

---

# COMMUNITY

HEALTHCARE  
— TRUST —

## *Investor Presentation*

*August 2018*

---



# Disclaimer

---

This presentation has been prepared by Community Healthcare Trust Incorporated (the “Company”) solely for informational purposes based on its own information, as well as information from public sources. This presentation does not constitute an offer to sell, nor a solicitation of an offer to buy, any securities of the Company by any person in any jurisdiction in which it is unlawful for such person to make such an offering or solicitation. Any offering of securities will be made only by means of an applicable prospectus. Neither the Securities and Exchange Commission (“SEC”) nor any other regulatory body has passed upon the accuracy or adequacy of this presentation. Any representation to the contrary is a criminal offense. Except as otherwise indicated, this presentation speaks as of the date hereof. The delivery of this presentation shall not, under any circumstances, create any implication that there has been no change in the affairs of the Company after the date hereof. Certain of the information contained herein may be derived from information provided by industry sources. The Company believes that such information is accurate and that the sources from which it has been obtained are reliable.

This presentation contains forward-looking statements. In particular, statements pertaining to the Company’s capital resources, property, performance and results of operations contain forward-looking statements. You can identify forward-looking statements by the use of forward-looking terminology such as “believes,” “expects,” “may,” “will,” “should,” “seeks,” “approximately,” “intends,” “plans,” “pro forma,” “estimates” or “anticipates” or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. You can also identify forward-looking statements by discussions of strategy, plans or intentions. Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods which may be incorrect or imprecise and we may not be able to realize them. The Company cannot guarantee that the acquisition transactions and events described herein will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements: defaults on or non-renewal of leases by its tenants; adverse economic or real estate developments, either nationally or in the markets in which the Company’s properties are located; decreased rental rates or increased vacancy rates; difficulties in identifying healthcare properties to acquire and completing acquisitions; the Company’s ability to make distributions on its shares; the Company’s dependence upon key personnel whose continued service is not guaranteed; the Company’s ability to identify, hire and retain highly qualified personnel in the future; the degree and nature of the Company’s competition; general economic conditions; the availability, terms and deployment of debt and equity capital; general volatility of the market price of the Company’s common stock; changes in the Company’s business or strategy; changes in governmental regulations, tax rates and similar matters; new laws or regulations or changes in or repeals of existing laws and regulations that may adversely affect the healthcare industry; trends or developments in the healthcare industry that may adversely affect the Company’s tenants; competition for acquisition opportunities; the Company’s failure to successfully develop, integrate and operate acquired properties and operations; the Company’s ability to operate as a public company; changes in generally accepted accounting principles in the United States (“GAAP”); lack of or insufficient amounts of insurance; other factors affecting the real estate industry generally; the Company’s failure to maintain our qualification as a real estate investment trust (“REIT”) for U.S. federal income tax purposes; limitations imposed on the Company’s business and our ability to satisfy complex rules in order for the Company to qualify as a REIT for U.S. federal income tax purposes; and changes in governmental regulations or interpretations thereof, such as real estate and zoning laws and increases in real property tax rates and taxation of REITs.

The forward-looking statements contained in this presentation reflect the Company’s beliefs, assumptions and expectations of its future performance, taking into account all information currently available to the Company. These beliefs, assumptions and expectations are subject to risks and uncertainties and can change as a result of many possible events or factors, not all of which are known to the Company. If a change occurs, the Company’s business, prospects, financial condition, liquidity and results of operations may vary materially from those expressed in the Company’s forward-looking statements. You should carefully consider all risks before you make an investment decision with respect to the Company’s common stock. Except as required by law, the Company does not undertake any obligation to publicly update or revise any forward-looking statements to reflect changes in underlying assumptions or factors, new information, future events or other changes. You are encouraged to read the Company’s SEC filings in their entirety, including the sections entitled “Risk Factors” and “Cautionary Statement Regarding Forward Looking Statements.”

This presentation includes information regarding sellers/proposed tenants and we have not independently verified this information. We have no reason, however, to believe this information is inaccurate in any material respect.

# Investment Highlights



# Company Overview

## Vision

- Executive management team with 25-35 years of healthcare, real estate and public REIT management experience
- Outsourcing trend is shifting the delivery of healthcare to patients within their local community
- Fundamental principle in growing a healthcare real estate portfolio is to be diversified across tenant, geography, property type and industry segment

## Portfolio

- 91 properties totaling approximately 2.1 million SF across 27 states as of June 30, 2018
- Approximately 89.3% leased as of June 30, 2018.
- Approximately 153 separate tenants including HCA, Fresenius, Envision, Adventist and DaVita as of June 30, 2018.
- Diversification of property types include Medical Office, Surgery Centers and Hospitals, Behavioral Facilities, Specialty Centers, and Physician Clinics.

## External Growth Plans

- \$250 million credit facility that provides:
  - \$150 million revolving facility
  - \$100 million term loan
- Acquisitions:
  - Three properties for an aggregate purchase price of \$11.7 million and funded a \$23.0 million note during the second quarter of 2018.
  - One property for a purchase price of \$3.5 million in July 2018.
  - 21 properties for an aggregate purchase price of \$117.4 million during the preceding four quarters. Funded \$15.95 million in notes.
- Properties under contract/Signed term sheets:
  - One property under a definitive purchase agreement for an expected purchase price of approximately \$3.2 million. Expected closing in third quarter of 2018.
  - Five properties under definitive purchase agreements for an aggregate expected purchase price of \$103.0 million, to be acquired after completion and occupancy, Expected returns range from 9.4% to 11.0% with completion dates expected through the end of 2019.
  - Two properties under signed term sheets for an expected aggregate purchase price of approximately \$9.4 million
  - Business model scalable with moderate incremental G&A

# Executive Management Team

*Executives have 25 to 35 years of healthcare, real estate and/or public REIT management experience*

## Timothy G. Wallace

*Chairman, CEO and President*

- Athena Financial Partners, Owner, Founder and President
- Healthcare Realty (NYSE: HR), Co-Founder and CFO
- Ernst & Young, Senior Manager; Arthur Anderson & Co., Manager
- Bachelor of Science & Masters in Business Administration: Western Kentucky University

## W. Page Barnes

*Executive Vice President – CFO*

- Haven Behavioral Healthcare, Co-Founder, CFO and EVP - Chief Development Officer
- Ardent Health Services, CFO and SVP - Finance
- AmSouth Bank, Head of Healthcare Lending
- Bachelor of Science in Accounting: Auburn University

## Leigh Ann Stach

*Vice President – Financial Reporting and CAO*

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

# Strong Independent Board and Corporate Governance

*Highly experienced independent board with extensive healthcare and public company expertise*

Alan  
Gardner

- Company’s lead independent director
- Former 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 - FleetBoston Financial
- Former managing director healthcare group - Banc of America Securities

Robert  
Hensley

- Chairman of Company’s Audit Committee
- Senior advisor to healthcare and transaction advisory services groups - Alvarez and Marsal
- Former Partner - Ernst & Young
- Former Partner and Office Manager Partner - Arthur Andersen
- Board of Directors - Diversicare (NASDAQ: DVCR)

Claire  
Gulmi

- Chairman of Company’s 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; AirMethods and Bank of Nashville; 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 Boards

R. Lawrence  
Van Horn

- Chairman of Company’s Governance & Nominating Committee
- Executive Director of Health Affairs - Vanderbilt University (VU)
- Associate Professor of Economics & Management - VU
- Co-Director of healthcare fellows program - VU
- Former director of the Institute for Health Care Management and Associate Professor of Economic Management - William E. Simon Graduate School of Business, The University of Rochester
- Council Capital (CEO Council Committee); Experience Wellness (Board Chair)

- **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**
- **Significant alignment of interest with management**
- **Only one non-independent director**
- **Self-managed and administered**

# Significant Alignment of Interest with Stockholders

## Alignment of Interest Program

- Designed to incentivize retention and management focus on long-term growth and profitability
- The Company's Named Executive Officers have elected to take 100% of their salary, bonus and long-term incentive compensation in restricted stock since the Company's IPO in 2015
- The Company's Board of Directors and non-executive management team collectively elected to take 100%, 79% and 86%, respectively, of their total compensation in restricted shares for 2015, 2016 and 2017 and have elected to take over half of their base compensation in restricted shares for 2018
- Substantially all employees have elected an eight-year vesting subjecting their restricted shares to forfeiture in the event of a voluntary termination

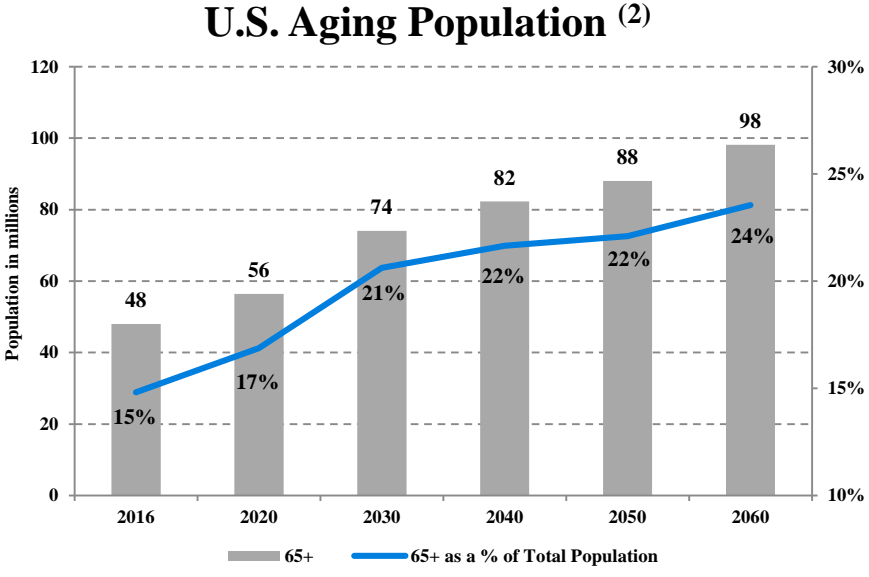
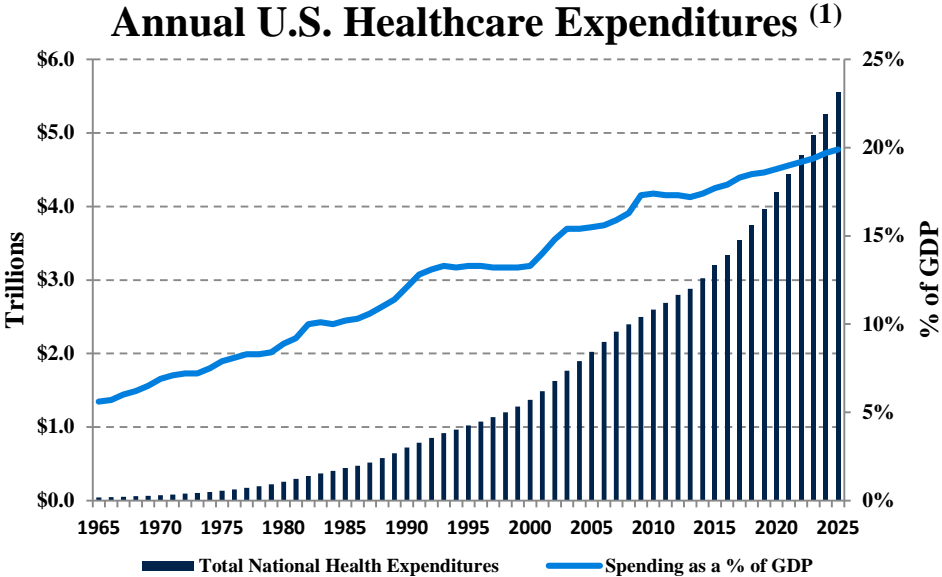
## Executive Incentive Program

- Incentive compensation in the form of cash or restricted stock
- Solely determined at the discretion of the Compensation Committee
- Amounts will be dependent on the peer group performance, specifically one-year and three-year stockholder return
- Can elect the appropriate vesting schedule ranging from three, five and eight years

## Stock Ownership Guidelines

- Requires our officers and directors to maintain a meaningful equity position in the Company
- Required thresholds:
  - CEO: 5x current base salary;
  - EVP: 3x current base salary;
  - VP: 1x current base salary;
  - Directors: 3x annual retainer
- All owned stock, restricted and unrestricted, counts toward the ownership guidelines
- Timothy Wallace has acquired through offerings and 10b5-1 purchasing programs 318,476 shares for approximately \$6.8 million and currently owns a total of 617,175 shares of Company stock.

# Strong Healthcare Industry Growth Dynamics

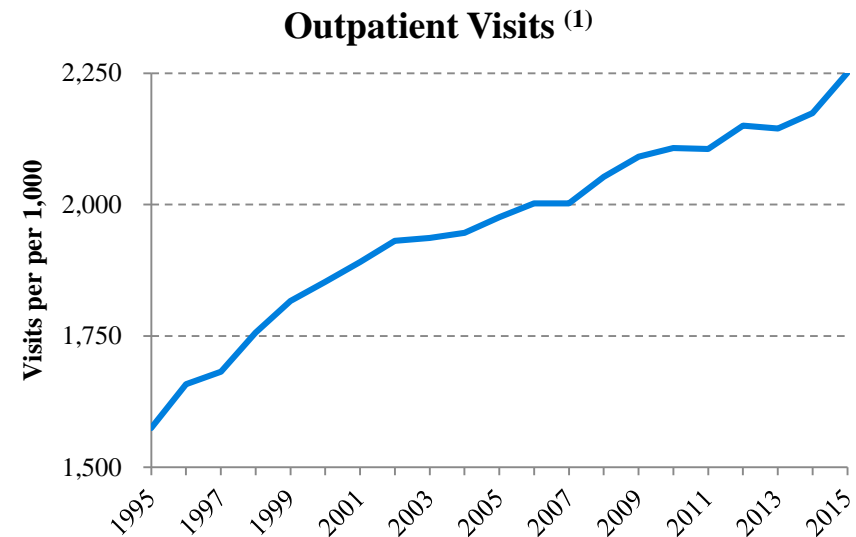
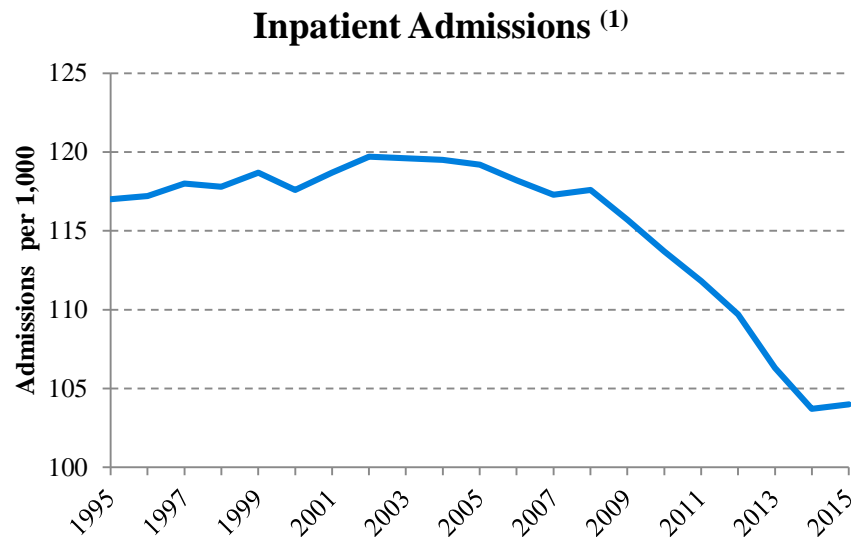


- Healthcare spending accounted for 17.9% of U.S. GDP in 2016 <sup>(1)</sup>
- Projected to grow from \$3.3 trillion in 2016 to \$5.6 trillion by 2025 <sup>(1)</sup>
- Represents an average 5.6% annual growth rate and a projected 19.9% of GDP by 2025 <sup>(1)</sup>
- Increased U.S. aging population is a direct driver of the growth in the healthcare real estate market <sup>(2)</sup>
- Over the next 20 years, the U.S. population is expected to grow by 15% <sup>(2)</sup>
- 65+ U.S. population is forecasted to be 21% by 2030, vs. 15% in 2016 <sup>(2)</sup>

(1) Source: Centers for Medicare & Medicaid Services, Office of the Actuary; U.S. Department of Commerce, Bureau of Economic Analysis; and U.S. Bureau of the Census.  
 (2) Source: U.S. Census Bureau, Population Division.



# Strong Healthcare Industry Growth Dynamics (cont.)



- Procedures traditionally performed in hospitals are increasingly moving to outpatient facilities
- Studies show that outpatient visits per 1,000 have grown 43.0% from 1995-2015, whereas inpatient admissions per 1,000 have declined 11.1% (1)
- Shift can be linked to advances in clinical science, 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 and efficient hospitals

(1) Source: American Hospital Association.

# Strategic Investment Model

Undervalued Asset Niche	Portfolio Diversification	Active Asset Management
<ul style="list-style-type: none"> <li>• Acquisition focus on smaller off-market or lightly marketed transactions</li> <li>• Avoid acquiring properties through a competitive bidding process</li> <li>• Focus on attractive properties from third-party owners or directly with healthcare providers</li> </ul>	<ul style="list-style-type: none"> <li>• Properties are diversified across tenant, geography, healthcare facility type and industry segment</li> <li>• Portfolio of 91 properties, including approximately 153 separate tenants located in 27 states as of June 30, 2018</li> <li>• Investment guidelines require continued diversification</li> </ul>	<ul style="list-style-type: none"> <li>• Approximately 89.3% leased as of June 30, 2018, provides a stable base for growth</li> <li>• Staggered lease maturities provide opportunity to continuously mark rental rates to market</li> <li>• During the first six months of 2018, the Company had expiring or terminated leases related to approximately 58,000 square feet and leased or renewed leases related to approximately 109,000 square feet</li> </ul>



Medical Office Buildings	Physician Clinics	Surgical Centers and Hospitals	Specialty Centers	Behavioral Facilities	Long-Term Acute Care Centers
--------------------------	-------------------	--------------------------------	-------------------	-----------------------	------------------------------



# Proven Sourcing and Underwriting Criteria

## Company has extensive relationships with healthcare providers, intermediaries and property owners

- Nashville is the birthplace of for-profit healthcare
- Management team has a deep understanding of the real estate needs of healthcare providers
- Ability to source significant acquisition opportunities *off-market*

## Company has disciplined underwriting criteria which includes the following:

Market	Property	Tenant
<ul style="list-style-type: none"> <li>• Historical performance</li> <li>• Population density and growth</li> <li>• Current and future supply of competing properties</li> <li>• Demand for healthcare related services and facilities</li> </ul>	<ul style="list-style-type: none"> <li>• Property location, with emphasis on proximity to a population base</li> <li>• Occupancy and rental rates</li> <li>• Anticipated capital expenditures</li> <li>• Existing competition</li> </ul>	<ul style="list-style-type: none"> <li>• Financial condition</li> <li>• Credit rating</li> <li>• Lease coverage analysis</li> <li>• Anticipated future acquisition opportunities</li> </ul>

# Diversified Property Types and Geographic Presence

## Diversified Property Types

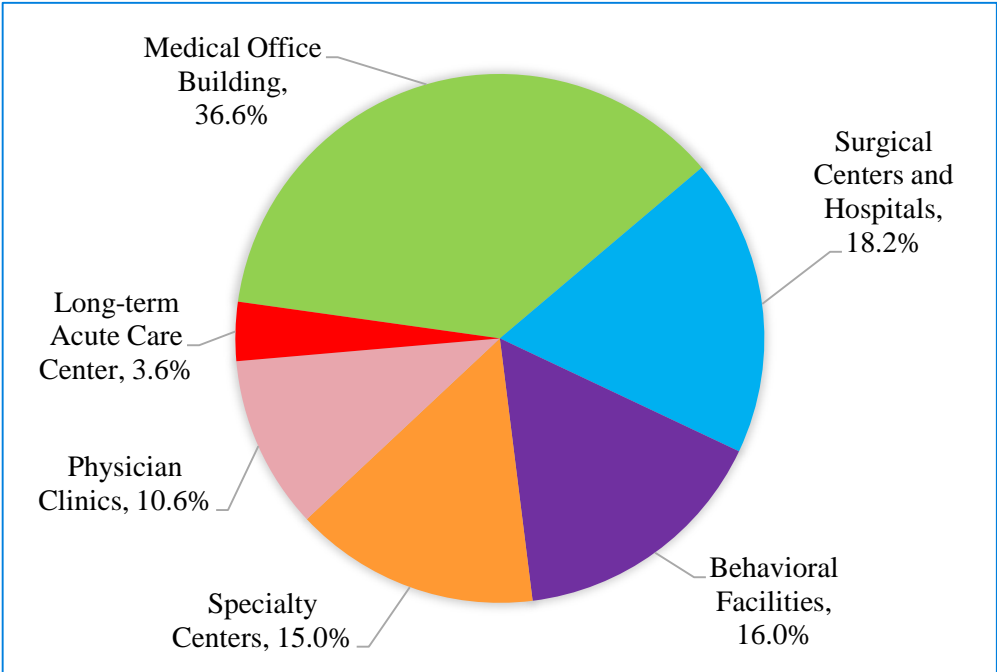
- Diversified by healthcare property types
- Ability to expand/contract in asset classes as opportunities rise or diminish; not tied to one single focus
- Majority of properties focused on medical office buildings (36.6%), surgical centers and hospitals (18.2%), and behavioral facilities (16.0%)

## Diversified Geographic Presence

- Spread across 27 states throughout the Southeast, Southwest, Mid-Atlantic, Mid-West and South
- No single state makes up more than approximately 18.6% of annualized rent in the portfolio
- Desire to expand into new markets/states to fuel growth and further diversify the portfolio

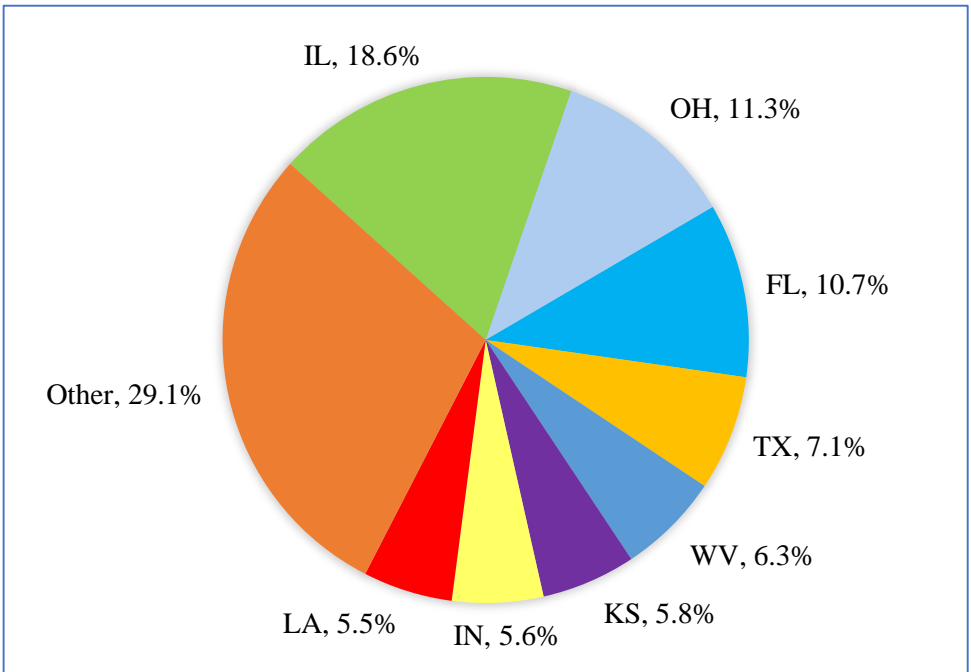
### Diversification by Property Type

By Annualized Rent



### Diversification by State

By Annualized Rent



# Diversified Tenant Base

As of June 30, 2018, the portfolio was leased to approximately 153 tenants

- 16 tenants leasing space pursuant to more than one lease and occupying more than one building
- No single tenant accounts for more than 6.3% of total annualized rent as of June 30, 2018

<u>Tenant</u>	<u>Number of Properties</u>	<u>Annualized Rent (\$000's) <sup>(1)</sup></u>	<u>Percentage of Annualized Rent (%)</u>
Meridian Behavioral Health System	1	\$ 2,438	6.3%
Presence Health	3	2,437	6.3%
Vantage Health Plan, Inc.	1	2,115	5.5%
U.S. HealthVest	1	1,977	5.2%
Assurance Health	5	1,824	4.7%
Kindred	1	1,385	3.6%
St. Vincent Medical Group	2	1,167	3.0%
All Others	77	25,209	65.4%
	<b>Totals</b>	<b>\$ 38,552</b>	<b>100.00%</b>

- Staggered lease maturities give the opportunity to mark rental rates to market on a regular basis
- Tenants generally have limited relocation choices – local markets typically don't have new supply
- Typical tenant has established its location at the property while also making substantial TI investment
- The Company maintains ongoing negotiations with current tenants for lease renewal

(1) Annualized rent was calculated by multiplying base rent for the month of June 2018 by 12.

# Indicative Portfolio Pictures



**Parkway Professional Plaza**  
*Lakeland, FL (Tampa)*



**Skin MD**  
*Orland Park, IL (Chicago)*



**Bay Area Physicians Surgery Center**  
*Riverview, FL (Tampa)*



**Prairie Star I**  
*Shawnee, KS (Kansas City)*

# Indicative Portfolio Pictures (cont.)



**DaVita Dialysis**  
*Pahrump, NV (Las Vegas)*



**Londonderry Centre**  
*Waco, TX*



**Monroe Surgical Hospital**  
*Monroe, LA*



**Berry Surgery Center**  
*Farmington Hills, MI (Detroit)*

# Financial Policies and Guidelines

---

## Debt limitations

- Overall financing policy prohibits incurring debt in excess of 40% of book capitalization
- Debt anticipated at 30% to 35% of capital structure over the long term

## Dividend policy

- Have increased the dividend every quarter since the Company's IPO
- Paid second quarter cash dividend of \$0.40 per share, which equates to an annualized dividend of \$1.60 per share
- Anticipate payout ratio decline over time as revolving credit facility is drawn down

## Diversification guidelines

- Stated goal to be diversified by healthcare provider, geography, facility type and industry segment
- Limitation of 20% of annualized revenue by any one tenant
- Currently in six industry segments and would consider expanding for equivalent yields



# Financials – Balance Sheet

---

## **Simple to understand, conservative Balance Sheet**

- Cash on hand
- Low debt to total capitalization
- No mortgage debt, just revolving credit facility and term loans

## **Sufficient liquidity to fund growth**

- Revolving credit facility borrowing capacity \$150.0 million; LIBOR plus 1.75% to 2.50%
- Term loan borrowing capacity \$100.0 million; fixed rate of 4.147% to 4.6255%
- Accordion feature to expand borrowing capacity to \$450.0 million, including the ability to fund additional term loans

## **Flexible capital structure allows opportunistic approach to capital markets**

- \$26.0 million drawn on revolving credit facility as of June 30, 2018
- \$100.0 million drawn on terms loan as of June 30, 2018
- Universal Shelf Registration effective for approximately \$635.4 million of various debt and equity securities

# Recent Acquisitions and Future Pipeline

---

## Second Quarter Property Acquisitions

- Acquired three properties for an aggregate purchase price of approximately \$11.7 million; and entered into a \$23.0 million loan, secured by all the assets and ownership interest in seven long-term acute care hospitals and one inpatient rehabilitation hospital
- Expected stabilized return on these investments range from approximately 9.0% to 9.5%
- Located in three states with an aggregate of approximately 68,000 rentable square feet
- Two were 100% occupied upon acquisition; one property is subject to a signed term sheet to be leased to a single tenant as soon as the lease can be negotiated.

## Property Acquisition Subsequent to June 30, 2018

- Acquired one property for a purchase price of approximately \$3.5 million

## Properties Under Signed Contracts

- One property under a definitive purchase agreement for an expected purchase price of approximately \$3.2 million
- Five properties under definitive purchase agreements for an aggregate expected purchase price of \$103.0 million, to be acquired after completion and occupancy. Expected aggregate returns range from approximately 9.4% to 11.0% with completion dates expected through the end of 2019.
- Currently negotiating and performing due diligence procedures customary for these types of transactions

## Properties Under Signed Term Sheets

- Two properties under signed term sheets for an expected aggregate purchase price of approximately \$9.4 million.

# Investment Highlights

