



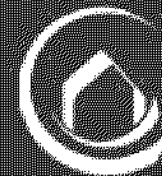
*The Most Trusted Name
in Seniors Housing*



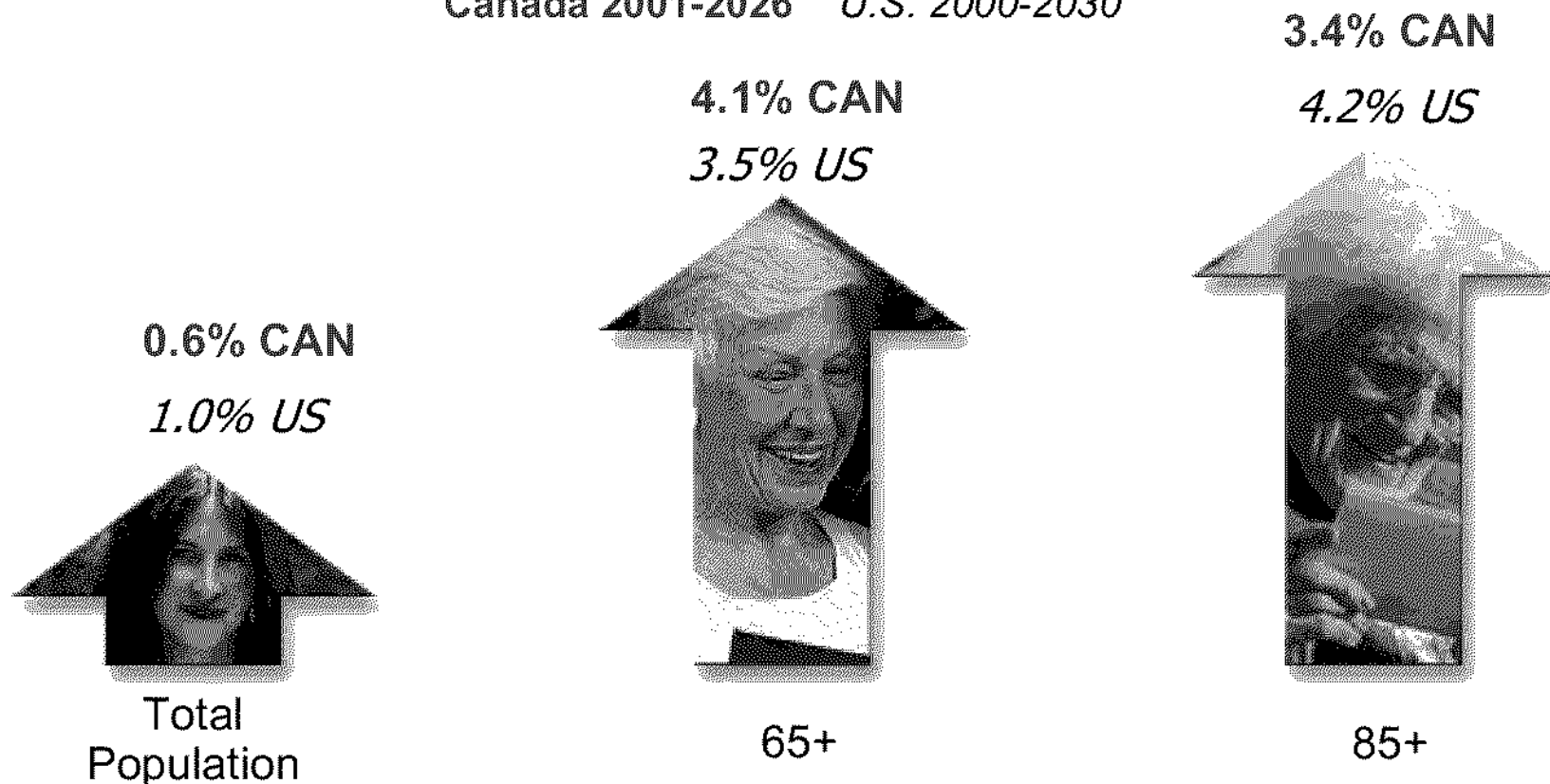
Regency Acquisition Presentation



Growing Seniors Population

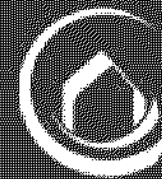


Annual Population Growth Canada 2001-2026 U.S. 2000-2030

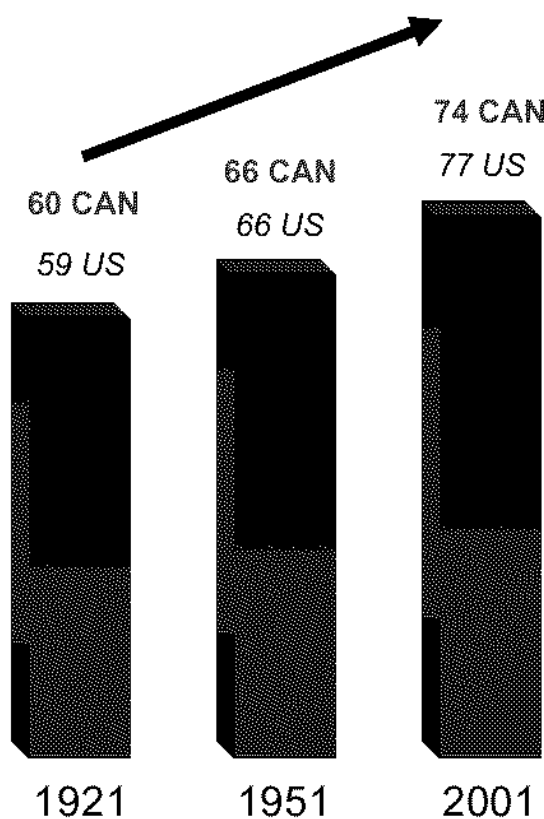


Seniors population growing **3x to 4x** faster than population

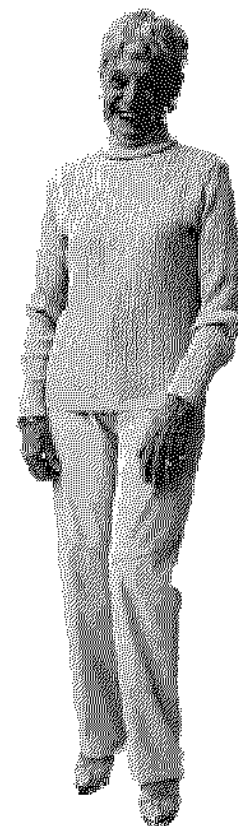
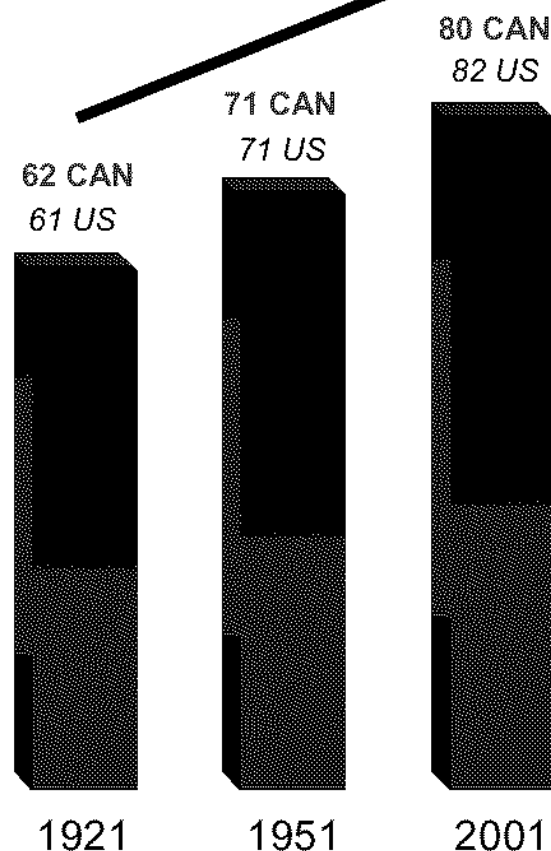
Increased Life Expectancy – Canada & U.S.



Men (years)

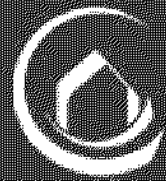


Women (years)



Seniors are healthier...

Seniors Today: Wealthier and Wiser



Today's Seniors are Wealthier

- Able to afford more services
- Increasing family net worth
- Two spouse careers

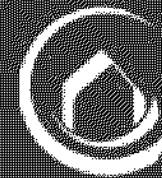


Today's Seniors are Wiser

- Better informed
- Choosing services that meet their lifestyle preference



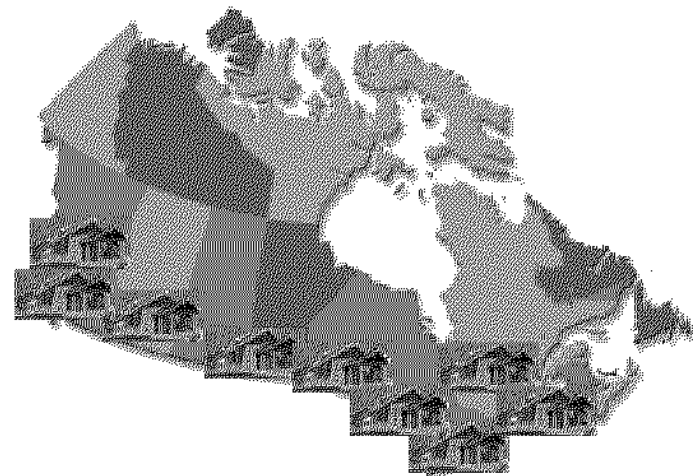
Significant Future Demand in Canada



11,000

new suites are required each year until 2026

- just to maintain current supply ratios
- that's 110 new 100-suite facilities every year

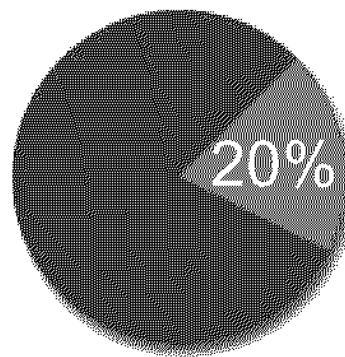


Our goal is to develop

20%

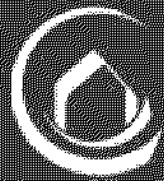
of this new product

- 2,200 new suites each year



 **CHARTWELL**
SENIORS HOUSING REIT

Long Term Care Homes

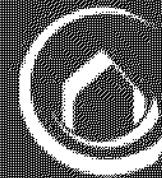


About Ontario LTCs:

- 655 homes in Ontario
- 75,000 residents
- Care for people who can no longer stay at home on their own – need 24 hour care
- Community Care Access Centres (CCAC's) manages the admission process
- Government licensed, regulated and funded



Residents of LTC Homes

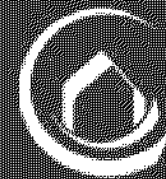


About Our Residents:

- Average age of admission is 85 years
- Most have cognitive impairments
- 89% are incontinent or need help with going to the washroom
- Average resident takes 8 medications/day
- Most need help with activities of daily living – i.e. getting out of bed, walking, getting dressed, feeding, toileting, bathing etc.
- Vast majority are women



Role of Province – LTC Homes

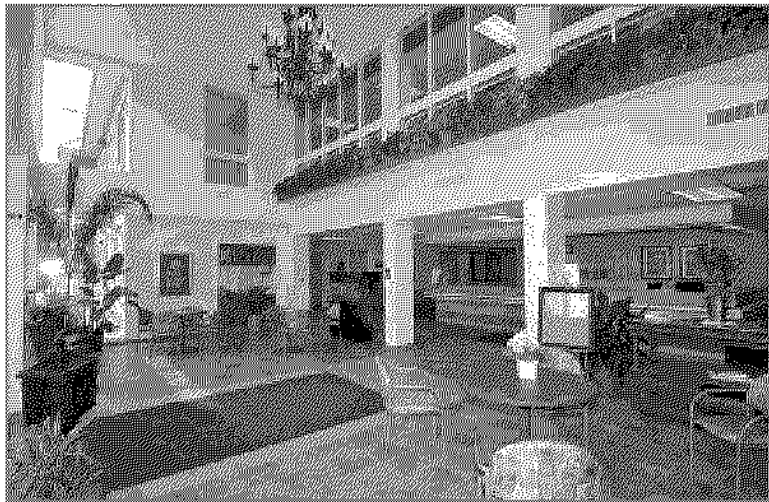
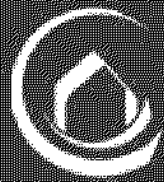


About the Ministry:

- Regulates funding – “levels of care” funding system for LTC Homes
- Regulates operating & licensing requirements under the Nursing Homes Act
- Sets operating standards – LTC Facility Manual
- Licensing and approval of new homes
- Monitor Home’s operations and investigate public complaints – job of Compliance Advisors (registered nurses) & other MOHLTC staff



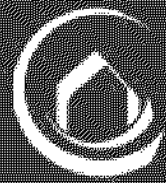
Mandatory Services Required by Government



About Our Services:

- 24 hour nursing care
- All nursing supplies needed by residents
- Medical Care
- Personal hygiene and grooming supplies
- Equipment for use by all residents
- Full dietary meal service and snacks

Mandatory Services Required by Government cont'd

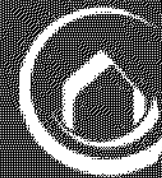


Other Services:

- Laundry, housekeeping and maintenance
- Building and bedroom furnishings
- Pharmacy services
- Programs for activation, restorative care and leisure/social activities
- Social work
- Therapies, i.e., physiotherapy, speech



Funding Per Diem (April 1, 2007)



About the Funding:

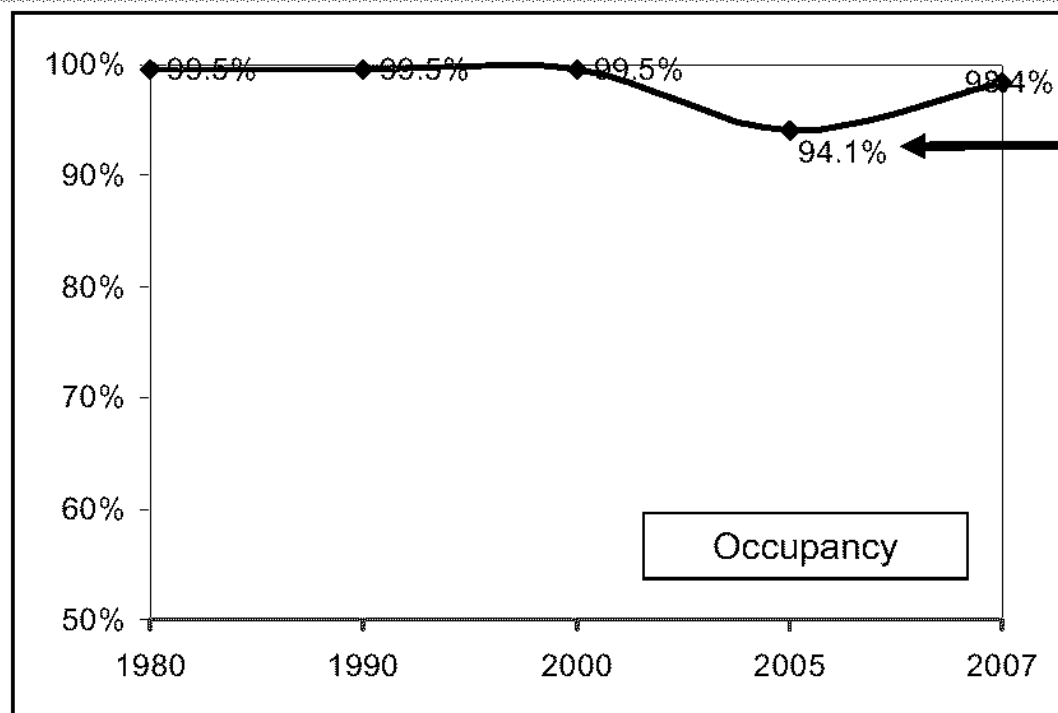
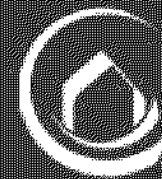
Envelopes	
Nursing & Personal Care (for a CMI of 100)	\$ 72.74
Programs and Support Services (Fixed per diem)	\$ 7.03
Accommodations (fixed per diem – includes \$5.46 food allowance)	\$ 50.66
TOTAL	\$130.43

Additional Funding:

- Preferred Accommodation
- Structured Compliance Premium
- \$10.35/resident/day – Capital Cost Funding
- Accreditation Funding 0.33 cents/resident/day
- Equalization and Pay Equity Funding
- Municipal Property Tax



Stable Investment

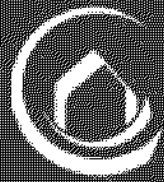


This was the effect of the addition of 20,000 new "A Class" LTC beds in a 6 year period. Any further new beds are now being released in targeted areas with controlled numbers based on demand.

RETURNS:

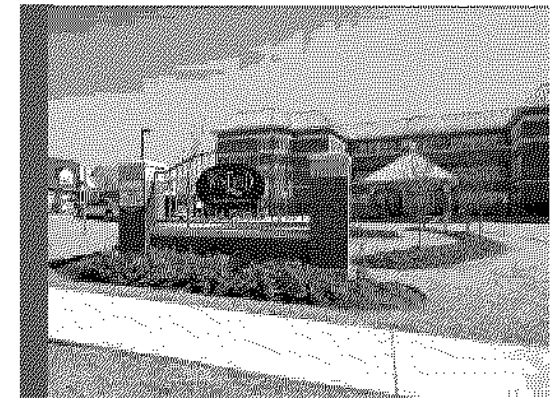
- Very stable return over the last 30 years due to Government control of supply and funding.
- Revenue increases each year are based on inflationary costs, especially labour, which makes up 75% of costs in a LTC home.

Regency Acquisition

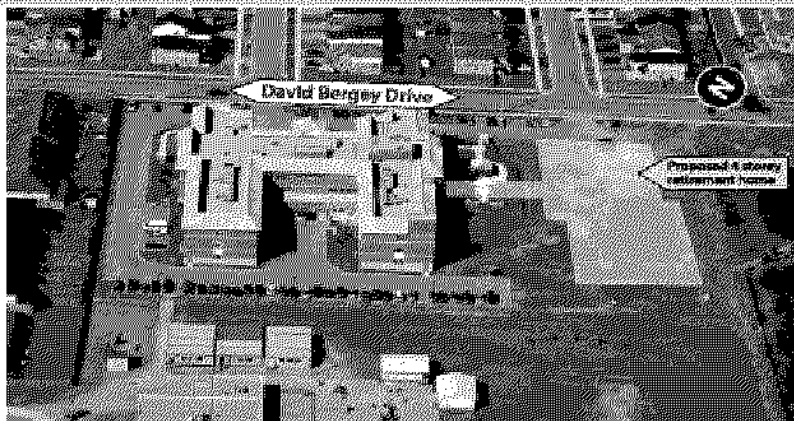
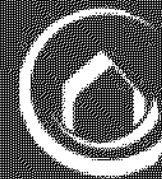


Regency Care: The Finest LTC Portfolio in Ontario

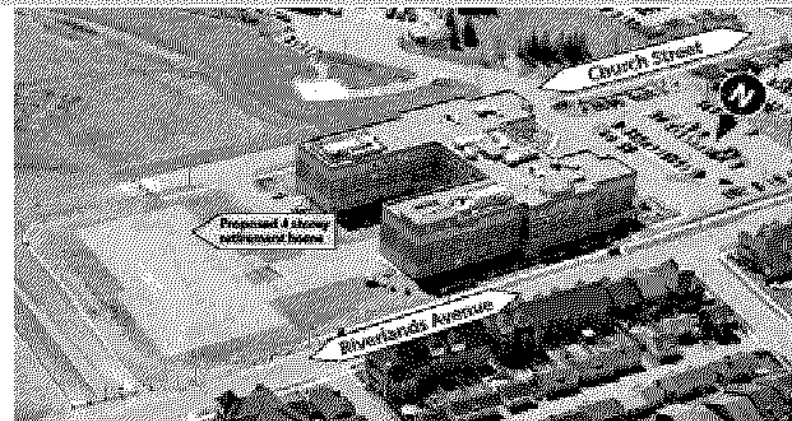
- 1,384 suites in Southern Ontario
 - 8 facilities in prime locations in the GTA
 - portfolio is currently 100% occupied
 - 97% of portfolio 'Class A' beds
- Transaction to be completed after Ministry of Health approvals
- Expected closing date: May, 2007
- Expansion potential of 400 retirement units will further enhance returns (see over)



Internal Growth – Regency Care Proposed Expansions



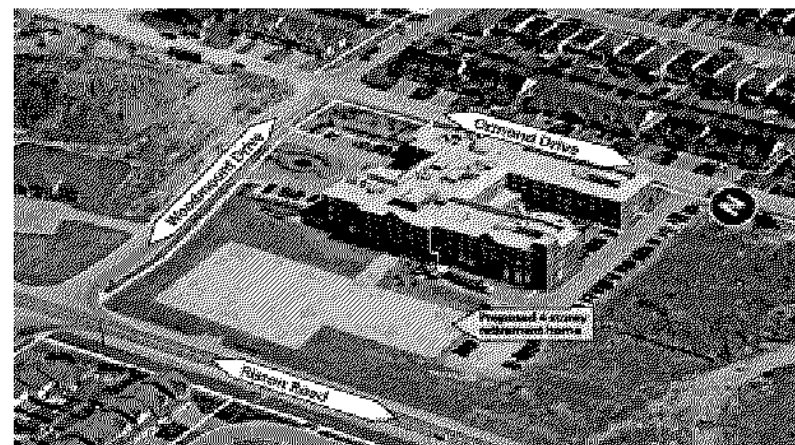
The Westmount, Kitchener



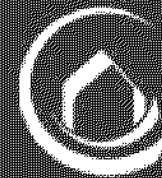
The Waterford, Oakville



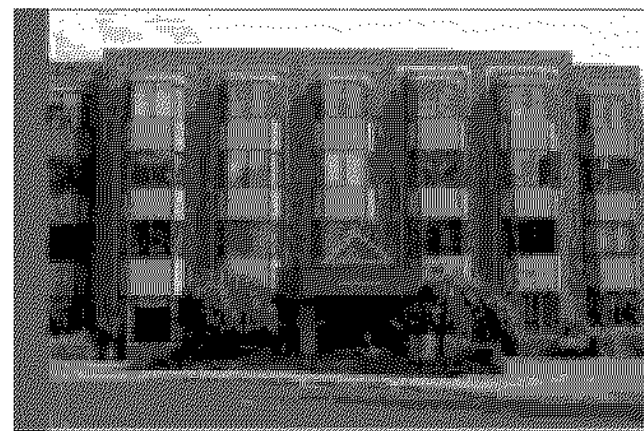
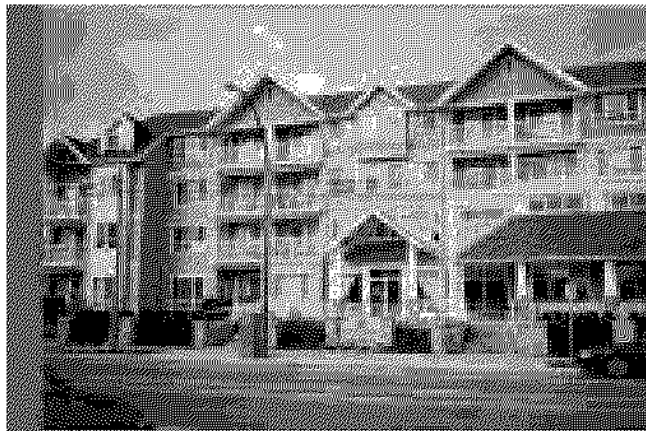
The Woodhaven, Markham



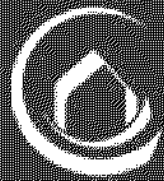
The WynField, Oshawa



- Significant senior management experience:
 - Years of seniors housing experience in operations, marketing, financing, acquisitions and development
- Stephen Suske, Co-CEO – 15 years experience in seniors housing.
- Robert Ezer, Co-CEO – 13 years experience in seniors housing.



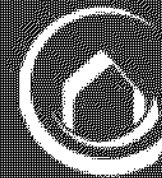
Chartwell Management cont'd



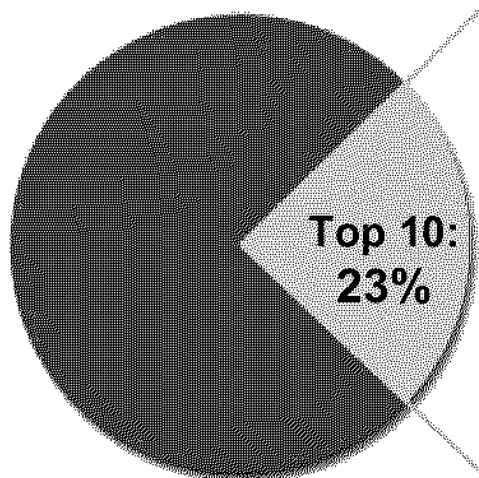
- Brent Binions, Senior Executive Vice President – 24 years experience in seniors housing, specializing in long term care in Ontario.
 - Past President and currently Vice President, Financial Liaison for Ontario Long Term Care Association.
 - Has led negotiations on behalf of all OLTCA members with the Ontario Ministry of Health on issues of funding and policy for most of the past 22 years.
- Chartwell has an excellent reputation with the Ministry of Health for delivery of quality care and service to residents – no issues with compliance officers.



Well Positioned in a Fragmented Industry



Total Suites of Top 10 Canadian Operators



Approximately 20% of the remaining 77% or \$5.7 billion, represent desirable acquisition opportunities, the bulk of which are LTCs.

• Chartwell Seniors Housing REIT*	24,790
• Retirement Residences REIT	20,750
• Extendicare REIT	11,000
• Maestro	6,130
• Diversicare	5,100
• Holiday	4,100
• Macquarie Power Income Fund (Leisureworld)	3,275
• El-Ad Group Canada Inc.	3,000
• Community Lifecare Management Inc.	2,600
• Amica Mature Lifestyles	2,100

*includes suites under development, partially owned or under contract



*The Most Trusted Name
in Seniors Housing*



THANK YOU



April 23, 2007