

# Q2 2019 INVESTOR UPDATE

August 8, 2019



# 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 (the “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 financial results, in-place and contracted run rates, payout ratios and other metrics; (ii) the REIT’s property portfolio, cash flow and growth prospects, (iii) liquidity, leverage ratios, future refinancings, fees earned by the asset manager to Vital Trust, anticipated capital expenditures, future general and administrative expenses, including estimated synergies and contracted acquisition and development opportunities, and (iv) the REIT’s intention and ability to distribute available cash to security holders.

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Funds from operations (“FFO”), adjusted funds from operations (“AFFO”), net operating income (“NOI”) 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, and NAV are supplemental measures of a real estate investment trust’s performance and the REIT believes that FFO, AFFO, NOI, 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 and NOI 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, 2019, as filed on SEDAR.

NorthWest Healthcare Properties Real Estate Investment Trust (TSX: NWH.UN) is a specialist healthcare real estate investor that owns a high quality portfolio of medical office and hospital properties located throughout major markets in Canada, Brazil, Germany, The Netherlands, Australia and New Zealand.

## CORE HEALTHCARE INFRASTRUCTURE IN MAJOR MARKETS



## ESTABLISHED RELATIONSHIPS WITH LEADING HEALTHCARE OPERATORS



## NWH AT A GLANCE

13.8M

SQUARE FEET

169

PROPERTIES

\$6.2BN

TOTAL ASSETS

97.2%

OCCUPANCY

14.0

YEAR WALE

6.1%

IFRS CAP RATE

\$1.7BN

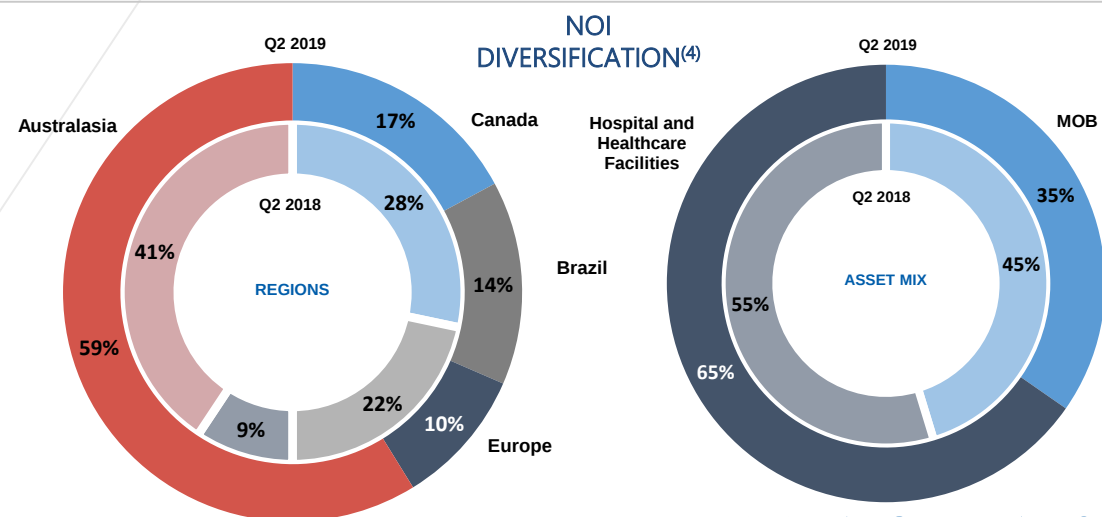
MARKET CAP <sup>(1)</sup>

6.9%

DISTRIBUTION YIELD <sup>(1)</sup>

87%

PAYOUT RATIO <sup>(2)</sup>



# DIFFERENTIATED STRATEGY

## 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 tenant relationships and operational understanding

## CASH FLOW STABILITY

### 97%+ Occupancy

International portfolio occupancy of 98%+

### 14.0 year WALE

Cash flow stability; among the longest term leases in the industry



## EMBEDDED GROWTH

### 70%+ Indexed

NOI indexed to inflation drives consistent organic growth

### \$413Mn Development Pipeline

High quality portfolio

## SCALED PLATFORM

### 200+ Professionals

Operating in 3 of the largest global private healthcare markets

### \$6.2Bn+ Consolidated Platform

Includes strategic investment in Vital Trust and Australasian JV

### \$3.1Bn of Fee Bearing Capital

A\$3.7Bn Australian Institutional JV; Vital Trust, New Zealand's foremost healthcare real estate trust

### \$1.6Bn Un-deployed Capital

Committed growth capital to drive 3<sup>rd</sup> party AUM and management fees

# HIGHLIGHTS OF THE QUARTER

*DELIVERING STABLE  
AND IMPROVING  
OPERATING RESULTS*

*COMPLETED  
TRANSFORMATIVE  
HEALTHSCOPE  
ACQUISITION*

*ACCRETIVE  
FINANCING  
TRANSACTIONS  
EXECUTED POST  
QUARTER END WITH A  
CLEAR PATH TO  
LOWER LEVERAGE*

## ✓ Delivering stable and improving operating results

- Normalized AFFO per unit increased by \$0.02 to \$0.92 and steady IPP portfolio revaluation uplift
- Source currency adjusted cash SPNOI growth of 1.8% YOY
- Occupancy of 97.2%; International portfolio occupancy above 98%

## ✓ Executing on strategic investment priorities

- During the quarter, the REIT completed the acquisition of a portfolio of 11 high quality, major market Australian hospitals from Healthscope Limited ("HSO") for a combined purchase price of \$1.2 BN together with its institutional JV partner. The portfolio is highly strategic and complimentary to the REIT's existing assets.
- The initial cap rate is 5%, with 2.5% annual rent increases on an initial 20-year lease term on an absolute (quadruple) net lease basis
  - The REIT's existing JV partner acquired an undivided 70% interest in the HSO portfolio with NorthWest acquiring a 30% interest and providing management
  - The transaction was funded with an attractive A\$ debt package representing ~65% LTV at an initial interest rate of ~3.0%.
- Post quarter end the REIT reached an agreement to increase the size of its existing Australian healthcare JV by \$1.6Bn (A\$1.7Bn; debt & equity) bringing the total commitment to \$3.4Bn (A\$3.7Bn)

## ✓ European platform continues to gain momentum

- During Q2, the REIT acquired 1 German rehab hospital for \$31.5M. Post quarter end, the REIT acquired 1 German MOB for ~\$35M

## ✓ Financing momentum post quarter end

- On July 3, 2019 the REIT entered into a new \$110M (NZ\$125M) financing at 4.4% with proceeds used to repay an existing \$96.1M (NZ\$110M) facility bearing interest at 5.8%
- On July 22<sup>nd</sup> the REIT closed a new \$190M (BRL548M) financing at a 3.88% interest rate. Proceeds will be used to repay existing higher cost Brazilian financings totaling ~\$112M @7.8% and high cost corporate debt
- On July 31<sup>st</sup>, the REIT completed its largest equity offering raising gross proceeds of \$172.6M at a price of \$11.80/un

An architectural rendering of a modern, multi-story hospital building. The building features large glass windows and balconies with decorative metal screens. The text "Epping Private Hospital" is visible on the upper facade. In the foreground, there is a landscaped area with greenery, trees, and a few cars parked or driving on a road. The overall scene is set during the day with a clear sky.

# EXECUTING ON STRATEGIC PRIORITIES

# STRATEGIC TRANSACTIONS & RELATIONSHIPS

## Strategic Transactions



- ✓ **Merger with NorthWest International:** In 2015, the REIT acquired NorthWest International ("NWI") and its international portfolio of healthcare real estate located in Australia, New Zealand, Brazil, and Germany. The merger with NWI launched the REIT on its current path of global consolidation



- ✓ **Generation Healthcare REIT:** Acquired an 16-property portfolio of high quality Australian real estate which kick started the REIT's Australian expansion and was the catalyst for the recent Institutional JV
- ✓ **Healthscope:** The acquisition of a \$1.2Bn, 11 property portfolio in a sale and lease-back transaction is closed June 5, 2019. Healthscope is Australia's 2<sup>nd</sup> largest hospital operator

## Strategic Relationships



- ✓ **Rede D'Or:** 7 transactions with Brazil's leading hospital operator; most recent being the acquisition of Hospital Morumbi



- ✓ **Median:** 4 transactions with Germany's largest private provider of rehabilitation services, most recently Klinikzentrum Mühlengrund in April 2019. A committed 5th transaction, Kliniken Wied, is expected to close in Q3 2019



- ✓ **Epworth Foundation:** The largest not-for profit hospital operator in the Australian state of Victoria. The key tenant in five of the REIT's largest properties including the on-going ~A\$90M expansion of Epworth Freemasons Hospital in central Melbourne.

## HEALTHSCOPE INVESTMENT HIGHLIGHTS

- Transformational 11 property, \$1.2BN transaction solidifies the REIT as the leader in Australian healthcare real estate
  - Highly complimentary to NWH's existing portfolio
  - Deepens relationship with Australia's 2nd largest private operator
- Excellent risk adjusted returns from long term "absolute quadruple net" lease structure, 2.5% annual fixed rent increases strong 2.2x EBITDAR coverage on new 20 year leases
- ~\$525M pipeline of brownfield developments and capital projects with attractive development spreads of 100 bps
- Expected to be immediately accretive to reported annualized AFFOPU

### CORE HEALTHCARE INFRASTRUCTURE IN MAJOR MARKETS



### DEEPENS EXISTING RELATIONSHIP



### ACQUISITION METRICS

**\$1.2BN**  
ACQUISITION PRICE

**5.0%**  
CAP RATE<sup>1</sup>

**\$60M**  
INITIAL RENT

**57**  
OPERATING  
THEATRES

**1,539**  
BEDS

**11**  
PROPERTIES  
ACQUIRED

**100%**  
OCCUPANCY

**20**  
YEAR WALE

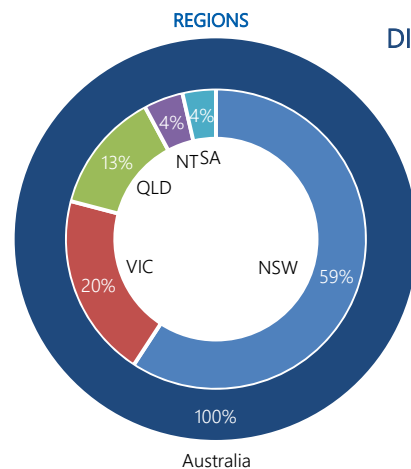
**2.5%**  
ANNUAL RENT  
INDEXATION

Notes:

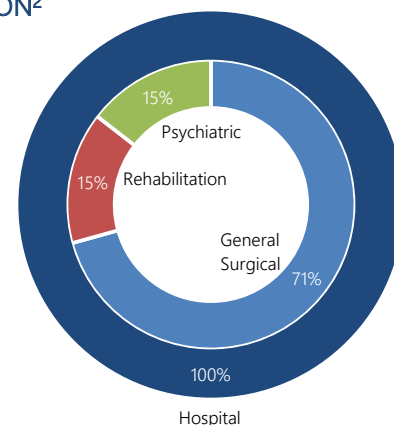
(1) Based on purchase price excluding transaction costs

(2) Based on base rent at completion

### NOI DIVERSIFICATION<sup>2</sup>

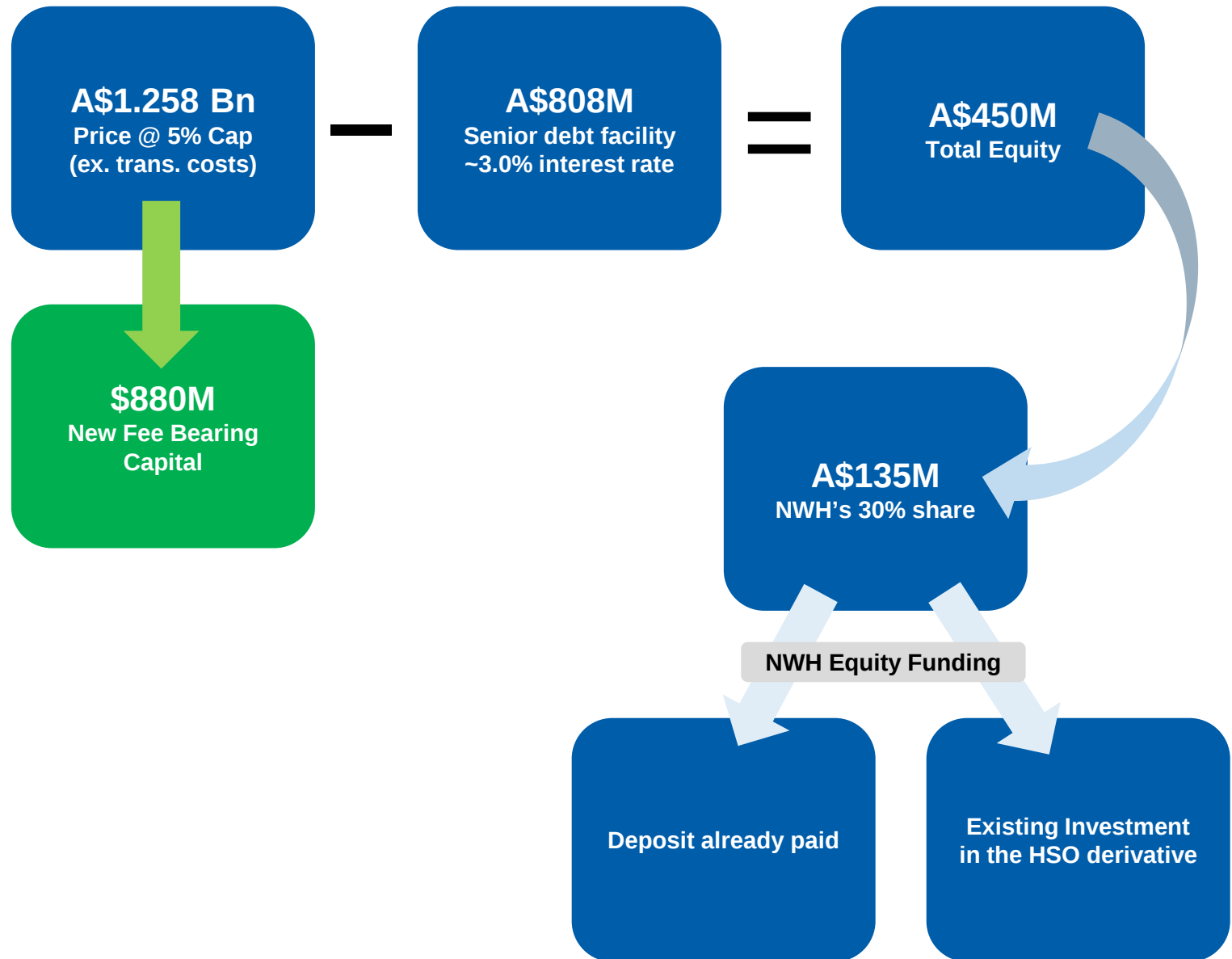


### ASSET MIX



# HEALTHSCOPE ACQUISITION: Funding and Accretion

*NWH'S PARTICIPATION  
IN THE HEALTHSCOPE  
TRANSACTION WAS  
FULLY FUNDED  
THROUGH ITS  
DERIVATIVE  
INVESTMENT*



\* Other costs associated with the transaction

# SIGNIFICANT VALUE CREATION IN ANZ MANAGER

*NWH MANAGES A  
A\$5.5BN AUSTRALASIAN  
PLATFORM INCLUDING  
~A\$3.6BN OF FEE  
BEARING CAPITAL*

*VITAL FEE AND  
GOVERNANCE REVIEW  
SUBSTANTIALY  
COMPLETE*

| DEPLOYED                                    |                                                                                    |                                                                                                                                        |                                                                                                                                        |                                                                                                           |                                                                                     |
|---------------------------------------------|------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
|                                             |  |                                                     |                                                     |                        |  |
| AUM<br>(in C\$M)                            | \$491(*)                                                                           | \$1,623                                                                                                                                | \$1,800                                                                                                                                | \$1,600                                                                                                   | > \$5,500                                                                           |
| NWH Ownership<br>%                          | 100%                                                                               | 24.9%                                                                                                                                  | 30%                                                                                                                                    | 30%                                                                                                       | 34%                                                                                 |
| 3 <sup>rd</sup> Party Fee<br>Bearing Assets | Nil                                                                                | \$1,219                                                                                                                                | \$1,260                                                                                                                                | \$1,120                                                                                                   | \$3,600                                                                             |
| Fees                                        | Internal                                                                           | <ul style="list-style-type: none"> <li>✓ Base fee</li> <li>✓ Performance fee</li> <li>✓ Activity fees</li> <li>✓ Other fees</li> </ul> | <ul style="list-style-type: none"> <li>✓ Base fee</li> <li>✓ Performance fee</li> <li>✓ Activity fees</li> <li>✓ Other fees</li> </ul> | <ul style="list-style-type: none"> <li>✓ To be finalized based on ultimate ownership structure</li> </ul> | \$35M to \$40M                                                                      |
| ANZ Manager Valuation                       | <div> <div>\$270M</div> <div>Target 11x-13x EBITDA multiple</div> </div>           |                                                                                                                                        |                                                                                                                                        |                                                                                                           |                                                                                     |

Note (\*): Net of assets sold into the JV.  
Note (\*\*): To be finalized;

# GROWTH THROUGH CAPITAL RELATIONSHIPS

*OPPORTUNITY TO  
LEVERAGE A  
DIFFERENTIATED  
HEALTHCARE REAL  
ESTATE PLATFORM TO  
ATTRACT ADDITIONAL  
FEE BEARING  
INSTITUTIONAL  
CAPITAL*

- ✓ **Healthcare real estate is an attractive investment for long-term institutional capital**
  - Defensive healthcare fundamentals support high occupancy and long term indexed leases
  - High quality, new generation healthcare facilities in major global markets
  - Significant consolidation opportunity driven by deep operator relationships
- ✓ **Significant global pipeline provides an opportunity to scale capital relationships**
  - **Australia:** Significant strategic Healthscope acquisition closed in Q2/19; JV upsized by \$1.6Bn (A\$1.7Bn)
  - **Brazil:** "Triple A" major market strategy is well suited to growing institutional relationships
  - **Europe - Germany:** Recent entry into the post-acute care rehabilitation clinic market
  - **Europe - Netherlands:** Highly fragmented market with consolidation opportunities
- ✓ **Leverage leading global platform and existing assets to drive meaningful fee growth**
  - Including the HSO acquisition current stabilized fees of \$35M - \$40M underpinned by permanent capital commitments
  - Highly scaleable and differentiated management platform to drive operating leverage

A wide-angle photograph of a modern operating room. In the center, a surgical table with a blue cushion is positioned on a circular blue floor mat. Above the table, two large surgical lamps are suspended, and a monitor is mounted on a stand. To the right, a complex piece of medical equipment, likely an anesthesia machine, is visible. The room has white walls, a large window in the background, and a clock on the left wall.

# PORTFOLIO OVERVIEW

# PORTFOLIO OVERVIEW

## \$6.2Bn International Platform



LEADING MEDICAL  
OFFICE BUILDING  
PLATFORM

55 PROPERTIES  
1,050 TENANTS

SP NOI Growth <sup>(8)</sup> 0.6%  
Occupancy 92.7%  
WALE 5.0YRs



STRONG RELATIONSHIPS  
WITH LEADING  
OPERATORS

8 PROPERTIES  
8 TENANTS  
FITCH AAA+ RATED  
TENANT

SP NOI Growth <sup>(8)</sup> 4.0%  
Occupancy 100%  
WALE 19.8YRs



LEADING REAL ESTATE  
PLATFORMS

56 PROPERTIES IN AUS  
11 PROPERTIES IN NZD  
4 DEVELOPMENTS

SP NOI Growth <sup>(8)</sup> 1.3%  
Occupancy 99.2%  
WALE 17.2YRs



CONSOLIDATION OF  
MEDICAL OFFICE  
BUILDINGS

35 PROPERTIES  
705 TENANTS

SP NOI Growth <sup>(8)</sup> 3.4%  
Occupancy 97.2%  
WALE 15.1YRs

# 2019 YTD SUMMARY OF INVESTMENT ACTIVITY

## *Significant Transaction Activity in 2018 continues into 2019*

### Q4 2018



\$115M of completed transactions in Q4 (Europe and Australasia), totaling ~\$550M of global acquisitions in 2018. The quarter's acquisitions comprised two properties in Germany, a 50/50 JV between Vital and NWH Australia of Elizabeth Vale in South Australia, NWH Australia's Casey Swim School and exercising its option to acquire Epping Medical Centre.



### Completed Transactions YTD 2019



In Q2 the REIT completed the acquisition of 11 high quality properties (the HSO portfolio) on a 30%/70% basis with its JV partner for A\$1.26Bn (C\$1.2Bn). Through the first half of 2019 the REIT acquired three European properties (one MOB and two rehabilitation clinics) in Germany for C\$95.5M. and post-quarter end acquired an additional German MOB for ~C\$32M with two properties totalling ~\$55M under contract and expected to close in 2019.



| Summary      | Acquisitions    |             | Developments Completed |                  | Dispositions |          |
|--------------|-----------------|-------------|------------------------|------------------|--------------|----------|
|              | Value           | Cap rate    | Construction Cost      | Stabilized Yield | Value        | Cap rate |
| Australasia  | \$1,210M        | 5.0%        | -                      | -                | -            | -        |
| Brazil       | -               | -           | -                      | -                | -            | -        |
| Canada       | \$5.5M          | nm          | -                      | -                | \$2.2M       | -        |
| Germany      | \$182M          | 5.9%        | -                      | -                | -            | -        |
| <b>Total</b> | <b>\$1,332M</b> | <b>5.1%</b> | -                      | -                | -            | -        |

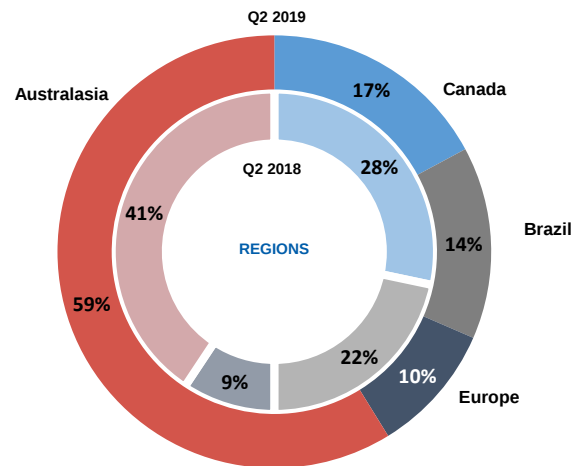
Note: Value excludes transaction costs

# PORTFOLIO DIVERSIFICATION

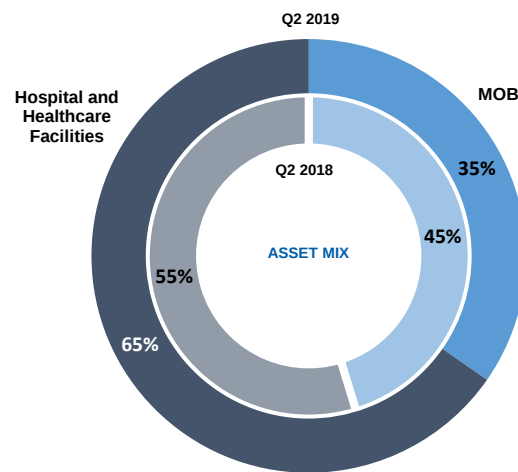
*GEOGRAPHICALLY  
DIVERSIFIED  
PORTFOLIO OF CORE  
HEALTHCARE REAL  
ESTATE ASSETS IN  
STABLE AND GROWING  
INTERNATIONAL  
MARKETS*

*HIGH QUALITY AND  
DIVERSIFIED TENANT  
ROSTER; STRATEGIC  
RELATIONSHIPS WITH  
LEADING HEALTHCARE  
OPERATORS*

**NOI DIVERSIFICATION  
BY GEOGRAPHY (4)**



**NOI DIVERSIFICATION  
BY ASSET MIX (4)**



**TOP 10 TENANTS BY PERCENTAGE OF GROSS RENT (10)**

| Tenant                | Region                                                                                                                                                                  | % of Gross Rent |
|-----------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| 1 Healthscope Limited |                                                                                      | 13.6%           |
| 2 Rede D'Or           |                                                                                      | 12.1%           |
| 3 Healthe Care        |   | 11.0%           |
| 4 Epworth Foundation  |                                                                                      | 2.7%            |
| 5 Acuity Group        |                                                                                      | 1.7%            |
| 6 CISSS / CIUSSS      |                                                                                      | 1.3%            |
| 7 Median Kliniken     |                                                                                     | 1.1%            |
| 8 Hospital Sabara     |                                                                                    | 1.0%            |
| 9 Hall & Prior        |                                                                                    | 1.0%            |
| 10 Bolton Clarke      |                                                                                    | 1.0%            |
| Top 10 Tenants        |                                                                                                                                                                         | 46.4%           |

# REPRESENTATIVE TRANSACTIONS



## Healthscope Transaction

|                         |                                                                                                                                                  |
|-------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|
| Complete                | ✓                                                                                                                                                |
| Transaction Description | In June, 2019, NWH completed the acquisition of 11 high quality hospital assets for \$1.2B together with its Australian Institutional JV partner |
| Tenant                  | Healthscope                                                                                                                                      |
| Cap rate                | 5.0%                                                                                                                                             |
| Occupancy               | 100%                                                                                                                                             |
| Lease term              | 20 years                                                                                                                                         |
| Rental increase         | 2.5% annually                                                                                                                                    |
| Acquisition Date        | Q2-2019                                                                                                                                          |



## Hospital Morumbi

|                  |                        |
|------------------|------------------------|
| Complete         | ✓                      |
| Size             | 233,000 Square Feet    |
| Tenants          | Rede D'Or              |
| Cap Rate         | ~7.5%                  |
| Occupancy        | 100%                   |
| Lease Term       | ~25 Years              |
| Rental Increase  | Annual Inflation Index |
| Acquisition Date | Q3-2018                |



## Sturgeon Medical Centre

|                                |                                             |
|--------------------------------|---------------------------------------------|
| Complete                       | Ongoing                                     |
| Size                           | 45,000 Square Feet                          |
| Potential Partner / Key Tenant | Sturgeon Women's Health Group (~10% of GLA) |
| Development Yield              | ~7.0%                                       |
| Occupancy                      | 70% Pre-Leased                              |
| Construction Cost              | \$18.5M                                     |
| Current Status                 | Under Construction                          |
| Completion Date                | Q1-2020                                     |



## Significant European Acquisition Pipeline

|                  |                                                        |
|------------------|--------------------------------------------------------|
| Complete         | Ongoing                                                |
| Size             | ~\$132M of European investment transactions closed YTD |
| Cap Rate         | ~5.3%-7.0%                                             |
| Occupancy        | 90%+                                                   |
| Rental Increase  | Annual Inflation Index                                 |
| Acquisition Date | Completed and Pending Completion                       |



# 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 \$415M OF VALUE ENHANCING PROJECTS TO ITS PORTFOLIO*

- ✓ ~\$414M (fully consolidated; \$173M proportionate) of committed low risk development & expansions in Australasia, Brazil and Canada to be funded through a combination of existing resources and property financing
  - \$326M (\$85.5M proportionate) of Australasian hospital and MOB expansions at Vital and NWAUS
  - \$50M of Brazilian hospital expansions
  - \$37.5M of Canadian MOB development
- ✓ ~\$54M (\$21M proportionate) of stabilized value accretion on a proportionate basis
  - Potential to generate up to an incremental ~\$0.14 of NAV/Unit

| Country <sup>(13)</sup>                                                             | Projects | Est. Completion    | Project Cost | Cost to Complete | Pre-Leased Occupancy | Project Yield | Project NOI | Potential Value Accretion |
|-------------------------------------------------------------------------------------|----------|--------------------|--------------|------------------|----------------------|---------------|-------------|---------------------------|
|    | 6        | Q4 2019 to Q2 2023 | 326          | 240              | 100%                 | ~6.0%         | 19.6        | 45                        |
|    | 2        | Q4 2019 to Q4 2020 | 50           | 50               | 100%                 | ~7.5%         | 3.7         | 3.6                       |
|  | 2        | Q1 2020            | 37.5         | 31               | 60%                  | ~7.5%         | 2.8         | 5.5                       |
|                                                                                     | 10       |                    | 413.5        | 321              |                      | ~6.3%         | 26.1        | 54.1                      |

# FINANCIAL OVERVIEW



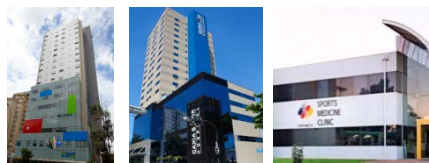
# Q2-19 FINANCIAL DASHBOARD

## As Reported



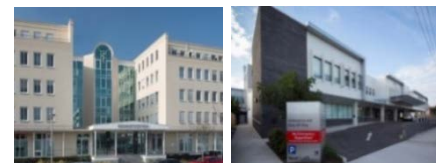
- Deliver stable property operating performance, cash flow and distributions
- Track to management run rate and guidance over time

## Normalized



- Reflects completed and/or contracted investment and finance activity as well as normalized operating result net of non recurring items

## Target



- Track to management run rate and guidance
- Completion of the committed development projects and refinancing initiatives

AFFO/unit <sup>(5)</sup>

\$0.88/unit

\$0.92/unit

+\$0.95/unit

LTV <sup>(6)</sup>

45.5% / 53.7%

45.5% / 51.1%

<40% / <50%

NAV <sup>(7)</sup>

\$11.76/unit

\$12.00/unit

>\$12.00/unit

Occupancy /  
WALE

97.2%  
14.0 years

97.0%  
14.0 years

97%  
14 years

Portfolio  
Quality



# FINANCIAL HIGHLIGHTS - PROFITABILITY

*POSITIVE OPERATING RESULTS IN LINE WITH MANAGEMENT GUIDANCE*

*NORMALIZED RESULTS HAVE BEEN ADJUSTED TO REFLECT THE IMPACT OF RECENTLY COMPLETED AND COMMITTED TRANSACTIONS*

|                                       | Q2-19<br><i>As Reported</i> | Q2-19<br><i>Normalized</i> |
|---------------------------------------|-----------------------------|----------------------------|
| NOI                                   | \$70.5M                     | \$76.3M                    |
| FFO                                   | \$31.1M                     | \$34.2M                    |
| AFFO                                  | \$30.4M                     | \$34.6M                    |
| W.A Units Outstanding                 | 135,305                     | 149,683                    |
| Annualized AFFO / Unit <sup>(4)</sup> | \$0.88/unit                 | \$0.92/unit                |
| Payout Ratio                          | 91%                         | 87%                        |

## NORMALIZATION ADJUSTMENTS

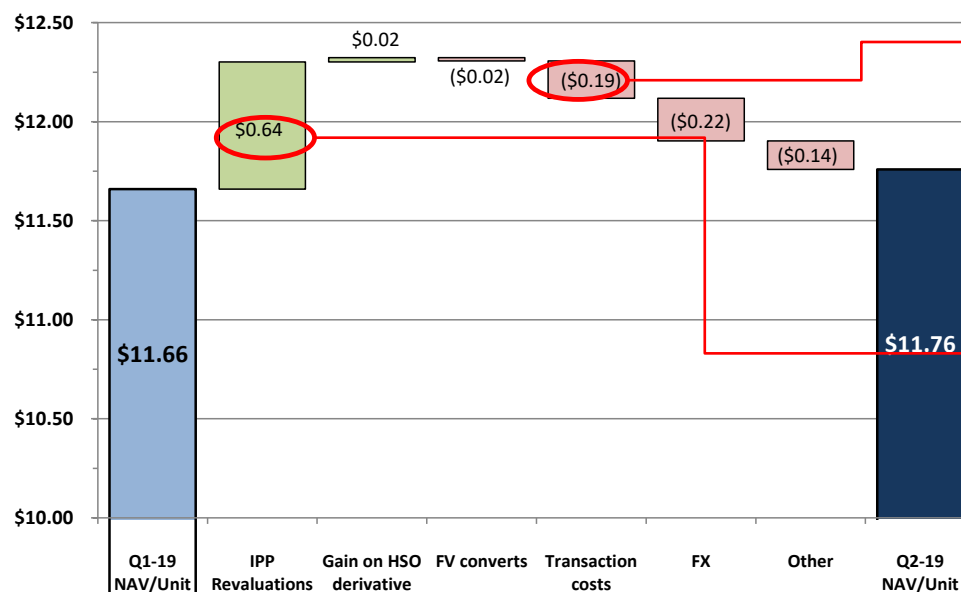
- **Normalization adjustments** principally relate to:
  - Full year effect of acquisitions and dispositions completed during the quarter;
  - Full year effect of debt drawn during the quarter;
  - Debt optimization including initiatives executed during the quarter;
  - Accrued rent to Q2-2019 based on contracted rent indexation;
  - NWH Australia development completions; and
  - Non-recurring and one time items.

# FINANCIAL HIGHLIGHTS - CAPITALIZATION

*Q2 2019 NAV/UNIT WAS NEGATIVELY IMPACTED BY ADVERSE F/X MOVEMENTS ACROSS THE REIT'S PORTFOLIO, FV CONVERTS, AN EQUITY OFFERING, TRANSACTION COSTS AND CASH SHORTFALL*

|                            | Q1-19<br><i>As Reported</i> | Q2-19<br><i>As Reported</i> |
|----------------------------|-----------------------------|-----------------------------|
| Gross Book Value           | \$5,142.8                   | \$5,174.3                   |
| Debt                       | \$2,378.7                   | \$2,341.0                   |
| Convertible Debentures     | \$422.8M                    | \$424.9M                    |
| Other                      | \$763.6M                    | \$813.8M                    |
| Net Asset Value            | \$1,577.7                   | \$1,591.1                   |
| LTV (excl./incl. converts) | 46.3% / 54.5%               | 45.5% / 53.7%               |
| NAV/Unit                   | \$11.65                     | \$11.76                     |

## Quarterly NAV / Unit



The Canadian dollar appreciated by ~2% QOQ vs. the weighted basket of the REIT's foreign currency exposure generating a loss on foreign currency translation

FV gains following accrued rent and valuation parameter changes in Brazil, and valuation gains in NW AUS/Vital owing to external revaluations

# BALANCE SHEET OPTIMIZATION AND REGIONAL DEBT STRATEGY

## BALANCE SHEET OPTIMIZATION

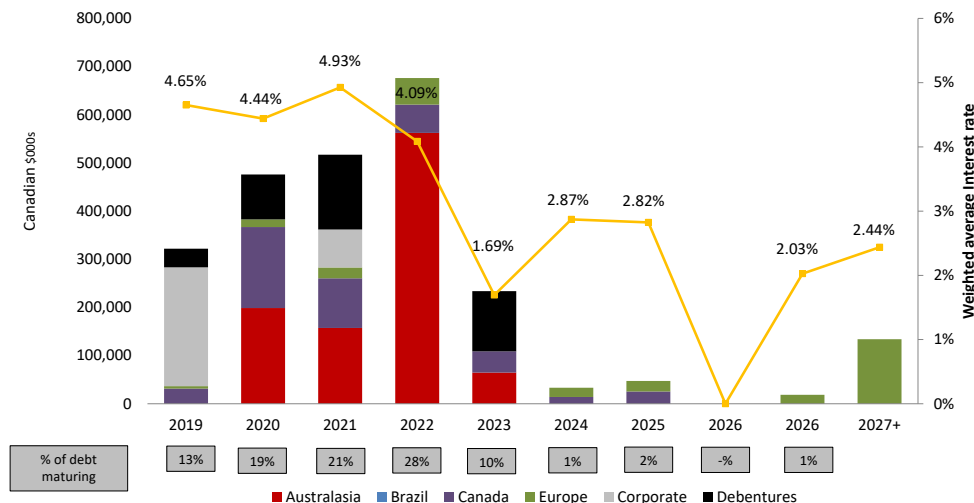
### Recent Financing Activity

- ✓ \$166M (net) equity offering closed July 31<sup>st</sup> ; proceeds used to repay \$142M of high cost debt (incl. notice to repay 7.25% series C-convert) with balance to fund accretive acquisitions;
- ✓ Completed new \$190M Brazilian financing at 3.88%
- ✓ Refi of Australasian secured facility at 4.3% vs. 5.8% previously

### Path to Unsecured Credit Rating – Building an Unencumbered Pool

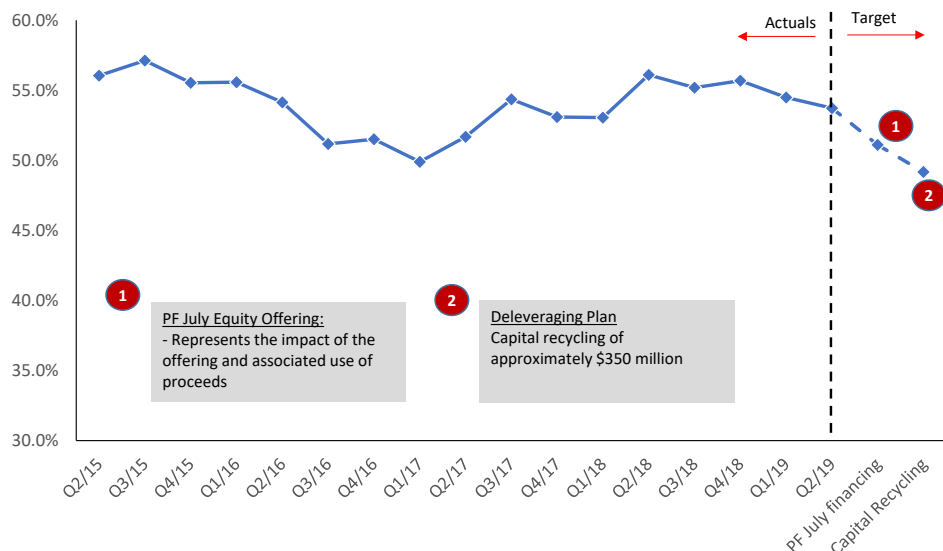
- ✓ 17.8% of debt is currently unsecured
- ✓ Post July offering ~\$125M of remaining high cost (~7%) debt

## DEBT MATURITY PROFILE <sup>(9)</sup>



## LEVERAGE TRENDING LOWER

LVR - consolidated incl. converts



## REGIONAL DEBT STRATEGIES

|                                       |                       |                               |                       |                            |                                 | JV |
|---------------------------------------|-----------------------|-------------------------------|-----------------------|----------------------------|---------------------------------|----|
| Type                                  | Asset Level Term Debt | Bank Loans and Securitization | Asset Level Term Debt | Asset Level Revolving Debt | Asset Level Revolving unsecured |    |
| LTV <sup>(11)</sup>                   | ~50%                  | ~25%                          | ~60%                  | ~45%                       | ~65%                            |    |
| Market Interest Rates <sup>(12)</sup> | ~3.5%                 | ~4.0%                         | ~2.0%                 | ~4.0%                      | ~3.0%                           |    |
| Typical Amortization                  | 25 years              | 10 years                      | 10 years              | Interest Only              | Interest Only                   |    |

# IMPACT OF RECENT FINANCING ACTIVITY

*RECENT FINANCING  
ACTIVITY IS ACCRETIVE  
TO AFFOPU AND  
REDUCES OVERALL  
LEVERAGE*

## SOURCES & USES - JULY FINANCING

| Source of Funds      | (000,000s)     | Int. rate   |
|----------------------|----------------|-------------|
| Equity offering*     | \$165.7        | 7.8%        |
| Brazil Financing     | 190.0          | 3.9%        |
| NZD bank loan        | 109.5          | 4.4%        |
| Mortgage debt        | 37.8           | 1.8%        |
| <b>Total sources</b> | <b>\$503.0</b> | <b>5.1%</b> |

| Use of Funds             |                |             |
|--------------------------|----------------|-------------|
| Acquisitions             | \$61.5         | 5.8%        |
| Series C - convert       | 38.8           | 7.3%        |
| Corporate debt repayment | 402.8          | 5.7%        |
| <b>Total uses</b>        | <b>\$503.0</b> | <b>5.8%</b> |

## LEVERAGE IMPACT

|                   |   |                       |
|-------------------|---|-----------------------|
| Gross Asset Value | ↑ | +\$61.5M to \$5,232M  |
| Net debt          | ↓ | -\$104.2M to \$2,674M |
| Debt to GBV       | ↓ | -260 bp to 51.1%      |

## EARNINGS IMPACT

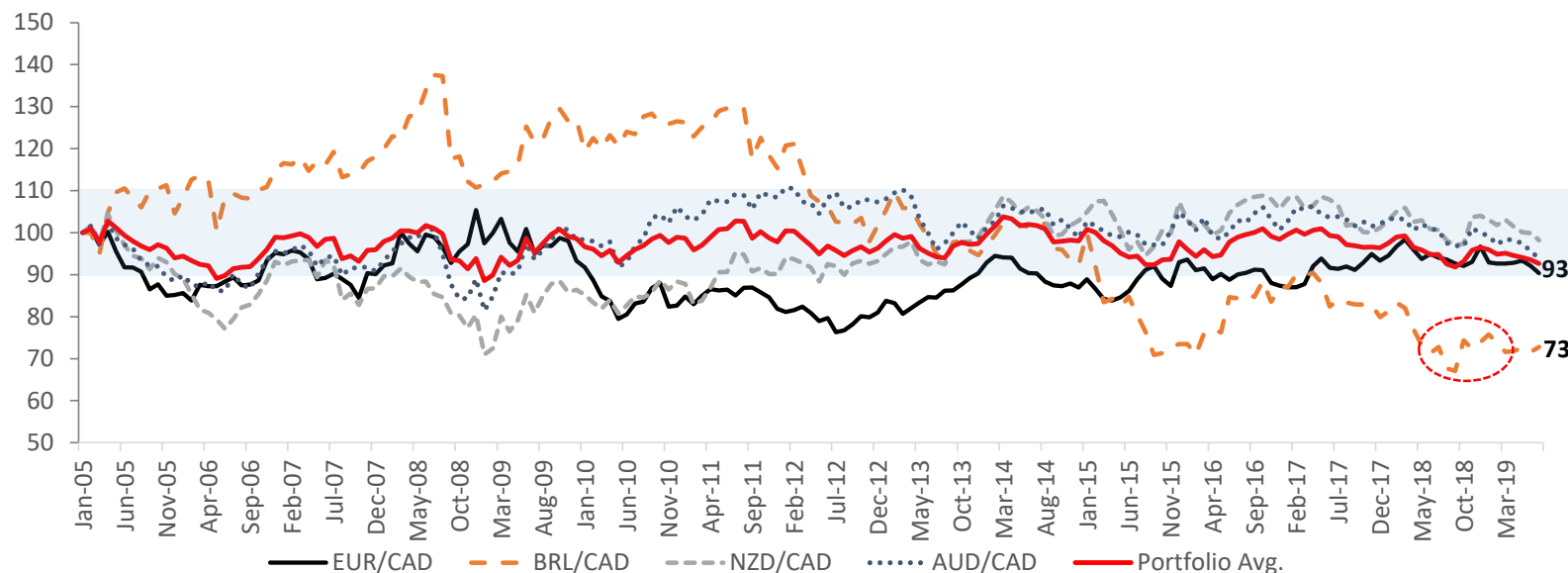
|                      |            |
|----------------------|------------|
| Incremental earnings | \$29.2M    |
| Use of Funds         |            |
| Cost of capital      | (\$25.7M)  |
| Source of Funds      |            |
| AFFO impact          | +\$3.5M    |
| AFFO impact          | +\$0.02/un |

# RISK MANAGEMENT – FOREIGN EXCHANGE

OVER A 10 YEAR  
PERIOD, PORTFOLIO  
INDEX HAS REMAINED  
RELATIVELY IN-LINE  
WITH ITS BASE VALUE

RENTAL INDEXATION  
ACTS AS NATURAL  
CURRENCY HEDGE

LOCAL CURRENCY  
PROPERTY/  
CORPORATE DEBT TO  
REDUCE INVESTMENT  
RISK



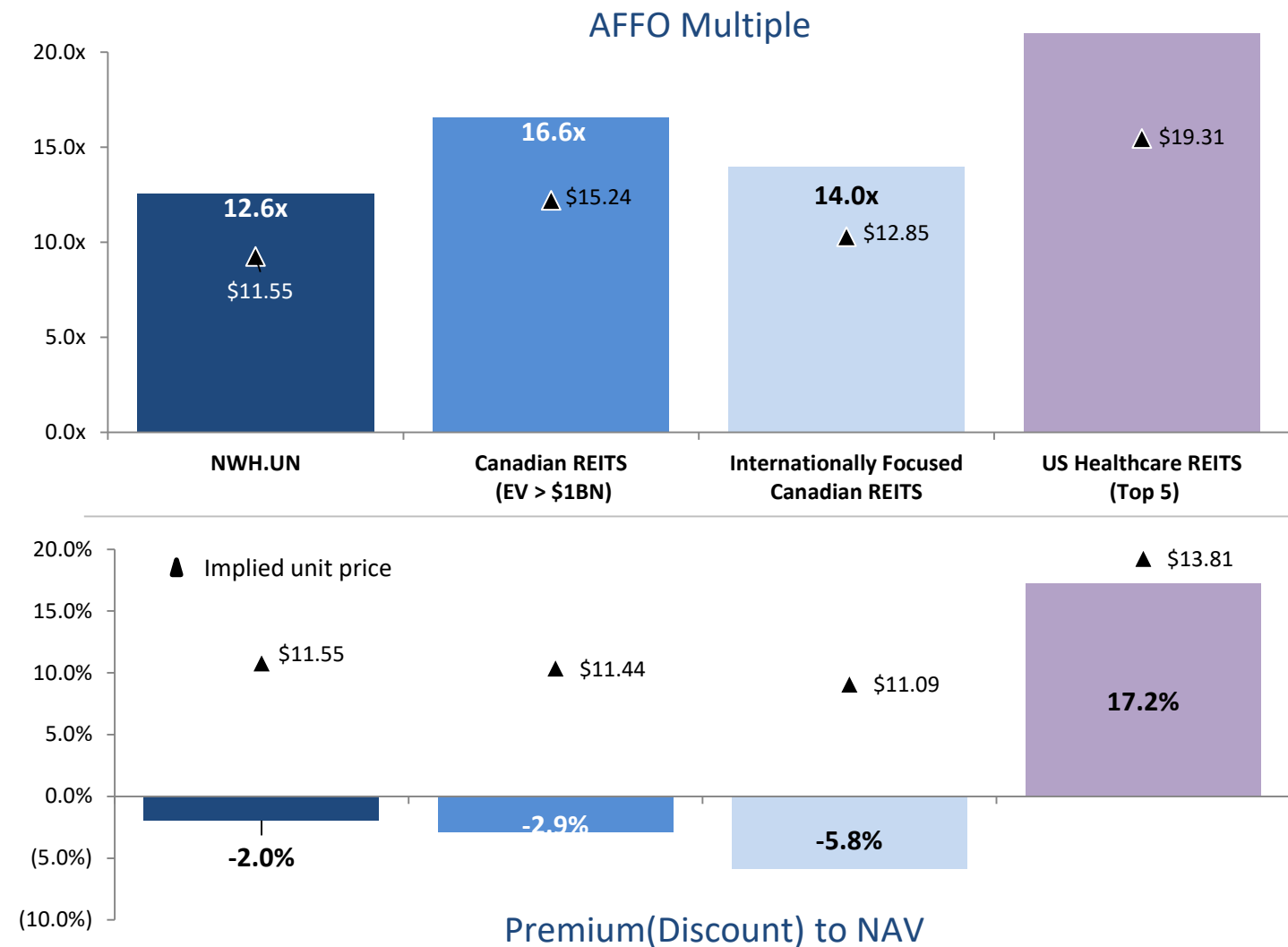
|                                | NOI<br>Weight | FX Rate - Spot |           |           | Var. %       |               | 6-Aug-19 | Var. %       |
|--------------------------------|---------------|----------------|-----------|-----------|--------------|---------------|----------|--------------|
|                                |               | 29-Jun-18      | 28-Mar-19 | 28-Jun-19 | QoQ          | YoY           |          |              |
| BRL:CAD                        | 17.6%         | 0.3387         | 0.3445    | 0.3402    | -1.2%        | 0.4%          | 0.3350   | -1.5%        |
| EUR:CAD                        | 11.9%         | 1.5347         | 1.5077    | 1.4890    | -1.2%        | -3.0%         | 1.4873   | -0.1%        |
| NZD:CAD                        | 37.9%         | 0.8887         | 0.9105    | 0.8800    | -3.3%        | -1.0%         | 0.8667   | -1.5%        |
| AUD:CAD                        | 11.7%         | 0.9725         | 0.9506    | 0.9195    | -3.3%        | -5.4%         | 0.8979   | -2.3%        |
| CAD:CAD                        | 21.0%         | 1.0000         | 1.0000    | 1.0000    | 0.0%         | 0.0%          | 1.0000   | 0.0%         |
| <b>Portfolio Weighted Avg.</b> | <b>100.0%</b> |                |           |           | <b>-2.0%</b> | <b>-1.28%</b> |          | <b>-1.1%</b> |



# CAPITAL MARKETS SUMMARY

# RELATIVE VALUATION

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



- Based on NWH.UN's closing unit price of \$11.55/unit as of August 6, 2019, and normalized AFFO/Unit of \$0.92 per year; NWH.UN's NAV is based on Q2-19 of \$11.76.

|                                                   |                                              |
|---------------------------------------------------|----------------------------------------------|
| <b>Ticker</b>                                     | NWH.UN                                       |
| <b>Listed Exchange</b>                            | TSX                                          |
| <b>Distribution Payable</b>                       | Monthly                                      |
| <b>Distribution Type</b>                          | 55% Return of Capital /<br>45% Capital Gains |
| <b>Unit Price (August 6, 2019)</b>                | \$11.55                                      |
| <b>Market Capitalization</b>                      | ~\$1.7Bn                                     |
| <b>Distribution Yield</b>                         | 6.9%                                         |
| <b>52-Week Trading Range</b>                      | \$9.10- \$12.30                              |
| <b>Volume Weighted Avg. Price (VWAP) (20-day)</b> | \$11.87                                      |
| <b>Average Daily Volume (90-days)</b>             | ~540,000                                     |
| <b>NAV (Q2-2019) <sup>(7)</sup></b>               | \$11.76                                      |



APPENDIX 1

# INVESTMENT THESIS

## *Supportive Fundamentals*

- Favourable demographics and industry trends
  - Aging populations
  - Rising healthcare expenditures

## *Attractive Asset Class*

- Defensive core healthcare infrastructure
  - Global gateway cities
  - Leading healthcare operators

## *Growth Opportunities*

- Significant internal and external growth opportunities
  - Inflation indexed leases
  - Accretive expansions + industry consolidation

## *Value Opportunity*

- Healthcare real estate fundamentals support premium valuations
- Currently trading at a discount to Canadian REIT peers

## *Proven & Aligned*

- 10+ year public company track record
  - Highly aligned founder and management

*DEFENSIVE, HIGH YIELDING SECURITY WITH GROWTH POTENTIAL*

# KEY DRIVERS OF HEALTH CARE REAL ESTATE

## Aging Population

- >65 population cohort growing rapidly in developed countries
- > 656mm people worldwide over 65 by 2021, ~11.5% of global population

## Consolidation & Cost Savings

- Scale required for efficiency and quality
- Rise of Public Private partnerships

## Increased Healthcare Spending

- \$8.7 trillion global healthcare spending by 2020
  - 10.6% of global GDP
- Growing at 4.3% per annum

## The Rise of Private Healthcare

- Budget pressures affecting the sustainability of public healthcare funding
- Governments mandating lower costs and improved quality

## Growing Populations and Wealth Creation

- Emerging economies demanding better access to quality care
- Patients seeking more choice and control

Source: Deloitte 2018 Global Healthcare sector outlook

*COMPELLING NEED FOR CAPITAL, FACILITIES AND REAL ESTATE SOLUTIONS*

# HEALTHCARE REAL ESTATE OPPORTUNITIES

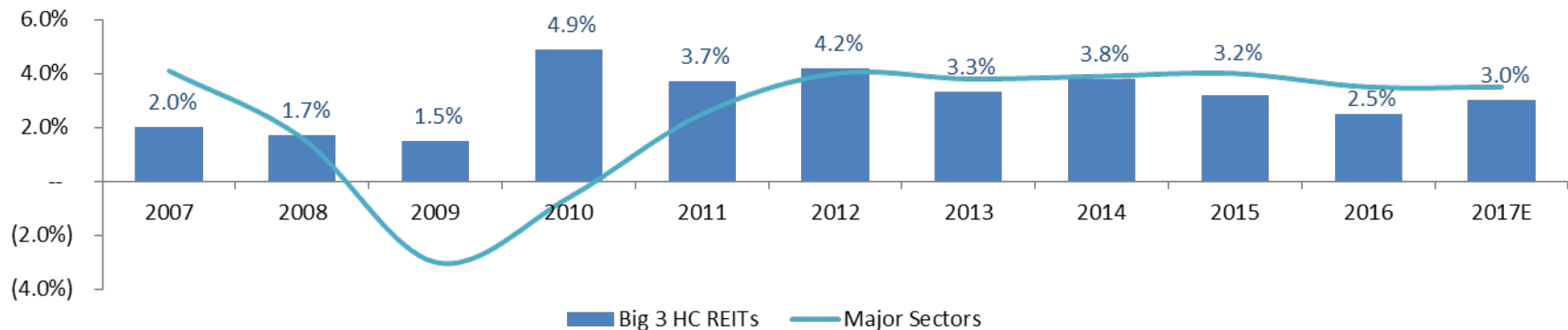
## *NWH's Market Opportunity*

- NWH's markets comprise a total population of ~350 million, slightly larger than the United States
- Total healthcare real estate opportunity estimated to be comparable to the US (~\$1 Trillion) across NWH's markets
- Significant potential consolidation opportunity with NWH's platform currently comprising ~\$3.7 billion

## *U.S. Healthcare Opportunity*

- Estimated U.S. healthcare real estate market exceeds \$1 Trillion
- Largest healthcare REITs acquired over \$100 Billion over last 10 years; still own less than 15% of the market
- Large U.S Healthcare REITs historically generated better returns with lower volatility

## HISTORICAL NOI GROWTH OF "BIG 3 HEALTHCARE REITS"



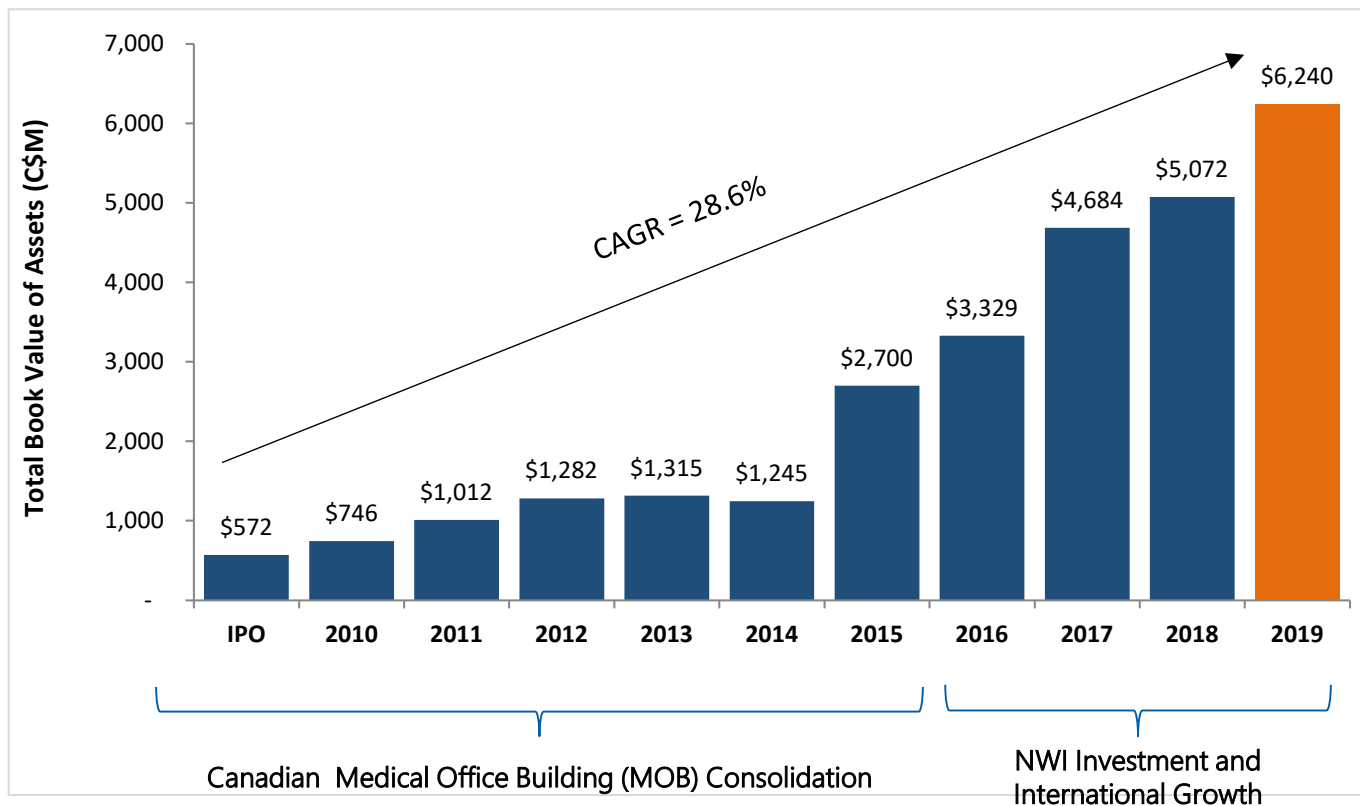
Source: Green Street Advisors (January 2017)



# APPENDIX 2

# FINANCIAL METRICS

# TRANSFORMATIONAL GROWTH CONTINUES



## Defensive High Quality Portfolio

- ✓ Core Healthcare Focus
- ✓ Major Global Markets
- ✓ Asset & Capital Diversification
- ✓ Improved Portfolio Metrics

## Improved Market Profile

- ✓ Increased Market Capitalization
- ✓ Reduced Payout Ratio
- ✓ Reduced Leverage
- ✓ Increased NAV

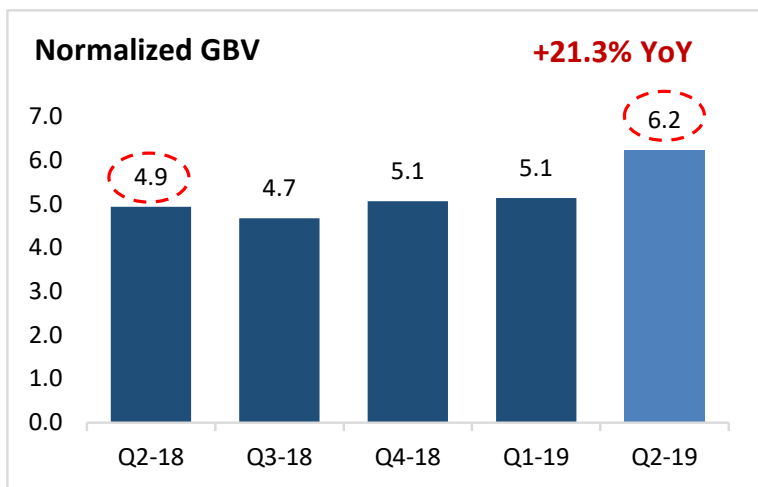
## Positioned for Growth

- ✓ Aligned & Integrated Global Platform
- ✓ Leverage Institutional Relationships
- ✓ Identified Expansions and Developments
- ✓ Actionable Acquisition Pipeline

# FINANCIAL AND OPERATIONAL METRICS

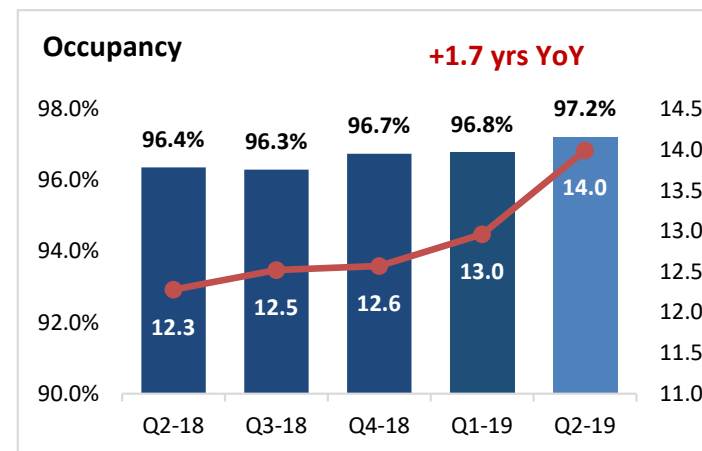
## GROSS BOOK VALUE

- ✓ GBV has increased from \$4.9Bn to \$6.2Bn, a 21.3% YoY increase



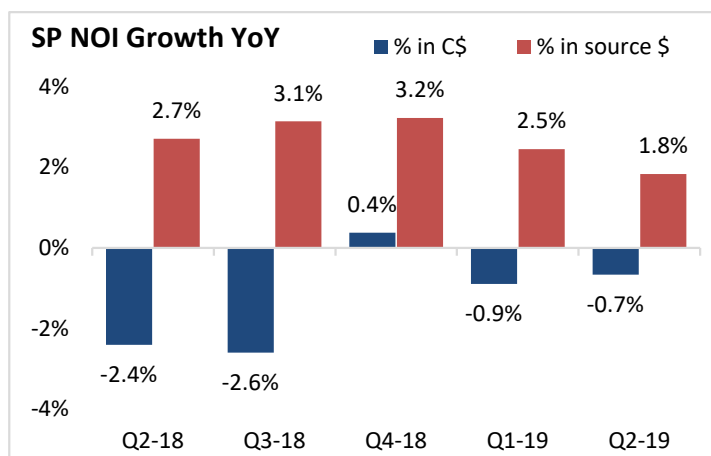
## PORTFOLIO QUALITY

- ✓ Portfolio quality improved – occupancy up to 97.2% with WALE increasing to 14.0 years



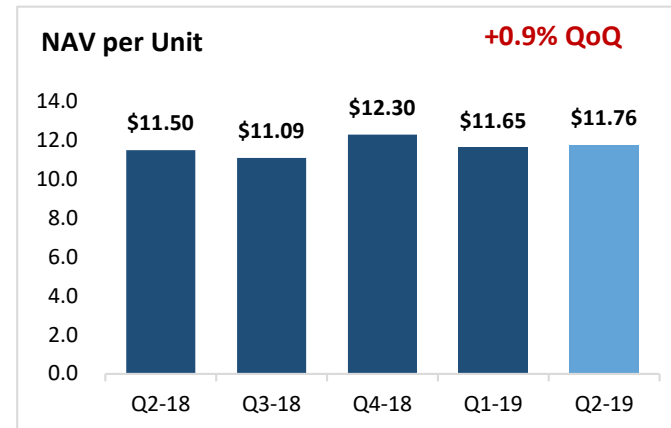
## SP NOI

- ✓ Cash SP NOI in source currency increased 1.8% YOY. In CAD, SP NOI was negatively impacted by FX movements, which depreciated vs. CAD



## NAV

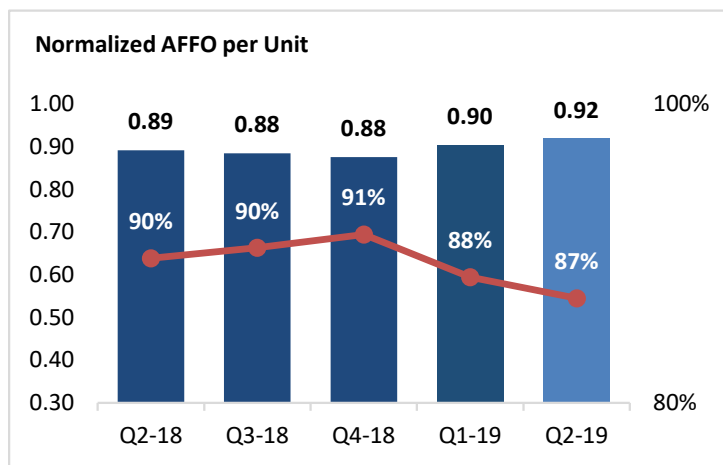
- ✓ NAV increased from \$11.65 to \$11.76 QoQ (+0.9%) primarily due to FV gains but partially offset by FX losses



# FINANCIAL AND OPERATIONAL METRICS

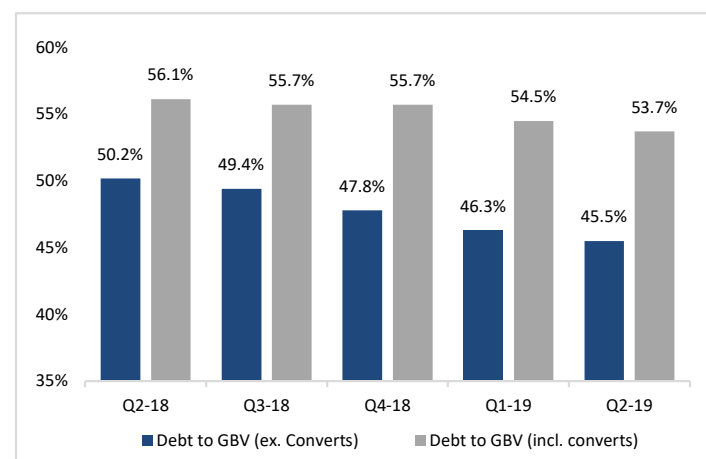
## FINANCIAL PROFILE

- ✓ Normalized AFFOPU of **\$0.92** results in a **~87% payout ratio**



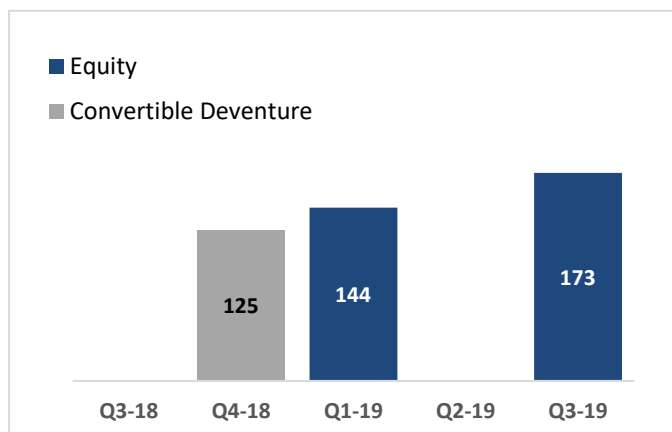
## CAPITALIZATION

- ✓ Consolidated LTV (Incl. Converts) is 53.7% (80 bp QoQ)



## CAPITAL RAISING

- ✓ Total LTM capital issuance of **~\$440M** including equity offering competed in Q3/19



## CAPITAL MARKETS AND LIQUIDITY





APPENDIX 3

REGIONAL PORTFOLIO  
OVERVIEWS

# PORTFOLIO PROFILE

*PORTFOLIO  
COMPRISES 169  
PROPERTIES  
TOTALING 13.8M  
SQUARE FEET OF GLA  
IN SIX COUNTRIES*

*STRONG OPERATING  
FUNDAMENTALS WITH  
OCCUPANCY OF  
97.2%, WALE OF 14.0  
YEARS AND 46% MOB  
54% HOSPITAL AND  
OTHER HEALTHCARE  
FACILITIES MIX*

## GLOBAL HEALTHCARE REAL ESTATE INFRASTRUCTURE

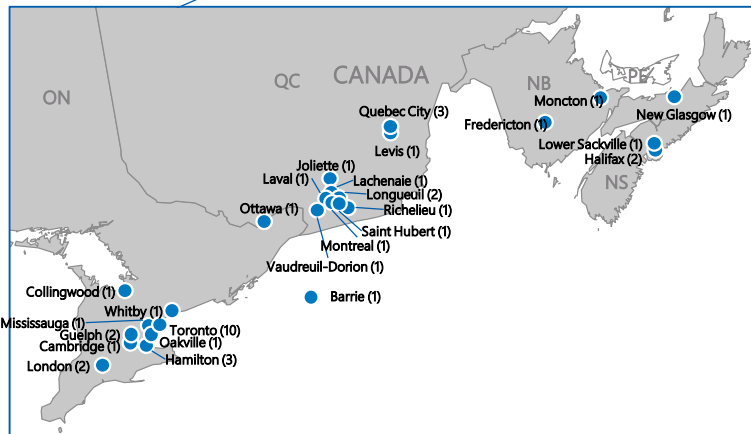
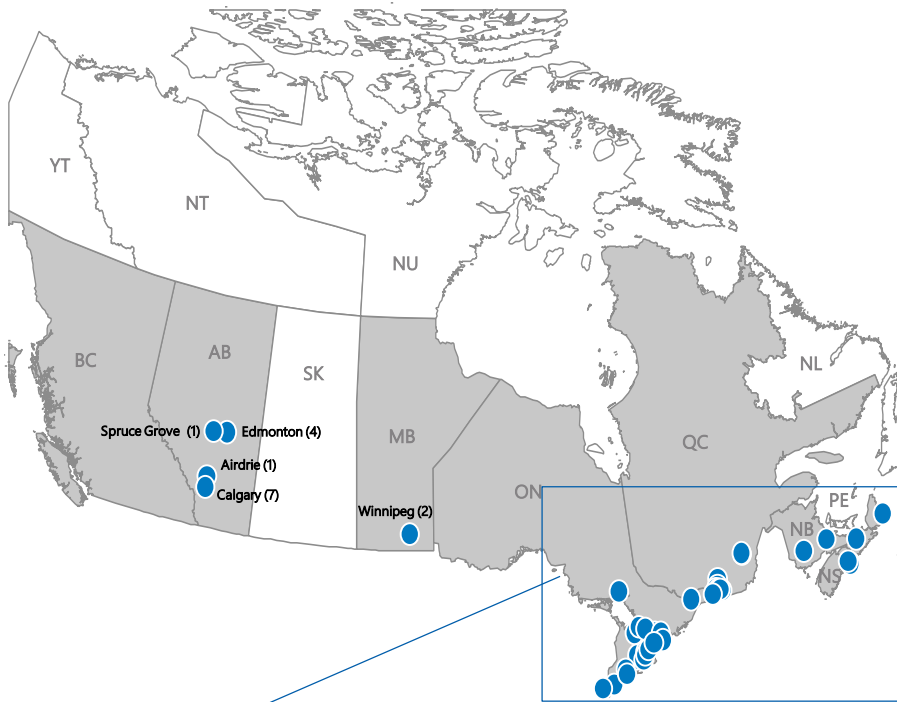
| Q1 2019                   | Canada   | Brazil        | Europe                                                 | Vital Trust                                            | NWAUS                                                  | Platform*                                              |
|---------------------------|----------|---------------|--------------------------------------------------------|--------------------------------------------------------|--------------------------------------------------------|--------------------------------------------------------|
| Number of Properties      | 55       | 8             | 35                                                     | 45                                                     | 26                                                     | 169                                                    |
| Asset Mix by GLA          | 100% MOB | 100% Hospital | 89% MOB & 11% Hospital and other Healthcare Facilities | 21% MOB & 79% Hospital and Other Healthcare Facilities | 23% MOB & 77% Hospital and Other Healthcare Facilities | 46% MOB & 54% Hospital and Other Healthcare Facilities |
| GLA (Million Square Feet) | 3.4      | 1.7           | 3.2                                                    | 2.6                                                    | 2.8                                                    | 13.8                                                   |
| Gross Assets              | \$1,131  | \$816         | \$671                                                  | \$1,624                                                | \$2,174                                                | \$6.4B                                                 |
| Occupancy                 | 92.7%    | 100.0%        | 97.2%                                                  | 99.5%                                                  | 98.9%                                                  | 97.2%                                                  |
| WALE (Years)              | 5.0      | 19.8          | 15.1                                                   | 18.3                                                   | 16.2                                                   | 14.0                                                   |
| Avg. Building (Years)     | ~31      | ~15           | ~29                                                    | ~31                                                    | ~29                                                    | ~28                                                    |
| Weighted Cap Rate         | 6.6%     | 7.0%          | 5.8%                                                   | 5.5%                                                   | 5.5%                                                   | 6.1%                                                   |

\* All metrics are shown on a 100% consolidated basis and excludes non-real estate metrics: Corporate and Vital Manager

# CANADA: LARGEST PORTFOLIO OF MOB ASSETS

## INVESTMENT AND MARKET OVERVIEW

- **Canada's largest non-government owner/manager of MOBs** and healthcare related facilities
  - Portfolio of 55 properties comprising GLA of 3.4 million sf and 1,050 tenants
  - 92.7% occupancy and ~5.0 year WALE
- **High quality real estate with stable cash flow** underpinned by tenancies supported by the Canadian publicly funded healthcare system
- **Provides stability and diversification** to a broader international healthcare real estate portfolio



**Queensway Professional Center**  
Mississauga, ON



**Hys Centre**  
Edmonton, AB



**Springbank Medical Centre**  
London, ON

# BRAZIL: NEWLY BUILT PRIVATE PAY HOSPITAL ASSETS

## INVESTMENT AND MARKET OVERVIEW

- **Institutional quality, core healthcare infrastructure assets** in strategic markets including São Paulo, Brasília and Rio de Janeiro
  - 100.0% occupancy and 19.8 year WALE
- **Stable cash flow** with long-term, triple-net, inflation-indexed leases, providing consistent organic growth
- **Long-term relationship** with one of the country's leading hospital operators Rede D'Or São Luiz S.A. (Fitch National Rating: AAA)

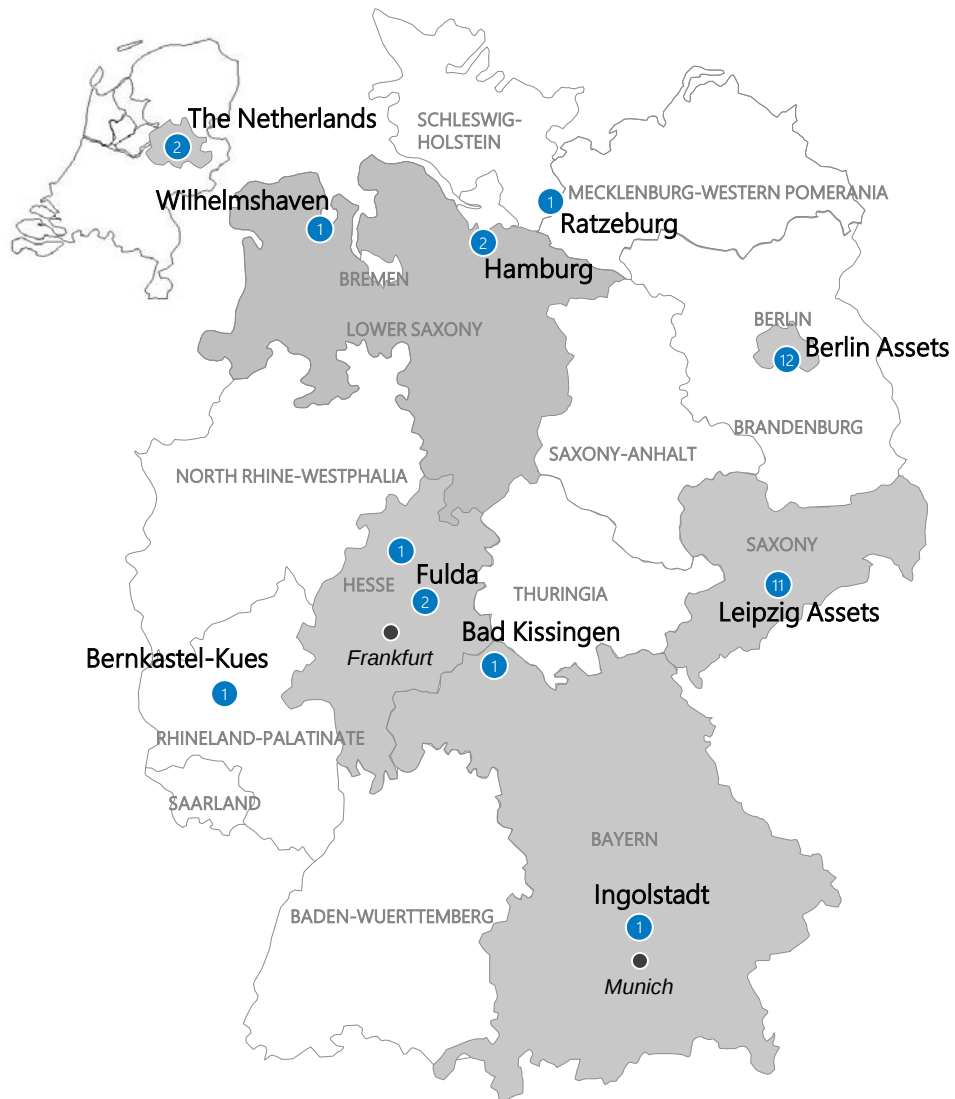


Hospital Infantil Sabará  
São Paulo



Hospital Caxias D'Or  
Rio de Janeiro

# EUROPE: STRATEGICALLY LOCATED MOB ASSETS



## INVESTMENT AND MARKET OVERVIEW

- **High quality MOB assets located in the major markets** including Berlin, Hamburg, Frankfurt, Ingolstadt, Leipzig and Rotterdam
  - 97.2% occupancy and ~15.1 year WALE
- **Expansion into rehabilitation clinics** presents a unique opportunity to acquire assets with infrastructure-like characteristics.
- **Fully integrated property management and asset management capabilities** allow efficient operation and deal sourcing



Adlershof 1  
Berlin



Medimall  
Rotterdam



Berlin Neukolln  
Berlin



Hollis Centre  
Ingolstadt

# AUSTRALASIA (1): MAJOR MARKET HOSPITAL AND MOB PORTFOLIO



**Epworth Victoria Parade Hospital**  
Melbourne CBD, Victoria



**Epworth Freemasons Private Hospital**  
Melbourne CBD, Victoria



**Australian Red Cross Blood Clinic**  
Brisbane, Queensland



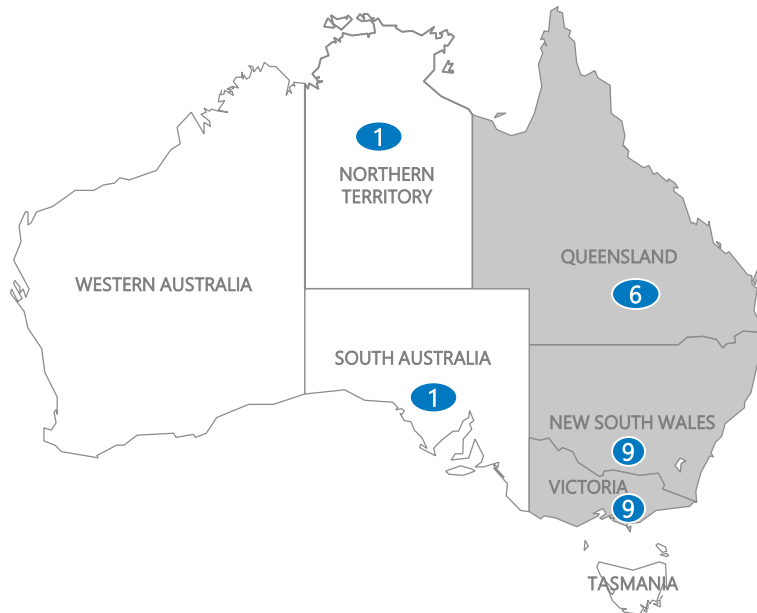
**Norwest Private Hospital**  
Sydney Suburb, NSW

## PORTFOLIO OVERVIEW

- ✓ Northwest Healthcare Properties Australia REIT “NWHP AUS” owns a leading Australian healthcare real estate portfolio with over \$600M in existing assets
- ✓ Portfolio of 26 Properties of ~2.8M Square Feet
  - 17 hospitals, 6 medical centers, 3 residential aged care
- ✓ Strong occupancy and long-term lease expiry profile
  - 98.9% occupancy and ~16.2 year WALE

## STRATEGIC FIT

- ✓ Major Market Focus
  - The portfolio is centered around Australia’s three largest cities: **Sydney** (pop: ~4.6m), **Melbourne** (pop: 4.4m), and **Brisbane** (pop: ~2.3m)
- ✓ Stable, Growing & Accretive Cashflow
  - Long-term **inflation indexed leases** to some of the region’s largest hospital operators
  - Track record of earnings growth through accretive acquisitions, expansions, and developments
- ✓ Core Healthcare Strategy
  - 10+ years of dedicated healthcare focus
  - Strong healthcare operator relationships  
Healthscope, Epworth Foundation and St. John of God



# AUSTRALASIA (2): STRATEGIC INVESTMENT IN VITAL TRUST

## AUSTRALIA



## NEW ZEALAND

### INVESTMENT AND MARKET OVERVIEW

- **Manager and 24.9% strategic shareholder of Vital Trust** (NZX:VHP), Australasia's largest listed healthcare real estate owner with 26 private hospitals, 10 MOBs, 5 aged care assets and 4 development lots
  - 99.5% occupancy and ~18.3 year WALE
- **Stable and growing cash flows** underpinned by tenancies of high quality hospital and healthcare operators with long-term, inflation-indexed leases



**Epworth Eastern Medical Centre**  
Melbourne, AU



**Marian Centre**  
Perth, AU



**Epworth Eastern Hospital**  
Melbourne, AU



**Ascot Hospital**  
Auckland, NZ



# APPENDIX 4 PROPERTY CASE STUDIES

# CASE STUDY #1 - EPWORTH EASTERN HOSPITAL, MELBOURNE

## Development of a Healthcare Precinct

Public hospital initial demand catalyst

Co-located private hospital development attracts specialists

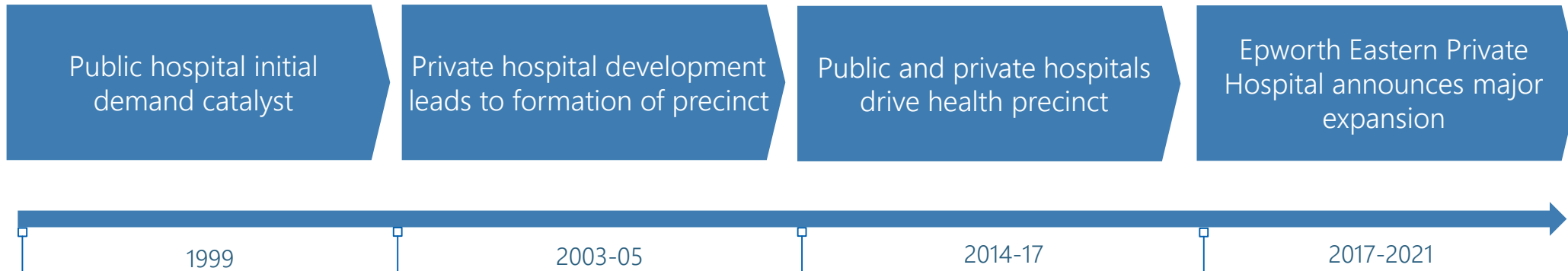
Public and private hospitals drive health precinct

Epworth Eastern Private Hospital announces major expansion



# CASE STUDY #1 – EPWORTH EASTERN HOSPITAL, MELBOURNE

## Development of a Healthcare Precinct



NorthWest has supported Epworth over 15+ years with expansion opportunities, advice and capital

- Acquisition of adjacent Medical Centre housing specialists operating at Box Hill Public Hospital
- Development of Epworth Eastern Hospital (private)
- Establishes operator relationship with Victoria's largest not-for-profit private healthcare group
- Acquisition of Ekeru Medical Centre increases NorthWest assets in precinct
- Strategic acquisition of adjacent site for private hospital expansion
- \$125m expansion of Epworth Eastern Hospital
- Acquisition of Ekeru Medical Centre by NorthWest
- Adjacent site available for next stage expansion

Developments have added to the quality & value of assets, driving operational benefits & efficiencies that attract practitioners

- Large site area creates potential for future expansion
- Public and private hospital co-location further attracts specialists
- Begins to drive early stage precinct formation
- Public hospital major expansion
- Council designated 'Education and Health precinct' – targeted as a high growth area with increased density
- Epworth Eastern Hospital at capacity for 3 years
- New 30-year lease term over entire expanded hospital
- Total 286 beds and \$334m value on completion in 2021

# CASE STUDY #2 – MEDIAN, GERMANY

*SCALED EUROPEAN  
PLATFORM PROVIDED  
ACCESS TO PARTICIPATE  
IN RECENT  
CONSOLIDATION  
TRENDS*



Market  
Leader



~230,000  
Patients p.a.



~€940 M  
Revenue



120  
Facilities



~18,200  
Beds/Places



~15,000  
Employees

## German Rehabilitation Market

- Germany is world-leading in post-acute rehabilitation
- Large market with 3% German healthcare spend (€9.5 bn in 2016)

## Fragmented Market Leads to Consolidation

- Market fragmentation
- Strong operators acquisitive to achieve economies of scale
- Creates opportunity for real estate portfolios

## Private Equity Acquisition of Operator

- In 2014 MEDIAN was acquired by a private equity group
- Now the clear market leader and largest private operator through acquisition strategy

## NorthWest Partnership Opportunity

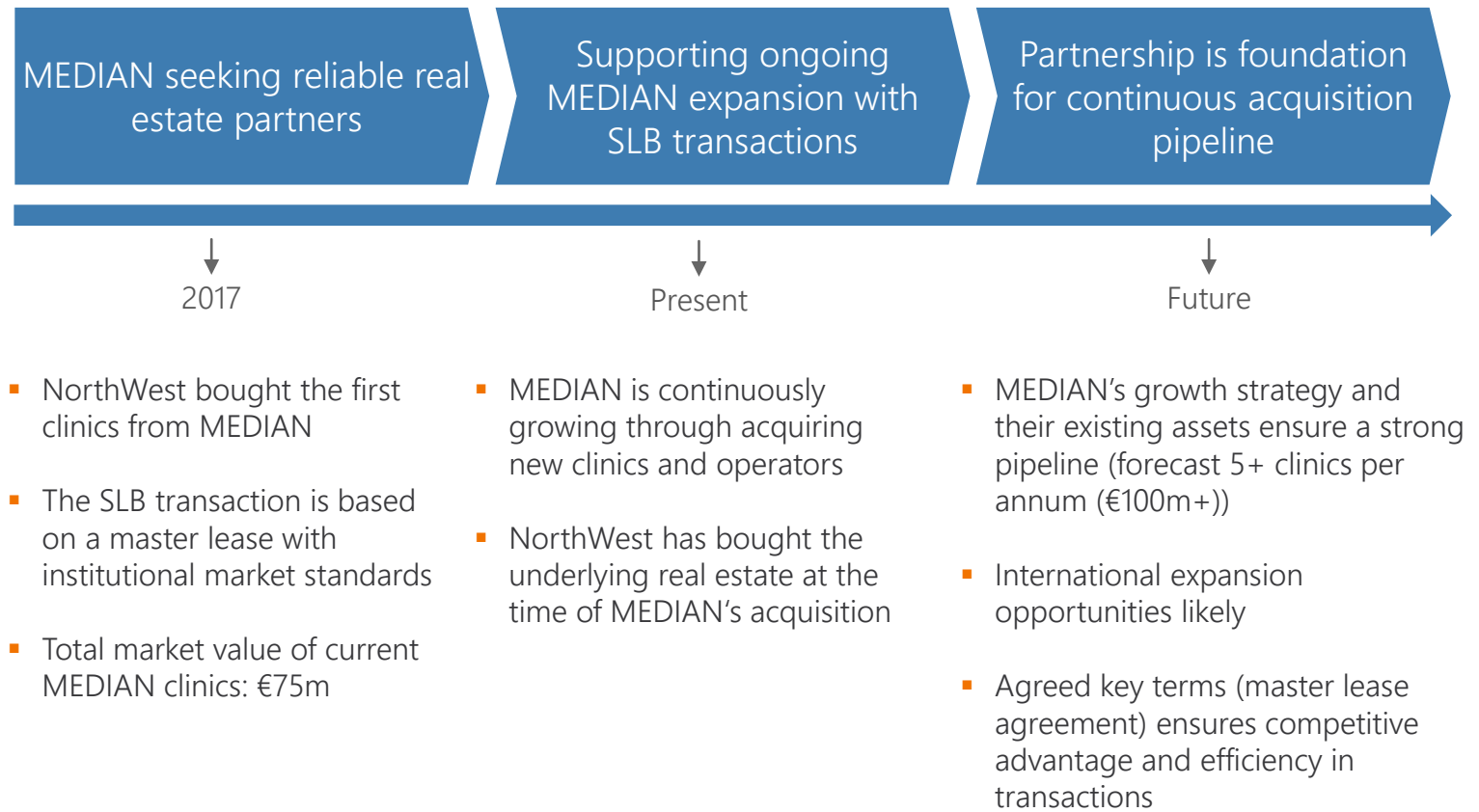
- First NorthWest real estate acquisition in 2017
- Total investment €75m with pipeline of €100m+
- Supporting MEDIAN's expansion under Master Lease Agreement

# CASE STUDY #2 – MEDIAN, GERMANY



## Who is MEDIAN?

- Largest private rehabilitation provider with 120+ facilities across Germany
- In 2014 MEDIAN was acquired by Waterland Private Equity
  - After several acquisitions MEDIAN has become the clear market leader in the German post-acute and rehabilitation market



# CASE STUDY #3 – REDE D'OR, BRAZIL

*PLATFORM GROWTH HAS ALLOWED NWH TO REMAIN A KEY CAPITAL PARTNER AND EXPAND ALONGSIDE OUR KEY OPERATING PARTNERS*

## Top 5 Global Healthcare Market

- Third largest private healthcare market: \$180BN 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

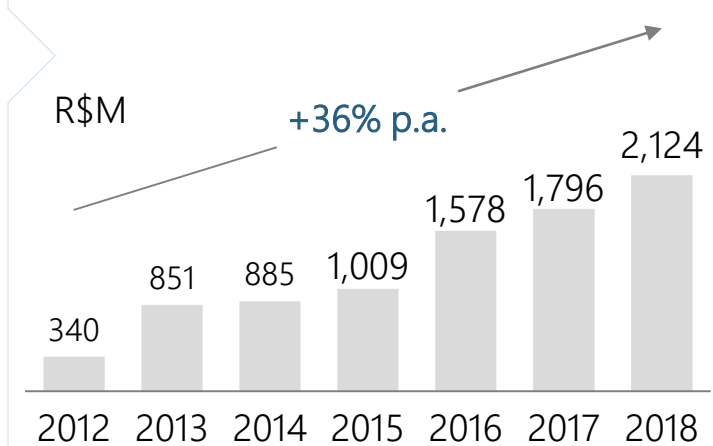
- Major acute-care assets
- Leading cities
- Highly capable operator
- A-typical lease structures – no rent reviews, inflation escalation

## Best-in-Class Private Hospital Operator

- Largest private hospital operator in Brazil: 39 hospitals, 5,900 beds
- AAA Fitch national rating
- Backed by global investors GIC (26%) and Carlyle Group (12%)

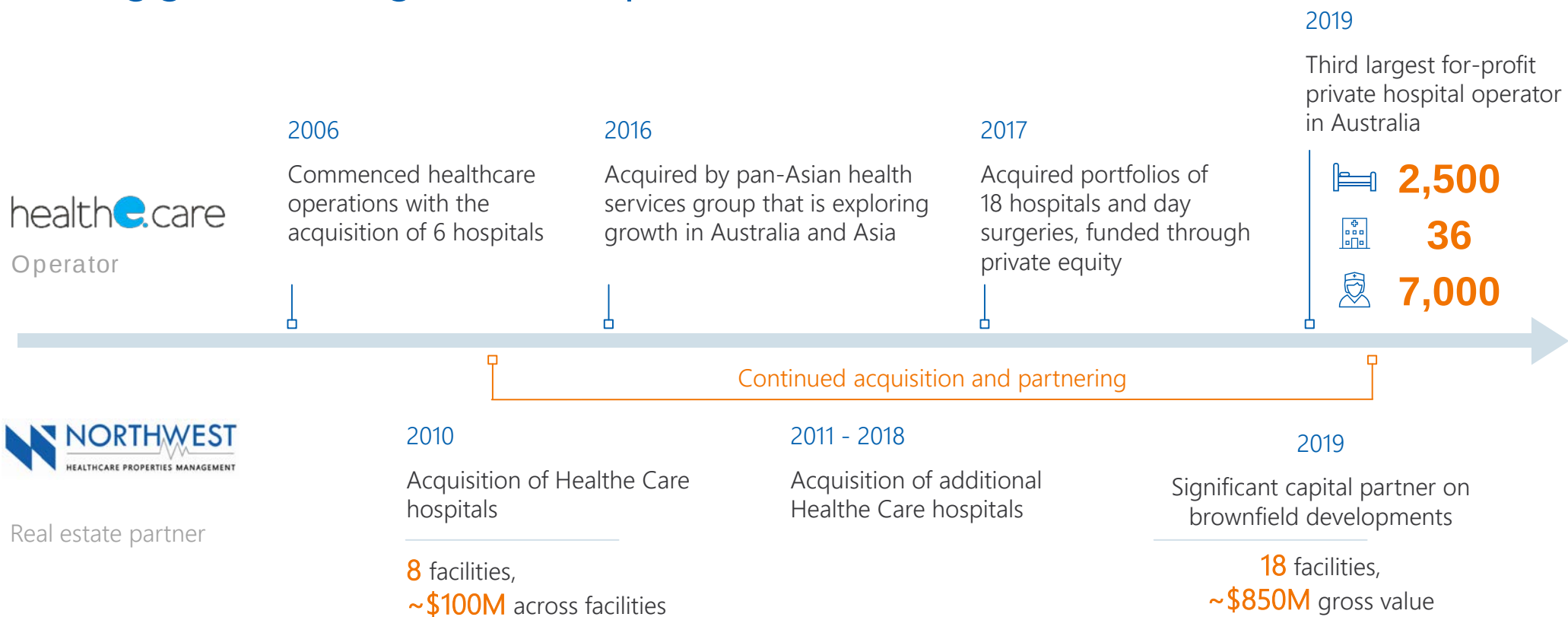
## NorthWest's Brazilian Portfolio has Scaled Significantly

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



# Case study #4 – Healthe Care, Australia

## Driving growth through relationships



# APPENDIX 5

# MANAGEMENT BIOGRAPHIES



# GLOBAL PLATFORM WITH REGIONAL CAPABILITY AND EXPERTISE

FULLY ESTABLISHED,  
SCALABLE REGIONAL  
TEAMS WITH EXPERTISE IN  
HEALTHCARE PROPERTY  
OPERATIONS,  
ACQUISITIONS AND  
DEVELOPMENT

LOCAL MARKET  
KNOWLEDGE AND  
STRONG RELATIONSHIPS  
WITH LEADING  
HEALTHCARE PROVIDERS

OVER 200 PROFESSIONALS  
ACROSS 9 OFFICES IN 5  
COUNTRIES

## CORPORATE MANAGEMENT



**Paul Dalla Lana**  
Chairman &  
CEO



- Founder of NWH & NWI REITs
- Largest unitholder of REIT



**Bernard Crotty**  
President



- Global governance oversight and business development
- Representative on NWH's and Vital Trust's board



**Peter Riffin**  
COO & MD  
Canada



- Leads NWH's real estate operations and global MOB platform



**Shailen Chande**  
CFO



- Responsible for financial strategy & reporting, and capital market & corporate finance activities
- Chartered Accountant



**Mike Brady**  
Executive Vice  
President



- EVP, General Counsel and Secretary to NWH REIT
- Transaction management and leadership

## REGIONAL OPERATING PLATFORM AND EXPERTISE



**Gerson Amado**  
Managing  
Director – Brazil



- Leads NWH's Brazilian platform
- Office in Sao Paulo



**Jan Krizan**  
Managing  
Director –  
Germany



- Leads NWH's European platform
- Office in Berlin



**Craig Mitchell**  
CEO – ANZ  
Management  
Platform



- Leads NWH's Australasian platform
- Office in Melbourne

# NOTES

1. Based on NWH.UN's closing unit price of \$11.55/unit as of August 6, 2019.
2. Based on the REIT's distribution policy of \$0.80/unit per annum and normalized Q2-19 AFFO of \$0.92/unit.
3. Based on total assets of NWH, Vital Trust on a fully consolidated basis including post-quarter acquisitions. NWH owns a 24.9% interest in Vital Trust.
4. The pie reflect fully consolidated NOI and include i) 100% of NOI from Vital Trust and ii) 100% of the NOI from the REIT's institutional JV including the Healthscope portfolio
5. Reported AFFO/Unit represents quarterly AFFO annualized for the three month period ending June 30, 2019. Normalized AFFO/unit is based on Q2-19 Reported AFFO/unit and adjusted for completed acquisitions, and financings as presented in the REIT's Q2-19 MD&A PART III.
6. LTV excludes/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 Q2-19 MD&A. Normalized NAV is equal to the reported NAV adjusted for the impact of FX changes post quarter end.
8. Represents same property NOI growth YoY ("SPNOI") in source currency for the three months ended June 30, 2019 and excludes non-cash amortization and non-recurring transactions.
9. Reflects the debt maturity profile as per the REIT's Q2-19 MD&A and does not include deferred consideration.
10. Gross rent on a fully consolidated basis.
11. LTV's are excluding corporate debt (ie. convertible debentures and revolving credit lines) and are shown on a regional basis.
12. Represent estimate of current market rates.
13. 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.

# CONTACT INFORMATION

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