





# **Investor Presentation**

April 2024

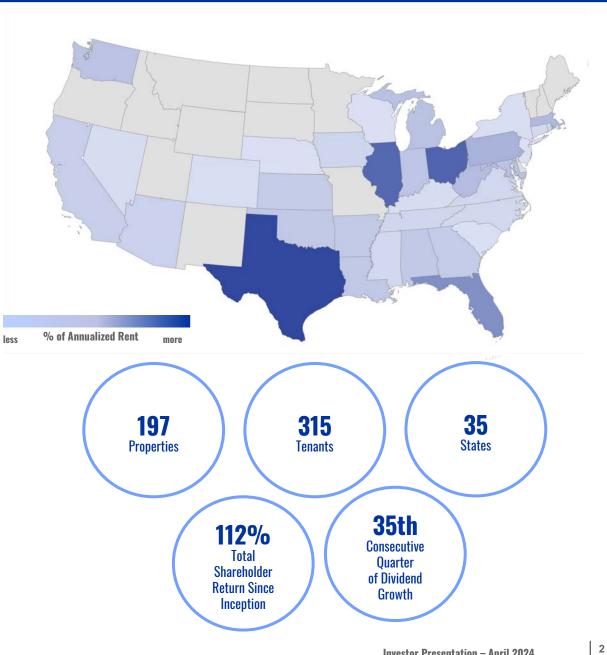
## At a Glance



## **Community Healthcare** Trust, Inc. NYSE: CHCT

## **Market Data**

(as of March 31, 2024) **Closing Price: \$26.55** 52 Week Range: \$37.42 / \$24.50 Market Cap: \$735.5 million Enterprise Value: \$1,172.8 million



## **Attractive Market**

- Long-term industry growth tailwinds continue to drive demand and increase healthcare expenditures .
- Government and commercial payors are seeking a lower cost site of care to deliver healthcare more efficiently
- Significant opportunities exist to develop and acquire high quality assets at attractive yields

## **Strategic Vision**

- Emphasis on smaller, off-market or lightly marketed transactions
- Identify needs-based, medical office, outpatient and alternate site facilities in targeted submarkets convenient to the population
- Utilize extensive relationships with healthcare providers, intermediaries and property owners to source attractive acquisitions

### **Disciplined Approach**

- Acquisitions must meet rigorous underwriting and return requirements no growth for the sake of growth
- Investment policy requires portfolio diversification by geography, industry segment, and tenant
- A conservative, easy to understand debt structure and balance sheet

### **Management Alignment**

- Executive Management team with over 25 years of healthcare and/or public REIT experience on average
- The Executive Officers have elected to take 50% 100% of compensation in the form of restricted stock with an up to 8-year cliff = vesting - strong alignment of interest with shareholders









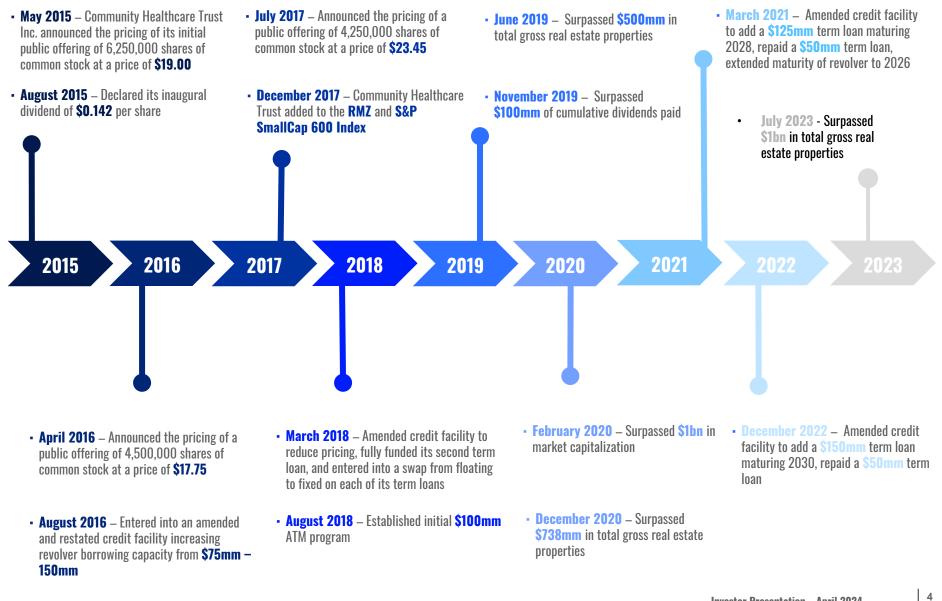
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## **Track Record of Consistent Growth**



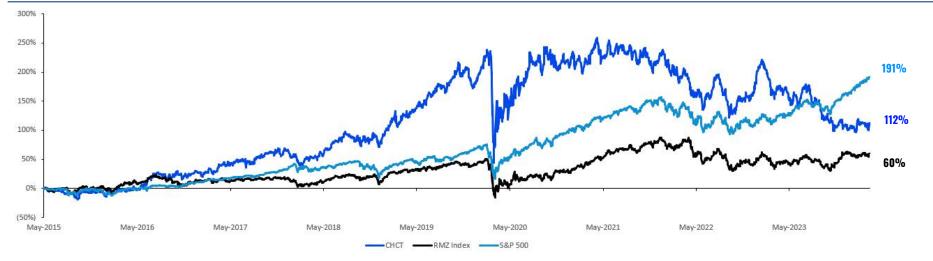
### **Annotated Timeline of Key Milestones**



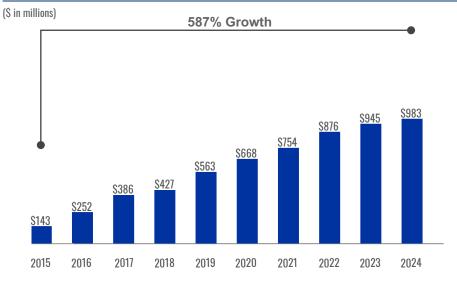


Community Healthcare Trust has delivered exceptional value to its shareholders since its IPO in 2015

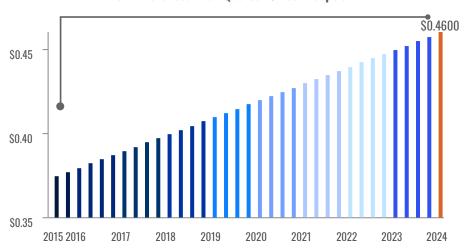
### **Total Shareholder Return Since Inception**



### **Total Asset Growth**



### **Consistent Dividend Growth**



#### **Dividend Increases Each Quarter Since Inception**



CHCT's proprietary investment model identifies off-market properties and quality operators at attractive cap rates

### **1. Undervalued Asset Niche**

- Acquisition focus on smaller off market or lightly marketed transactions
- Avoid acquiring properties through a competitive bidding process
- Focus on attractive properties from third-party owners or directly with healthcare providers

2. Active Asset Management

- Staggered lease maturities provide opportunity to continuously mark rental rates to market
- Utilize internal asset management team as well as in-market property liaisons to handle tenant needs

#### **3. Portfolio Diversification**

- Properties are diversified across tenant, geography, healthcare facility type and industry segment
- Internal investment guidelines limits concentration among these segments

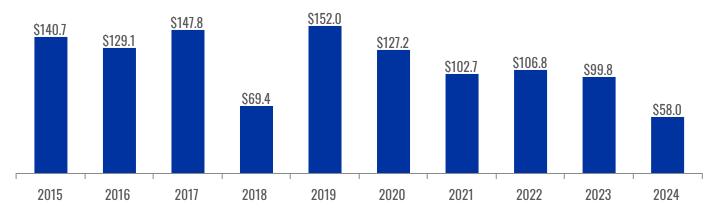
<b>Representative Companies</b>		Representative Asset Classes		
	Adventist HealthCare	FRESENIUS MEDICAL CARE	Acute In-Patient Behavioral Facilities (AIB)	Physician Clinics (PC)
	REHABILITATION Hospitals, LLC	Catholic Health	Behavioral Specialty Centers (BSF)	Specialty Centers (SC)
	<b>HCA</b> Healthcare	Initiatives	Inpatient Rehabilitation Facilities (IRF)	Long-Term Acute Care Hospitals (LTACH)
	US HealthVest	Davita.	Medical Office Buildings (MOB)	Surgical Centers and Hospitals (SCH)



#### **Recent Acquisition and Investment Pipeline**

#### **Annual Investments**

(\$ in millions)



### **Investment Pipeline**

- One property acquired in a single transaction subsequent to March 31, 2024, for an aggregate purchase price of approximately \$23.5 million, which is included above in the 2024 annual investments of \$58.0 million. Upon acquisition, the property was 100.0% leased with lease expirations through 2039.
- Seven properties under definitive purchase agreements, to be acquired after completion and occupancy, for an aggregate expected purchase price of approximately \$169.5 million. The Company's expected returns on these investments are approximately 9.1% to 9.75%. The Company anticipates closing on one of these properties in the fourth quarter 2024 with the remainder throughout 2025, 2026, and 2027.
- Term sheet signed with an operator for the funding and development of dialysis clinics for an expected aggregate investment of up to \$60.0 million with expected aggregate returns of approximately 9.5%. At this time there are no properties under definitive purchase agreement related to this term sheet.
- · Currently negotiating and performing due diligence procedures customary for these types of transactions.

## **Diversified and Stable Portfolio**



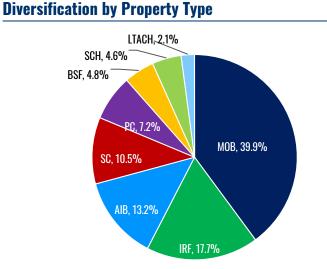
Portfolio is spread across 35 states through a wide range of operators and facility types

### **Diversification by Tenant**

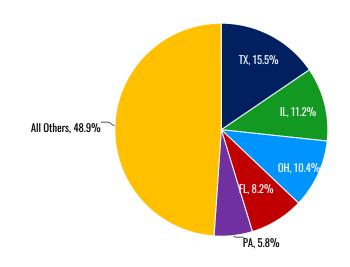
As of March 31, 2024, the portfolio was leased to approximately 315 separate tenants

- Top 2 tenants account for 18.7% of annualized rent

Tenant	Number of Properties	Annualized Revenue <sup>(1)</sup> (in thousands)	% of Annualized Rent
Lifepoint Health	6	\$11,528	11.1 %
US HealthVest	3	\$7,920	7.6 %
All Others	188	\$84,486	81.3 %
Totals	197	\$103,934	100.0 %



**Diversification by State** 



### David H. Dupuy

#### **Board Member, Chief Executive Officer & President**

Joined May 2019

- SunTrust Robinson Humphrey, Managing Director, Healthcare Investment Banking Group
- Bank of America, SVP Healthcare Group
- Bachelor of Arts & Master of Business Administration: Furman University and Vanderbilt University, respectively

### **Bill Monroe**

#### **Executive Vice President & Chief Financial Officer** Joined June 2023

- Truist Securities, Managing Director, Healthcare Investment Banking Group
- J.P. Morgan Securities, Syndicated & Leveraged Finance
- Bachelor of Science & Master of Business Administration: Davidson College and Tuck School of Business at Dartmouth, respectively

### Leigh Ann Stach

#### **Executive Vice President & Chief Accounting Officer**

Founder May 2015

- Healthcare Realty (NYSE: HR), VP Financial Reporting
- Hospital Corporation of America, Financial Reporting
- Bachelor of Science in Accounting: Western Kentucky University

### Timothy L. Meyer

#### **Executive Vice President - Asset Management**

Joined July 2019

- AltisourcePortfolio Solutions (Nasdaq: ASPS), SVP Field Services
- Nelson Mullins Riley & Scarborough, Of Counsel
- Welltower Inc. (f/k/a Health Care REIT, Inc.), Counsel
- Bachelor of Arts in Economics: University of Illinois; Juris Doctor degree & Masters in Business Administration: Vanderbilt University

### **Alignment of Interest Program**

# Designed to incent management retention and focus on long-term growth and profitability

- Each Named Executive Officer has elected to take 50% - 100% of their salary, bonus, and annual incentive compensation in stock with an up to 8-year cliff vesting
- All employees are shareholders in the Company
- Restricted shares are subject to forfeiture in the event of voluntary termination

### **Executive Incentive Program**

# Solely determined at the discretion of the Compensation Committee

- Annual incentive award metrics include both individual and Company performance metrics
- Long term equity incentive award metrics include three-year total shareholder return both absolute and relative to the Company peer group, which are subject to threshold, target, and maximum levels
- Restricted shares and restricted share units are subject to forfeiture in the event of a voluntary termination

## **Strong Corporate Governance**

### **Independent Members of Board of Directors**

#### Alan Gardner - Chairman

- Retired Senior Relationship Manager healthcare group pharmaceutical, medical device and services sectors for companies with market caps greater than \$5 billion – Wells Fargo
- Former head of healthcare lending Fleet Boston Financial
- Former Managing Director Healthcare Group Bank of America Securities

#### Bob Hensley - Chairman of Audit Committee

- Senior Advisor to healthcare and transaction advisory services groups Alvarez and Marsal
- Former Partner and Office Manager Partner Arthur Andersen and Ernst & Young
- Board of Directors Serves on several private company Boards

#### Claire Gulmi - Chairperson of Compensation Committee

- Retired Executive VP and CFO Envision Healthcare
- Former Executive VP and CFO AmSurg Corp
- Former CFO Jacques-Miller Inc.- real estate company
- Former Board Member of AmSurg Corp and AirMethods; serves on the advisory Board of Belmont University's Massey Graduate School of Business; and serves or has served on several local not-for-profit or private company Boards

#### R. Lawrence Van Horn - Chairman of Environmental Social and Governance Committee

- Lead Independent Director, Chair of Compensation and Governance Committees
- Board Chair Savida Health
- Board Chair Advanced Behavioral Solutions
- CEO Preverity Health
- Former Executive Director of Health Affairs, Professor of Economics & Management, Emeritus Vanderbilt University
- Member, CEO Council, Council Capital

### Cathrine Cotman - Board Member

- Senior Vice President, Corporate Real Estate LPL Financial
- Former Global Alliance Director Cresa Global
- Former Senior Managing Director Newmark Knight Frank



## **Key Governance Provisions**

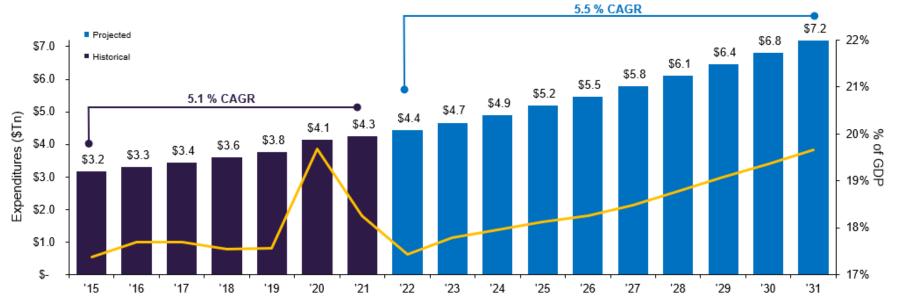
- Annual election of all board members
- No stockholder rights plan and restrictions in place to prevent one in the future
- Opted out of Maryland anti-takeover provisions and restrictions in place to prevent future opt-in
- Insiders do not control enough votes to veto a merger or business combination
- Stockholder vote required to approve amendment to bylaws
- Only one non-independent director (Mr. Dupuy)
- Stockholder proxy access for director nominations

## **Healthcare Industry Tailwinds**

COMMUNITY HEALTHCARE

### Aging U.S. Population Drives Healthcare Expenditures

### **Healthcare's Growing Importance**



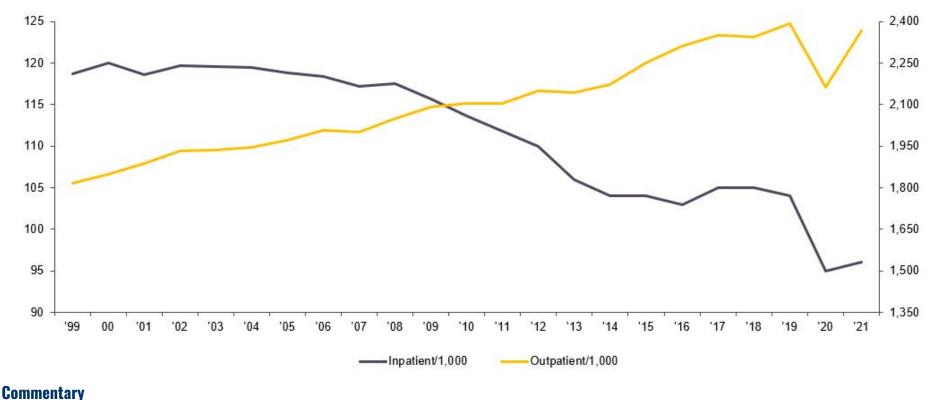
#### Commentary

- Healthcare spending accounted for 18.3% of US Gross Domestic Product (GDP) in 2021
  - Projected to grow from \$4.3Tn in 2021 to reach \$7.2Tn by 2031
  - Represents a 5.5% average annual growth rate and a projected 19.7% of GDP by 2031
- The U.S. 65+ age group is growing five times faster than the country's population
  - Grew by 34% during the past decade
  - Over 10,000 Baby Boomers turn 65 every day
  - By 2030, there will be over 73 million people in the U.S. aged 65+, representing ~21% of the entire population
- ~95% of adults aged 60+ have one or more chronic conditions
- Older Adults (aged 65+) while only 17% of the population, accounted for approximately 37% of all health care spending in 2020
  - Per person personal health care spending for the 65 and older population was \$22,356 in 2020, over 5 times higher than spending per child (\$4,217) and almost 2.5 times the spending per working-age person (\$9,154)

## **Healthcare Industry Tailwinds (cont.)**

Technology, Cost, and Consumer Preference Shift Delivery of Care

### In-Patient Admissions



- · Procedures traditionally performed in acute care hospitals are increasingly moving to specialty and outpatient facilities
- Studies show that outpatient visits per 1,000 have grown 30.3% from 1999-2021, whereas inpatient admissions per 1,000 have declined 19.3%
- Shift can be linked to advances in clinical science, technology, pain management, improved medical protocols, shifting consumer preferences, limited or inefficient space in existing hospitals, and lower costs in the outpatient environment
- This continuing shift increases the need for additional outpatient facilities and smaller, more specialized hospitals and rehabilitation facilities



#### **Out-Patient Visits**

## **Conservative Balance Sheet**

Community Healthcare Trust maintains a stable and conservative balance sheet

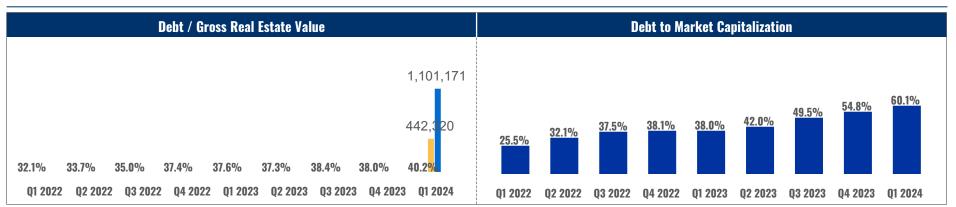
### **Debt Composition**

Credit Product	Amount (\$mm)	Rate	Hedge	Hedge Rate
Revolving Credit Facility	\$150	(i) SOFR plus 1.25% to 1.90% or (ii) base rate plus 0.25% to 0.90%	No	N/A
A-3 Term Loan Due March 2026	\$75	(i) SOFR plus 1.65% to 2.30% or (ii) base rate plus 0.65% to 1.30%	Yes	4.3%
A-4 Term Loan Due March 2028	\$125	(i) SOFR plus 1.65% to 2.30% or (ii) base rate plus 0.65% to 1.30%	Yes	3.3%
A-5 Term Loan Due March 2030	\$150	(i) SOFR plus 1.65% to 2.30% or (ii) base rate plus 0.65% to 1.30%	Yes	5.4%

### **Debt Maturity Schedule**



### **Key Balance Sheet Metrics**



## **Lease Maturity Schedule**

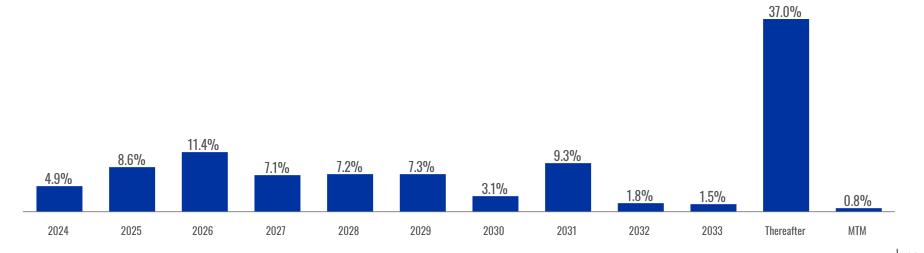


Weighted Average Lease Term of 6.9 Years

### **Lease Maturity Schedule**

		ase Revenue	
Lease Maturity Year	Number of Leases Expiring	Amount (\$) (in thousands)	% of Total
2024	52	\$5,086	4.9 %
2025	56	8,979	8.6 %
2026	69	11,901	11.4 %
2027	57	7,337	7.1 %
2028	59	7,529	7.2 %
2029	30	7,597	7.3 %
2030	15	3,194	3.1 %
2031	25	9,625	9.3 %
2032	11	1,882	1.8 %
2033	12	1,561	1.5 %
Thereafter	44	38,479	37.0 %
Month-to-Month	10	789	0.8 %
Total	440	\$103,959	<b>100.0</b> %

### **Percent of Annualized Lease Revenue by Maturity**



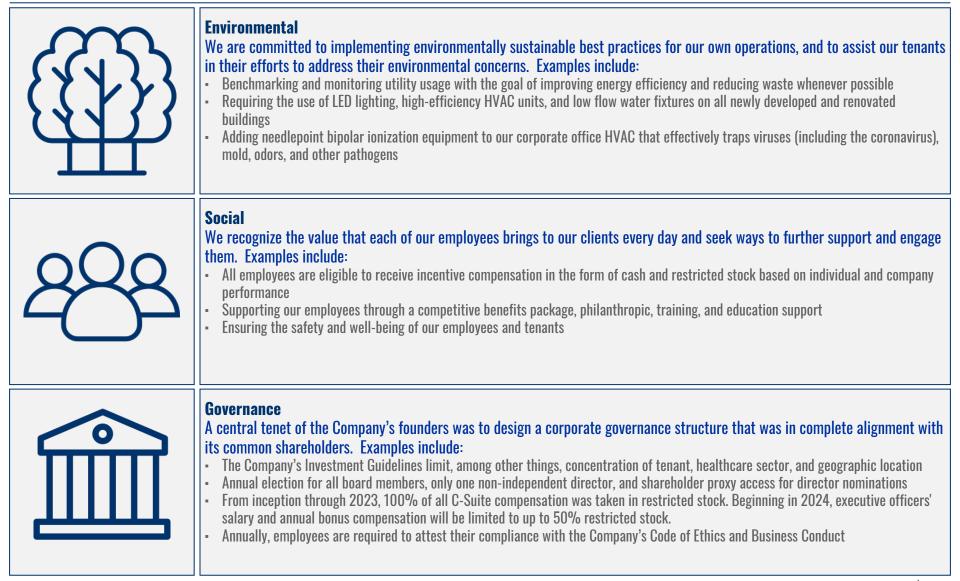
Note: Total portfolio was approximately 92.3% leased in the aggregate, excluding real estate assets held for sale, at March 31, 2024 with lease expirations ranging from 2024 through 2039.

## **ESG Policies**



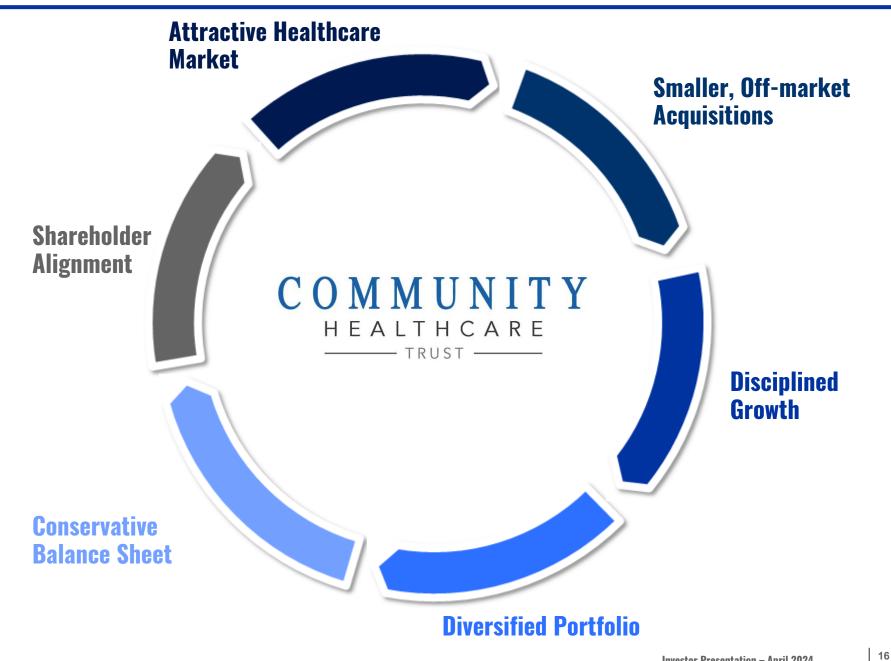
**CHCT** is committed to sound ESG policies

#### Guidelines



## **CHCT's Unique Value Proposition**





## **Indicative Portfolio**





Parkway Professional Plaza | Lakeland, FL (Tampa)

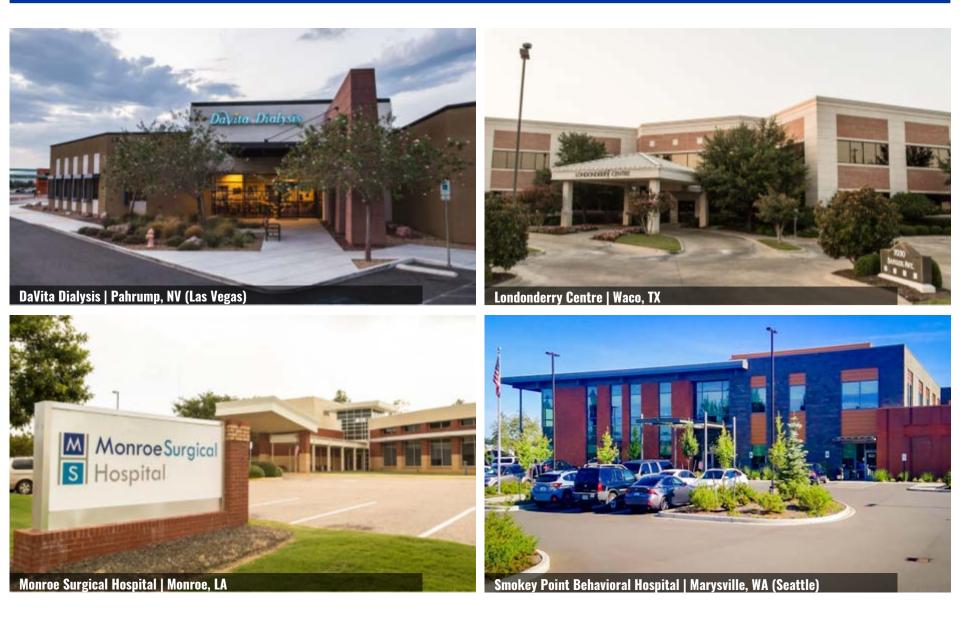






## **Indicative Portfolio (cont.)**





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