** \$150M of net proceeds
- **Increased management fees:** Related party sales increase stabilized management fees by ~\$3.0M

HIGH QUALITY PORTFOLIO



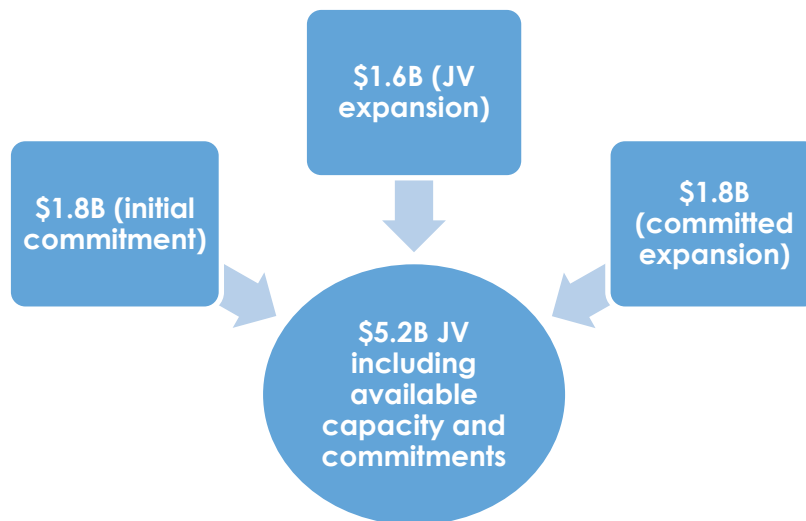
CASE STUDY #3: AUS JV EXPANSION & HSO ACQUISITION

Australasian JV Expansion



\$1.9B deployed between
into seed assets, HSO,
and Recent acquisitions

Target 65% LTV



Healthscope Portfolio Acquisition

Metrics	
Aggregate Value	A\$1,258M
Properties	11
Capitalization rate	5.0%
LTV	65%
Interest Rate	3.0%
NWH Ownership	30%



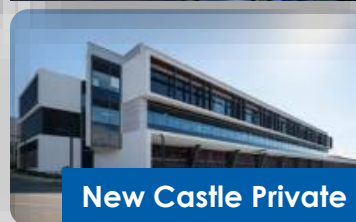
Norwest



Brisbane Private



Melbourne Clinic



New Castle Private

The Healthscope portfolio was
acquired as part of our Australian
JV and is the REIT's largest
acquisition to date

CASE STUDY #4 – EPWORTH EASTERN HOSPITAL, MELBOURNE



**NON-FOR-PROFIT PRIVATE
HEALTHCARE GROUP THAT
RAISES FUNDS TO
PURCHASE ADVANCED
MEDICAL EQUIPMENT,
FUND RESEARCH AND
PROVIDE BEST POSSIBLE
CARE TO PATIENTS**

**EPWORTH EASTERN IS A
LEADING HOSPITAL WITH
223 BEDS AND STATE OF
THE ART EQUIPMENT AND
TECHNOLOGY**



NorthWest has supported Epworth over 15+ years with expansion opportunities, advice and capital. Developments have added to the quality & value of assets, driving operational benefits & efficiencies that attract practitioners.

2003-05

**Private hospital
development leads to
formation of precinct**

- Development of Epworth Eastern Hospital (private)
- Establishes operator relationship with Victoria's largest not-for-profit private healthcare group
- Public and private hospital co-location further attracts specialists
- Begins to drive early stage precinct formation

2014-17

**Public and private hospitals
drive health precinct**

- Acquisition of Eker Medical Centre increases NorthWest assets in precinct
- Strategic acquisition of adjacent site for private hospital expansion
- Public hospital major expansion
- Council designated 'Education and Health precinct' – targeted as a high growth area with increased density

2017-21

**Eastern Private Hospital
announces major expansion**

- \$125m expansion of Epworth Eastern Hospital
- Construction is in progress and remains on target for late 2021 completion.
- Epworth Eastern Hospital at capacity for 3 years
- New 30-year lease term over entire expanded hospital

CASE STUDY #5 – AUSTRALASIAN PORTFOLIO SIMPLIFICATION

DIVESTING WHOLLY OWNED AUSTRALASIAN ASSETS SIMPLIFIED PLATFORM

WHOLLY OWNED

Total
12 assets
\$480M

\$422M sales to capital
platforms and 3rd Parties

NW AUS
2 assets
\$60M

NWH CAPITAL PLATFORMS

Vital
+3 assets ✓
+\$50M
Status: Closed

AUS JV
+5 assets ✓
+\$263M
Status: Closed

- **Capital generation:** \$130M of net proceeds (including third party sales)
- **Increase management fees:** Related party sales expected to increase management fees by ~\$2.1M

NON-CORE SALE

3rd Party
+2 assets ✓
+\$107M
Status: Closed

HIGH QUALITY PORTFOLIO



CASE STUDY #6 – MEDIAN, GERMANY



**LARGEST PRIVATE
REHABILITATION
PROVIDER WITH 120+
FACILITIES ACROSS
GERMANY**

**IN 2014 MEDIAN WAS
ACQUIRED BY
WATERLAND PRIVATE
EQUITY**

**AFTER SEVERAL
ACQUISITIONS MEDIAN IS
THE CLEAR MARKET
LEADER IN THE GERMAN
REHABILITATION MARKET**



**Market
Leader**



**~230,000
Patients p.a.**



**~€940 M
Revenue**



**120
Facilities**



**~18,200
Beds/Places**



**~15,000
Employees**

**MEDIAN seeking reliable real
estate partners**

**Supporting ongoing MEDIAN
expansion with SLB
transactions**

**Partnership is foundation for
continuous acquisition
pipeline**

2017

- NorthWest bought the first clinics from MEDIAN
- The SLB transaction is based on a master lease with institutional market standards
- Total market value of current MEDIAN clinics: €75m

Present

- MEDIAN is continuously growing through acquiring new clinics and operators
- NorthWest has bought the underlying real estate at the time of MEDIAN's acquisition

Future

- MEDIAN's growth strategy and their existing assets ensure a strong pipeline (forecast 5+ clinics per annum (€100m+))
- International expansion opportunities likely
- Agreed key terms (master lease agreement) ensures competitive advantage and efficiency in transactions

CASE STUDY #7 – REDE D'OR, BRAZIL



**LARGEST PRIVATE
HOSPITAL OPERATOR IN
BRAZIL WITH 39
HOSPITALS AND 5,900
BEDS**

**2020 IPO VALUED THE
COMPANY AT \$22
BILLION PLACING IT
AMONG BRAZIL'S 10
LARGEST COMPANIES**

**PLATFORM GROWTH HAS
ALLOWED NWH TO
REMAIN A KEY CAPITAL
PARTNER**



Top 5 Global Healthcare Market

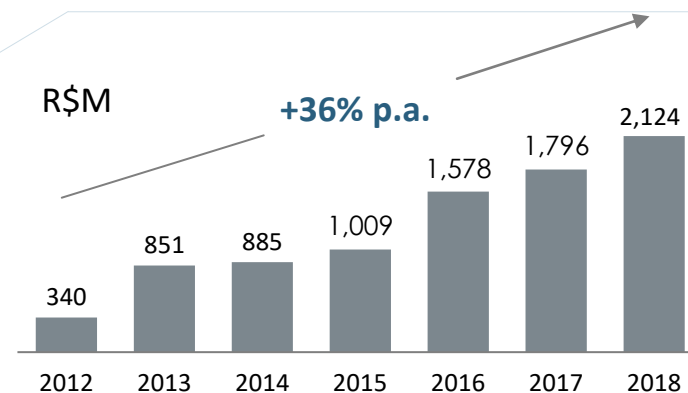
- Third largest private healthcare market: \$180B p.a. healthcare spending (9% of GDP)
- Population over 200M, rapidly ageing, with a growing middle class
- Many old / obsolete private hospitals, with unsophisticated operators
- Brazil coming out of recession

Top Facilities 'AAA' Strategy

- Major acute-care assets
- Leading cities
- Highly capable operator
- A-typical lease structures – no rent reviews, inflation escalation

NorthWest's Brazilian Portfolio has Scaled Significantly

- NorthWest owns 8 hospitals totaling R\$2.1B (C\$750M)
- Ongoing collaboration with partner for win-win opportunities





INVESTMENT OPPORTUNITY

GLOBAL HEALTHCARE REAL ESTATE INVESTMENT PARTNER

Global
Capital
Relationships



Accretive
Acquisition
Opportunities



Regional
Operating
Platforms



Healthcare
Precincts in
Urban Locations



NWH.UN
LISTED
TSE



Dynamic
Capital
Allocation



Strategic
Operator
Partnerships



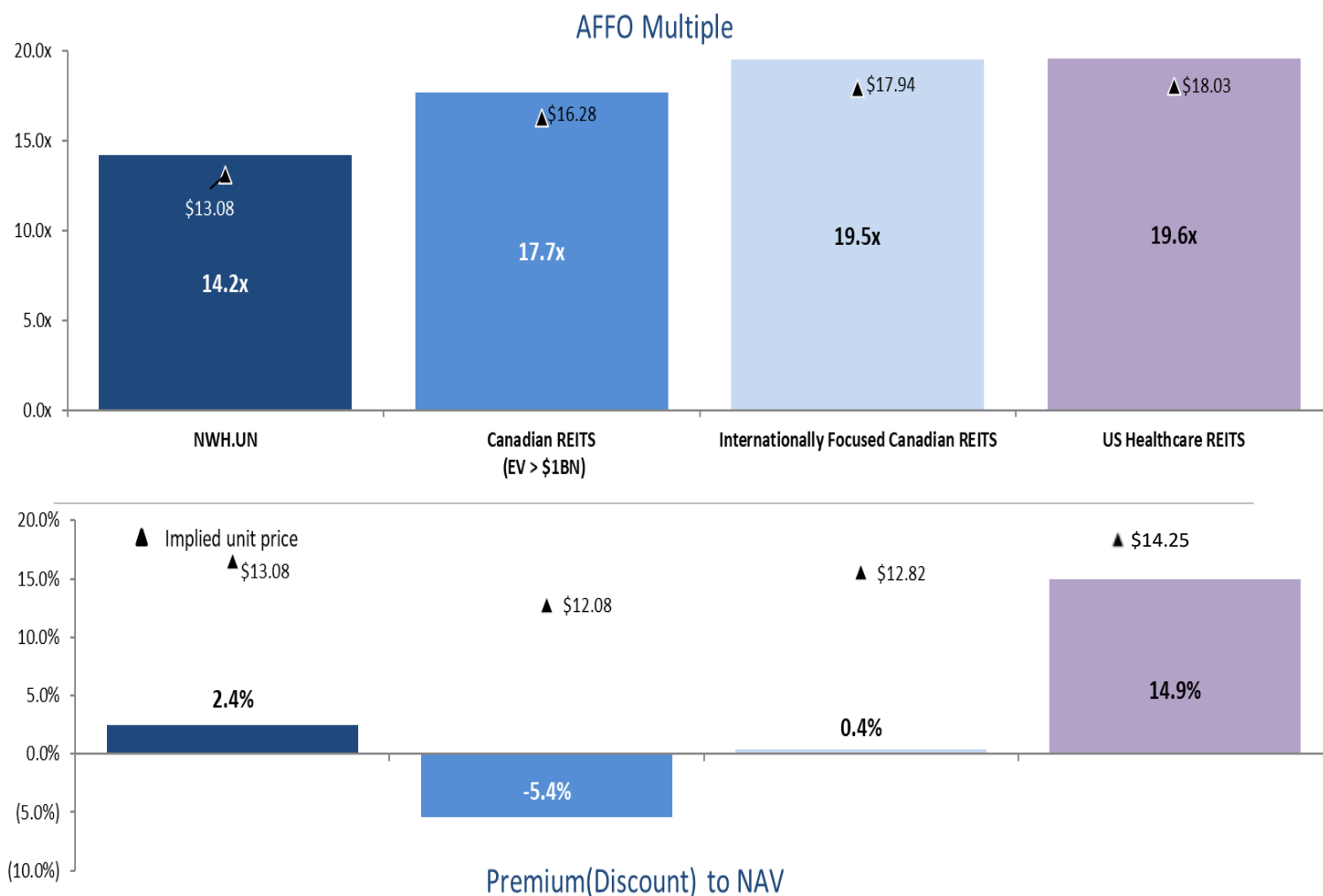
Brownfield
Development
Opportunities



Long Term
Indexed
Leases

RELATIVE VALUATION

*THE REIT IS TRADING
AT A DISCOUNT TO
ITS PEERS ON AN
AFFO MULTIPLE BASIS*



- Based on NWH.UN's closing unit price of \$13.08/unit as of March 12, 2021, and normalized AFFO/Unit of \$0.92 per year; NWH.UN's NAV/unit is based on Q1 2021 of \$12.77.

INVESTOR FACTSHEET

Ticker	NWH.UN
Listed Exchange	TSX
Distribution Payable	Monthly
Distribution Type	40% Other Income/ 60% Return on Capital
Unit Price (May 13, 2021)	\$13.08
Market Capitalization	~\$2.6B
Distribution Yield	6.1%
52-Week Trading Range	\$8.58-\$13.47
Volume Weighted Avg. Price (VWAP) (20-day)	\$13.11
Average Daily Volume (90-days)	~843,000
NAV (Q1 2021)⁽⁷⁾	12.77

1. Based on NWH.UN's closing unit price of \$13.08/unit as of May 12, 2021.
2. Based on the REIT's distribution policy of \$0.80/unit per annum and normalized Q1 2021 AFFO of \$0.92/unit.
3. Based on total assets under management of NWH, Vital Trust on a fully consolidated basis including post-quarter acquisitions. NWH owns a 25.9% interest in Vital Trust.
4. The pie chart fully reflects consolidated NOI and includes i) post- quarter acquisitions ii) 100% of NOI from Vital Trust and iii) 100% of the NOI from the REIT's institutional JVs including the Healthscope portfolio and European JV.
5. Normalized AFFO/unit is based on annualized Q1 2021 Reported AFFO/unit and adjusted for completed acquisitions, and financings as presented in the REIT's –Q1 2021 MD&A PART III.
6. LTV includes convertible debentures and is shown on a fully consolidated basis (Vital Trust at 100%) and includes the HSO portfolio accounted for using the equity method.
7. NAV is based on unitholder's equity plus add-backs as set out in Part XII in the REIT's Q1 2021 MD&A.
8. Presented on a fully consolidated basis. Assuming projects are 100% debt funded at the existing region's financing costs and is for indicative purposes only.
9. Gross rent on a fully consolidated basis.

CONTACT INFORMATION

NORTHWEST HEALTHCARE PROPERTIES REIT

Paul Dalla Lana, Chairman & CEO

pdl@nwhreit.com

416-366-2000 Ext. 1001

Shailen Chande, CFO

shailen.chande@nwhreit.com

416-366-2000 Ext. 1002

