

OMEGA HEALTHCARE INVESTORS

INVESTOR PRESENTATION



# Disclaimers; Forward-looking Statements and Non-GAAP Information

- This presentation may include projections and other "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements relate to future events and expectations and involve unknown risks and uncertainties. Omega's actual results or actions may differ materially from those projected in the forwardlooking statements. For a summary of the specific risk factors that could cause results to differ materially from those expressed in the forward-looking statements, see Omega's filings with the Securities and Exchange Commission.
- This presentation may contain certain non-GAAP financial information including EBITDA, Adjusted EBITDA, Total Adjusted Debt (a/k/a, Funded Debt), Adjusted FFO, FAD, Total Cash Fixed Charges and certain related ratios. A reconciliation of these non-GAAP disclosures is available in the Exhibit to this presentation or on our website under "Non-GAAP Financial Measures" at www.omegahealthcare.com. Other financial information is also available on our website.
- Information presented on operator revenue mix, census and coverage data is based on information provided by our operators for the indicated periods ended. We have not independently verified this information, and we are providing this data for informational purposes only. Information on operator coverage calculations can be found under "Portfolio Metrics" in our most recent quarterly supplement available at our Investor Relations website at www.omegahealthcare.com.
- Information is provided as of March 31, 2021, unless specifically stated otherwise. We assume no duty to update or supplement the information provided.
- The sourcing of all information provided in this presentation can be found on page 59.



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1 Company Profile & Strategy





# **OMEGA SNAPSHOT**

(NYSE:OHI)

1992

Year Listed

\$10.2B

Total Investments

\$14.3B

Enterprise Value

70

Operators

954

Properties (US & UK)

96,653

Number of Beds

BBB-

**Investment Grade** 

68%

3-Year TSR

7.3%

Dividend Yield

# Differentiators that Support Today's Strength and Tomorrow's Opportunity

Largest Skilled **Nursing Facilities** (SNF) focused REIT

Long-term triple net master leases provide lower risk, steady income

17 consecutive years of dividend growth

Positioned to benefit from macro tailwinds

Diversified geographic exposure and tenant base

Investment grade credit with ample liquidity

Proven acquisition and development capabilities

Strong corporate governance program



# **Experienced and Proven Management Team**



**Taylor Pickett** Chief Executive Officer

35 years in industry 19 years at OHI



Dan Booth Chief Operating Officer

34 years in industry 19 years at OHI



**Bob Stephenson** Chief Financial Officer

34 years in industry 19 years at OHI



Steven Insoft Chief Corporate **Development Officer** 

34 years in industry 5 years at OHI



Gail Makode Chief Legal Officer

21 years in industry 1 year at OHI



**Neal Ballew** Chief Accounting Officer

10 years in industry 1 year at OHI



**Matthew Gourmand** SVP, Investor Relations

22 years in industry 3 years at OHI



Vikas Gupta SVP, Acquisitions & Development

17 years in industry 9 years at OHI



Megan Krull SVP, Operations

20 years in industry 10 years at OHI



# Strategy that Supports Long-Term Shareholder Value Creation





# **COVID-19 Update**

## **Impact**

- COVID-19 is particularly impactful to the old and frail, a key cohort of SNFs and ALFs
- Occupancy declined ~11% between January 2020 and January 2021 but started to improve up ~2% between January and April
- Expenses in January were up ~\$45 per patient day from January 2020

# Response

- Operators implemented new and evolving protocols to limit the spread of COVID-19
- Staff at SNFs and ALFs have risked their health and the health of their families to protect residents
- The Federal and many State governments provided necessary and timely financial relief to the SNF industry to date
- Excess Cares Act relief to be repaid by operators at the conclusion of the pandemic

### Outcomes

- The contagion rate within SNFs has declined by more than 95% since the peak of the pandemic
- Through March, we believe government relief made most SNF operators whole for losses related to COVID-19
- We collected more than 99% of our rents in the first quarter and April 2021



# What Will Happen Next Regarding COVID-19?

## While Questions Remain ...



When will the pandemic end?



Will government financial support continue to be both sufficient and timely through the conclusion

of this crisis?



How quickly will occupancy recover to pre-COVID-19 levels?



Will operator costs remain elevated for the foreseeable future due to increased infection control protocols?



If these costs occur. will they be covered by increased government reimbursement?

## ... We Have Confidence in the Future



Skilled nursing facilities still fulfill an essential need within the healthcare continuum



The secular tailwind of improving demographics will remain in place after this pandemic



Our relationship with our operators will be even stronger for having faced this pandemic together



## **Investment Thesis**



Established, **Experienced and** Diversified



Consistent Growth, High-Yield



**Anchored Operating Model** 



**Effective Balance Sheet** Management



Well Positioned to **Capitalize on Future Growth** 

# **Investment Thesis and Supporting Elements**



#### Established, **Experienced and Diversified**

- Experienced and proven management team
- A diversified portfolio provides consistency
- Long leases and limited new supply provide clarity
- Quality operators bring patient care expertise



#### **Consistent Growth, High-Yield**

- Prudent fixed rent escalators provide tenant durability
- Strong dividend yield provides equity support
- Triple-net leases provide earnings dependability
- High margins provide superior yields



#### **Anchored Operating** Model

- A low cost, needs-base service offering provides security
- A stable discharge and reimbursement environment provides resiliency



#### **Effective Balance Sheet** Management

- A conservative balance sheet and well-laddered debt provides stability
- Significant liquidity provides flexibility
- Proven access to capital markets provides predictability



#### **Well Positioned to Capitalize on Future** Growth

- A growing aging population provides opportunity
- Leveraging existing operator relationships provides demand
- Acquisitions and development provide growth

# **Attractive Investment Opportunity**

## **INCOME STOCK**

Dividend Yield of 7.3%

# **VALUE STOCK**

Trades at 10.8x AFFO

# **OMEGA**

**GROWTH STOCK** 

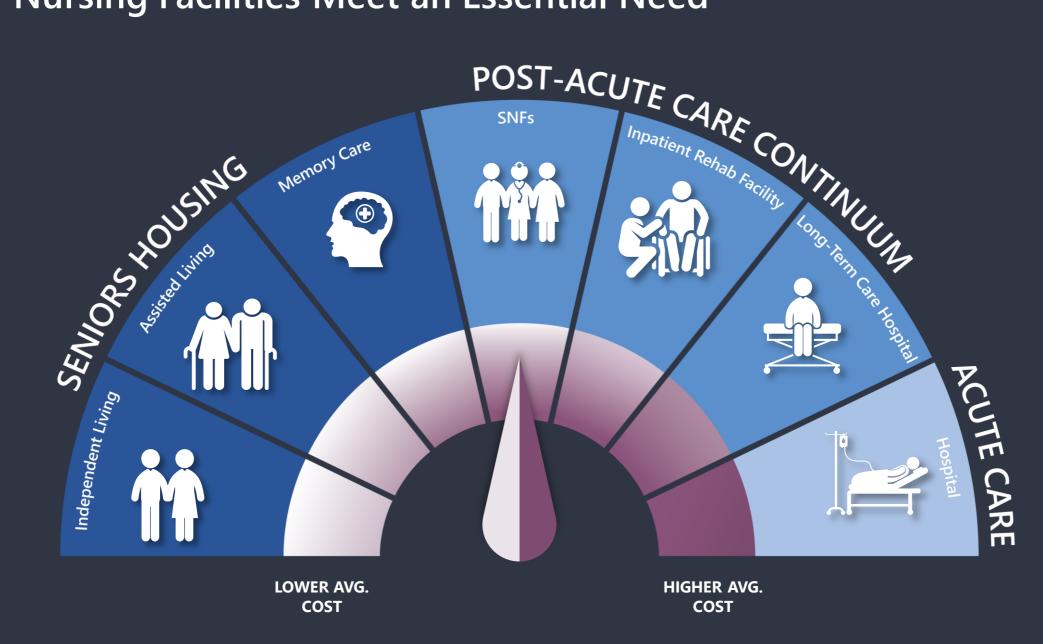
**Annualized AFFO** Growth of 8.6% since 2004







# Skilled Nursing Facilities Meet an Essential Need

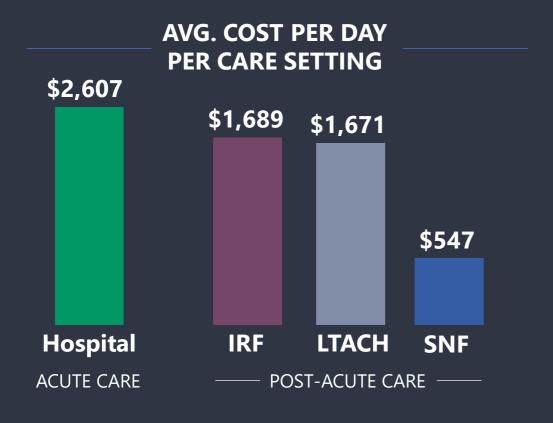




More Patients Are Discharged to Skilled Nursing Facilities Than to Any Other Type of Facility MEDICARE FFS HOSPITAL DISCHARGE DESTINATIONS **Skilled Nursing** 20.9% Facilities (SNFs) 19.4% Home Health Care Other 7.0% **IRFs** 3.7% Over the last decade, SNFs have consistently been the highest discharge destination **LTACH** 1.0% **Ω** OMEGA INVESTOR PRESENTATION 17

# Lowest Cost Provider of Post-Acute 24-Hour Nursing Care

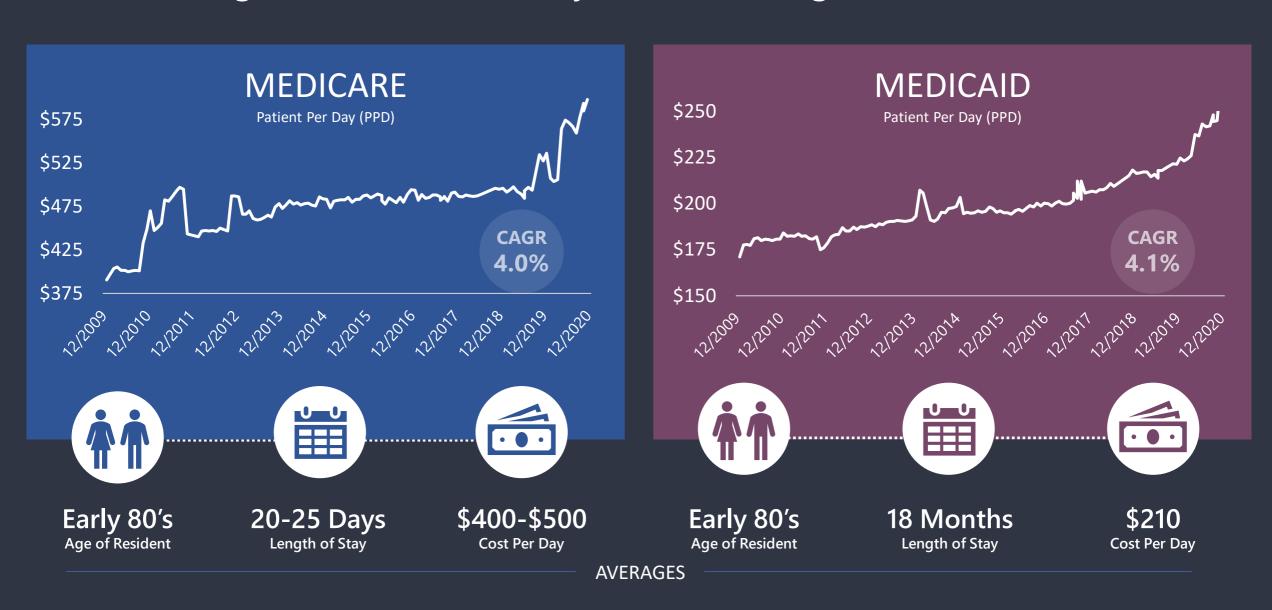
SNFs provide care for much higher acuity patients that can be handled in Senior Housing or Home Health settings – so hospital discharges to SNFs have held steady







# Skilled Nursing Facilities are Primarily Funded Through Medicare and Medicaid

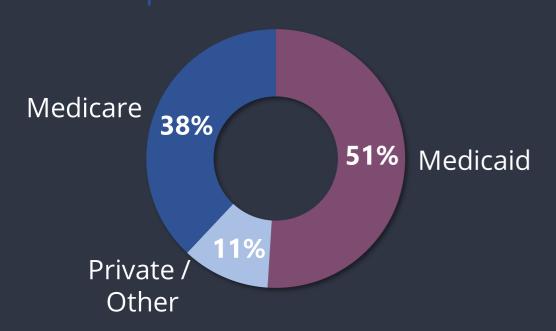




# **Omega's Average Facility Statistics**

~ 100 Avg. Beds in Facility 78% Occupancy

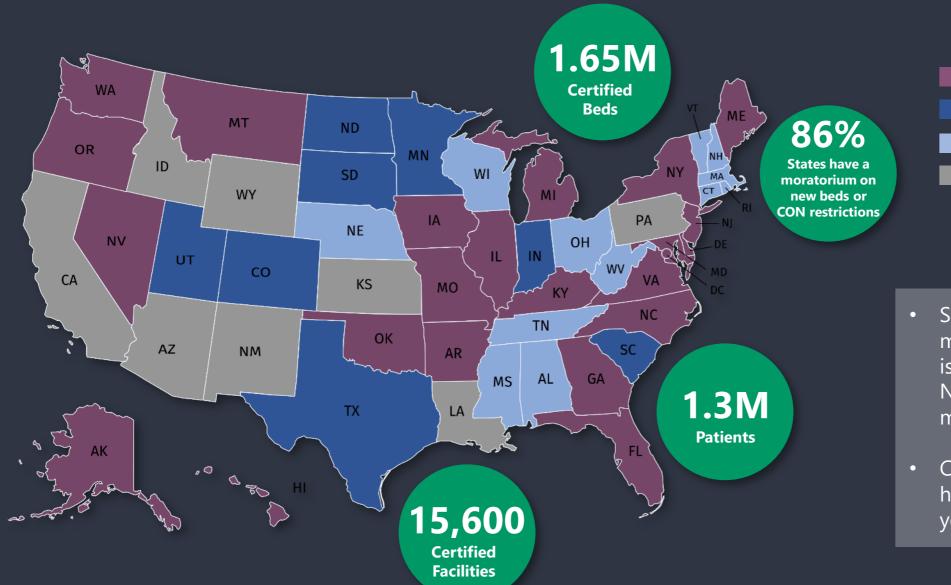
**OPERATOR PAYOR MIX** 







# Limited Supply Growth Due to Regulatory Restrictions



- Certificate of Need
- Moratorium on New Beds
- Both
- None

- Supply of facilities and beds to meet increasing future demand is limited due to Certificate of Need (CON) and bed moratorium restrictions
- Certified facilities and beds have remained steady for many years, with no net new supply

## "Stroke-of-the-Pen" Risk Overstated

**SNFs** are a necessary part of the healthcare continuum

- Most patients are too sick to care for at home, even with home health support
- However, they do not require hospital care

**Efficient and lean** business model

- SNFs are a low-margin business
- Reimbursement cuts could impact patient care. Not in anyone's interests

**Current reimbursement** model aligned with patient care and operator efficiency

- Patient Driven Payment Model (PDPM) rewards quality of care and efficiency
- "Cost-plus" reimbursement model of the 1990s did not achieve this goal and was therefore modified

Reliant on skilled operators

- Partnership between governments and private companies places care of aging populations in the hands of skilled operators

**SNFs offer value** for money

- SNFs represent the lowest cost post-acute healthcare setting
- Medicaid patients receive room, board and access to 24-hour healthcare for about \$210 a day on average

**Federal match** encourages states to maintain levels of funding

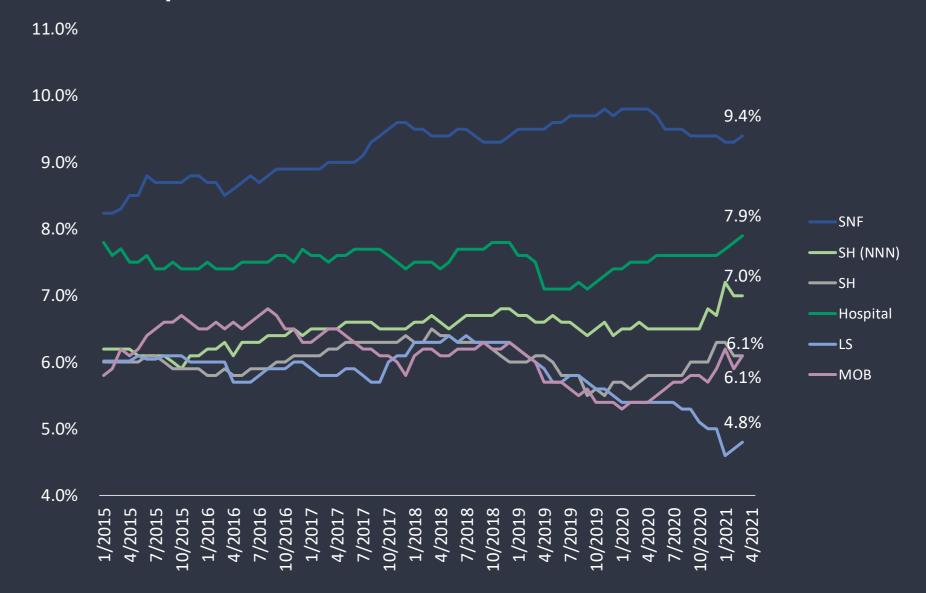
- With such a high percentage of Medicaid patients needing care, states are required to provide funding
- Federal match discourages states to cut funding to Medicaid

# Highest Investment Yields Compared to Other Healthcare Real Estate Assets

Investment yields in SNFs have consistently been favorable to all other sectors

Average yield over the last five years:

9.2%







# **Portfolio Overview** Long-term Triple Net Master Leases: Operators are responsible for all property expenses **FACILITY INVESTMENT TYPES** 78% Skilled Nursing/Transitional ■ Senior Housing 22% RENT/INTEREST ■ Rental Property 1.1% ■ Mortgage notes 44% ■ Other RE Tax & Ground Leases 8.6% $\mathbf{\Omega}$ OMEGA

#### **GEOGRAPHIC & OPERATOR DIVERSIFICATION**

954 **Properties** 

Operators

**STRONG OPERATOR COVERAGE** 

1.86x **EBITDARM** 

1.50x **EBITDAR** 

**NEAR-TERM SUPPLY & DEMAND OUTLOOK** 



**FAVORABLE** 

#### **EXPIRATIONS & RENEWAL RISK**

Minimal near-term lease expirations

Limited material lease renewal risk



# **Diversified Geographic Portfolio**

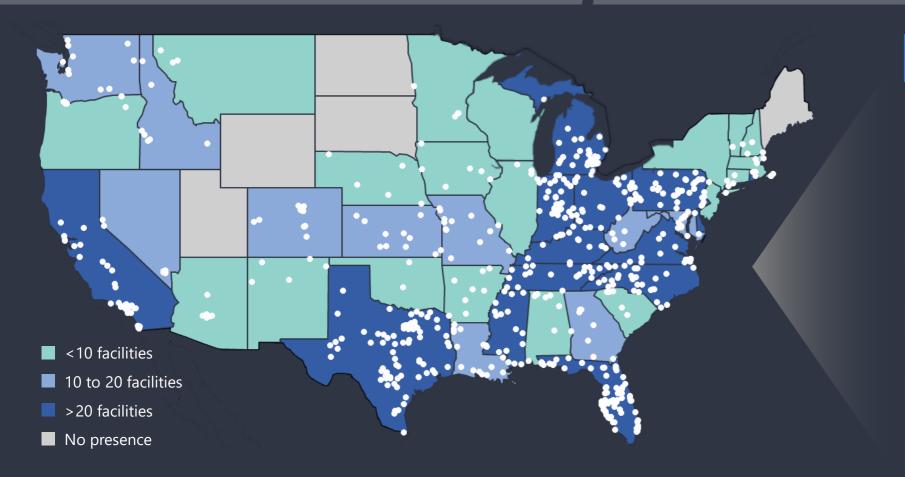


**Facilities** 

States

Foreign Country

Omega's geographic diversification helps minimize impact of regulatory or reimbursement changes in any individual state



#### **Contractual Rent/Interest Concentration by Location**

Florida	16.1%
Texas	9.0%
Indiana	7.2%
Michigan	6.9%
Pennsylvania	5.7%
California	5.2%
Ohio	4.4%
United Kingdom	4.1%
Virginia	3.8%
North Carolina	3.7%
Remaining States	33.9%

# United Kingdom: An Attractive and Profitable Market



**Highly Compelling Supply/Demand Dynamic:** 

Between 2012 and 2018, care home beds declined 1.5% while the population over 75 increased by 9.6%

**Attractive Investment Yields:** 

Initial cash yields standardly 8%+ with annual escalators of ~2.5%

**Public/Private Reimbursement Model:** 

Private pay augmented by needs-based local authority "top-ups" provides a balanced reimbursement system

**Consolidation of a Fragmented Market:** 

The top 10 operators only have 22% of the beds in service. Our experienced operators provide an efficient and professionalized level of service to a fragmented industry



# Triple-Net Leases Provide a Secure, Steady Source of Revenue

Long-term triple-net master leases with cross collateralization provisions

- Seek strong credit profiles
- Security deposits of generally 3 to 6 months
- Monthly reporting requirements

Expenses are generally operator's

capital expenditures)

97%
Revenues tied to Master Leases

94%
Revenues tied to
Fixed-Rate
Escalators

2.3%

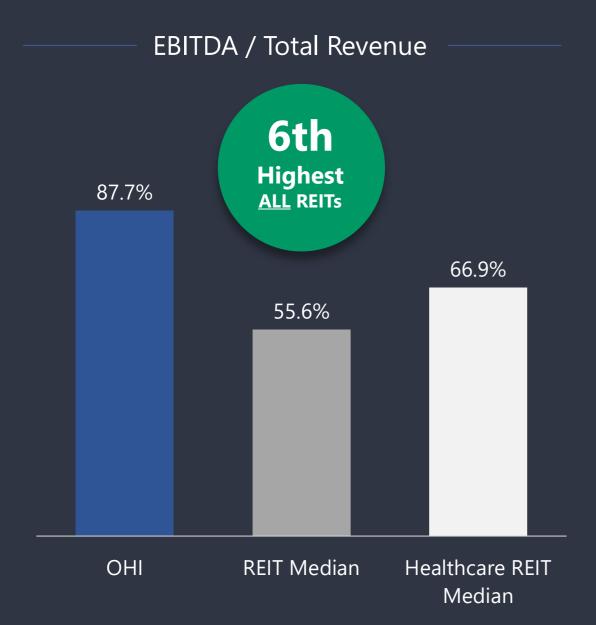
Weighted-Avg. Fixed Escalator

Omega receives fixed rent payment from tenants, with annual escalators

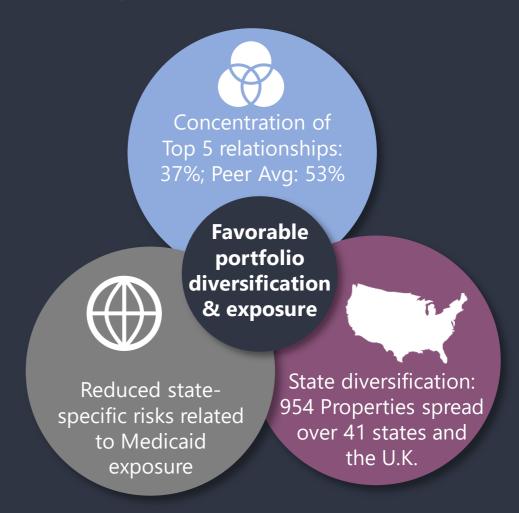
responsibility (insurance, property taxes,



# Favorable Portfolio Composition to Peers

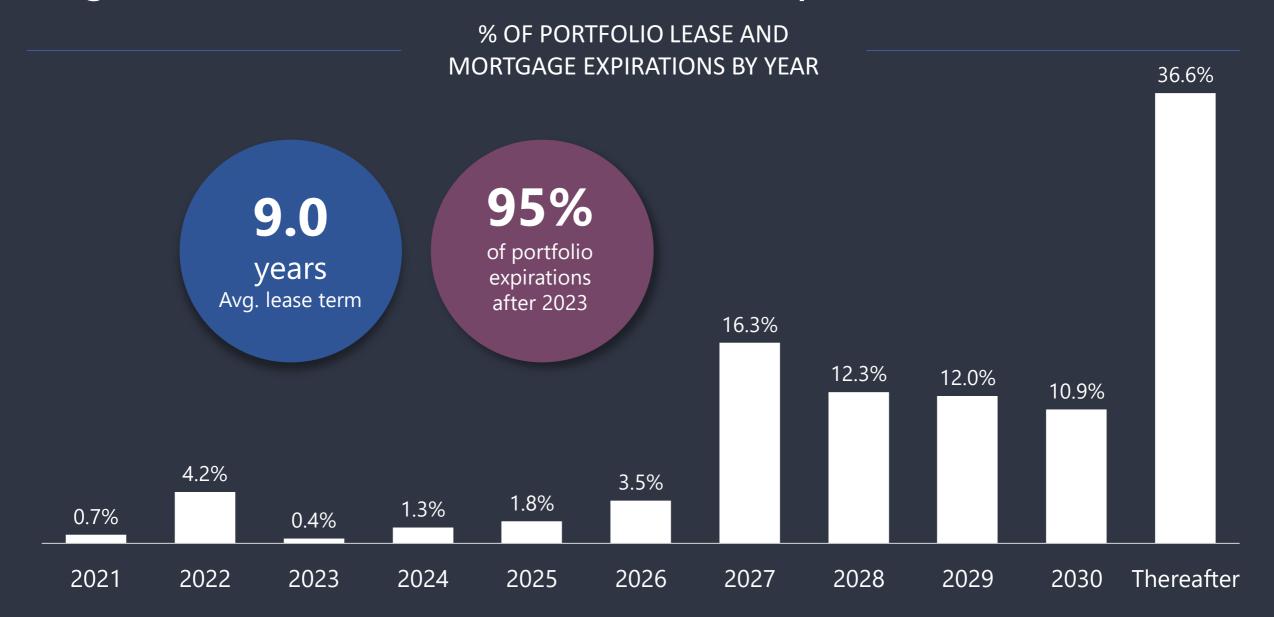


Compared to other Healthcare REITS





# Long-Term Leases with Minimal Near-Term Expirations

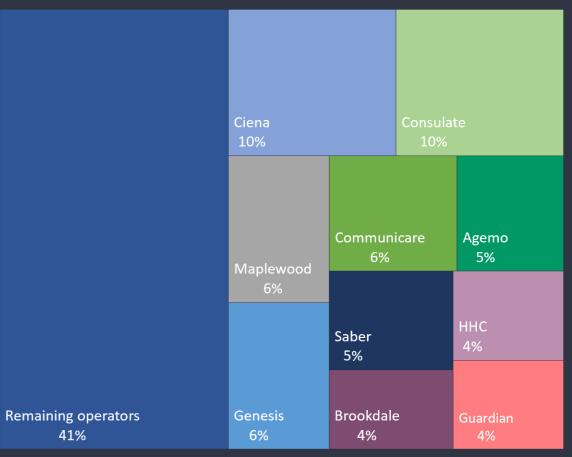




# Strong Returns Start with Strong Operators



#### **OPERATOR CONCENTRATION**



Skilled Operators with Extensive Patient Expertise



#### **Highly Reputable**

Typically repeat business with strong relationships to local doctors and hospitals.



#### **Highly Experienced**

Our average operator has been in business/our tenant for over 12 years.



#### **Highly Engaged**

Over 77% of our operator businesses are privately owned and operated.



#### **Geographic Experts**

Over 85% of our operators specialize in 5 or fewer states. Deep understanding of state-specific regulatory guidelines.



#### **Sophisticated care providers**

Our operators take care of over 150,000 Medicare and 80,000 Medicaid patients annually.



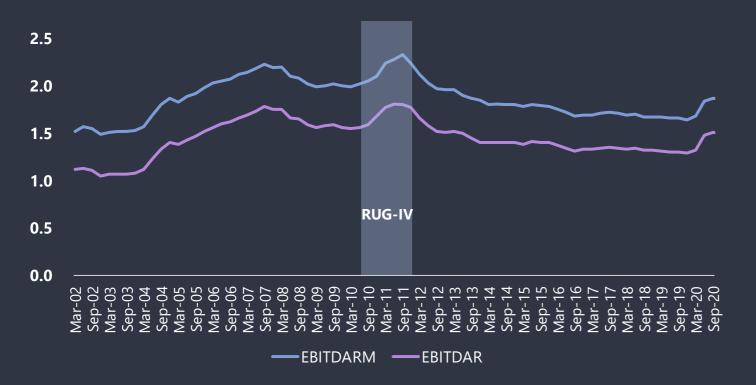




# **Operators Continue to be Profitable**

Since 2007, despite declining operator EBITDAR coverage across healthcare REITs, our operators continue to be profitable.

#### **TTM Operator EBITDARM & EBITDAR Coverage**



## **RECENT HEADWINDS**

#### The Baby Bust

Average birth rate between 1928 and 1940 was 15% lower than prior decade. This smaller cohort drove lower occupancy in the past decade.

#### **Migration to Medicare Advantage**

Medicare Advantage penetration increased 46% between 2009 and 2019. The resulting lower reimbursement rate and length of stay compounded occupancy headwinds.

#### Wage Pressures

Increasingly tight employment environment resulted in wage growth outpacing reimbursement growth since 2010.

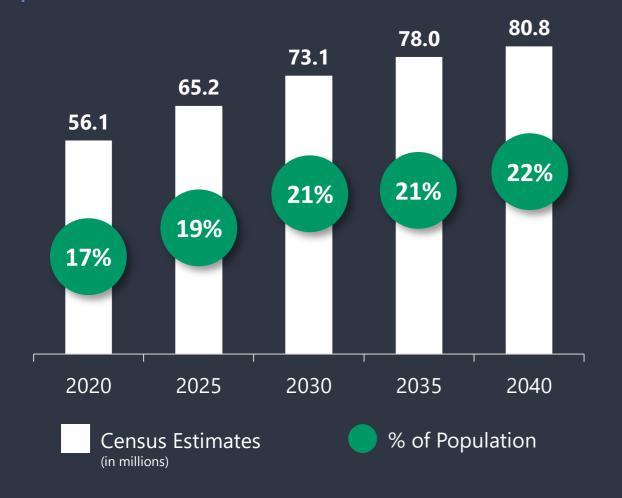
Headwinds are moderating and demographic tailwinds should drive occupancy and operator performance going forward.





# A Growing Aging Population Provides Opportunity

65+ Age Population





- Aging Baby Boomers expected to drive a multi-decade increase in demand for SNFs
- 2 44% projected increase in Adults 65+ in the next 20 years
- Increasing occupancy should improve operator profitability and rent coverage





# Demographic Tailwinds Expected to Drive Occupancy Growth For the Next 20 Years



The SNF industry has been battling with unfavorable demographics for more than a decade with the aging of the "baby bust" generation





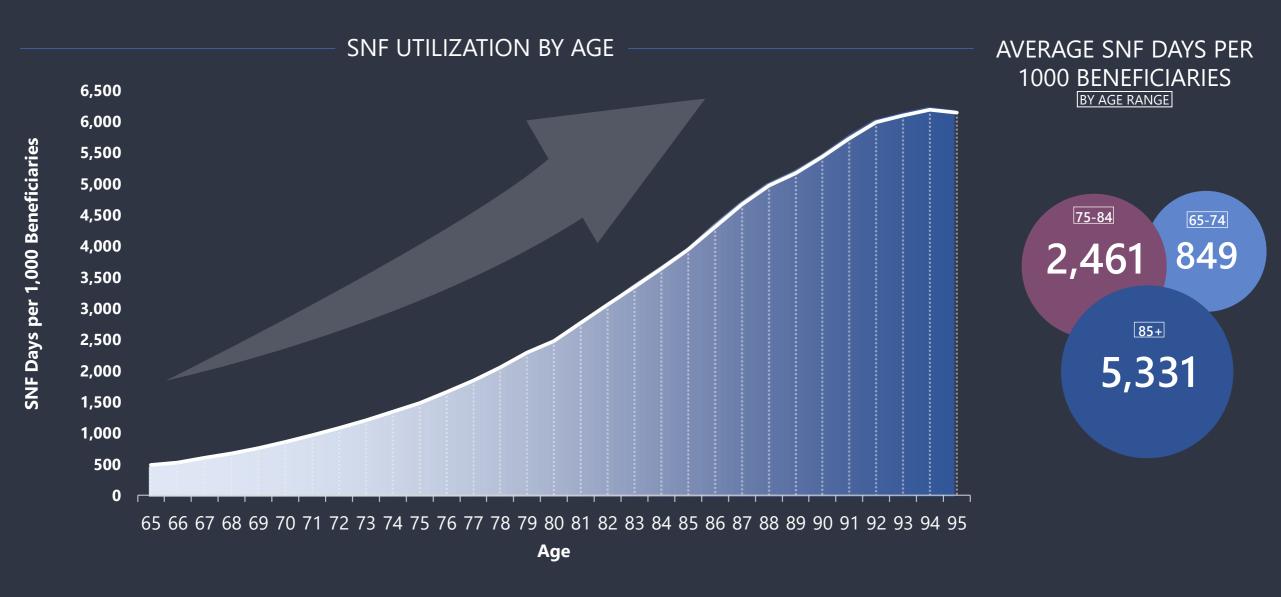
Based on birth rates beginning in the 1940s and current SNF utilization information, we believe the industry is at the beginning of a 20+ year secular tailwind. This belief is based on:



- Medicare utilization of SNFs materially increases from 75 years old
- This utilization increases through their late 80s
- "Baby boomers" started turning 75 in 2016
- The age 75+ cohort will grow on both an absolute and relative basis through at least 2040 as the baby boomers replace the baby bust generation within the 75+ population

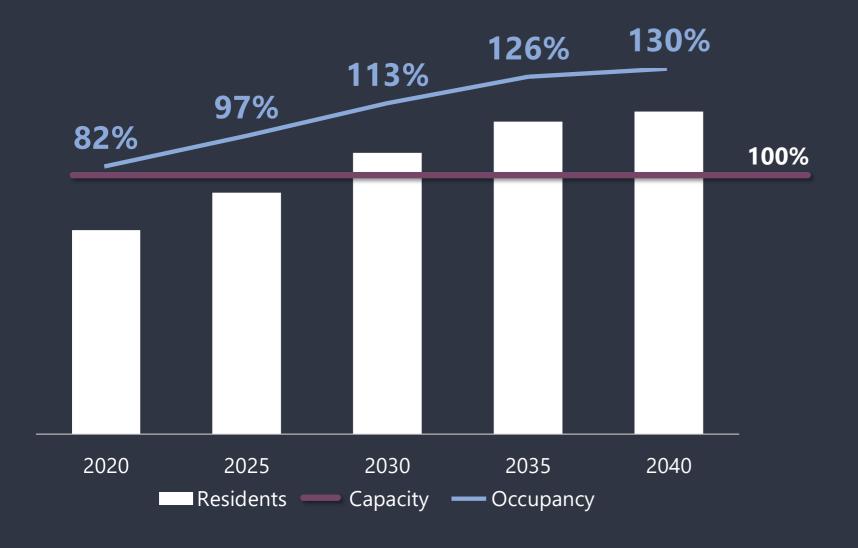


## Significant Increase in SNF Utilization by Those Aged 75+





## SNF Demand to Outstrip Supply by 2030





Aging demographics should drive SNF occupancy beyond capacity in the next decade.

Prudent incremental supply will create additional development growth opportunities.

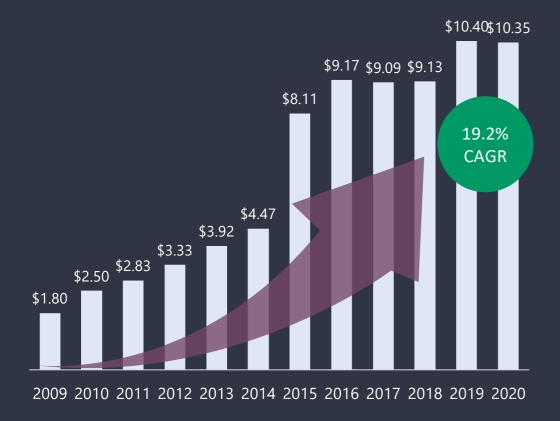




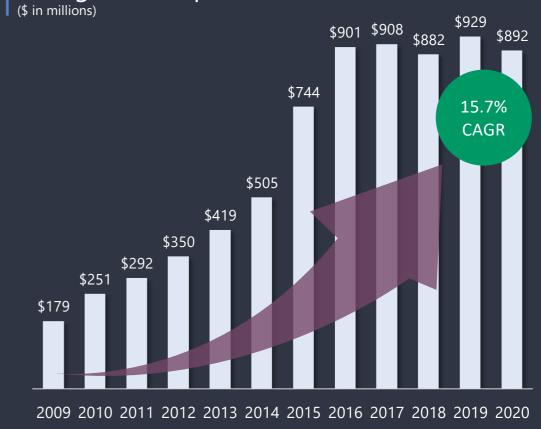


### **Consistently Performing and Growing**

#### Omega Gross Investments (\$ in billions)



#### Omega Core Operations Revenue



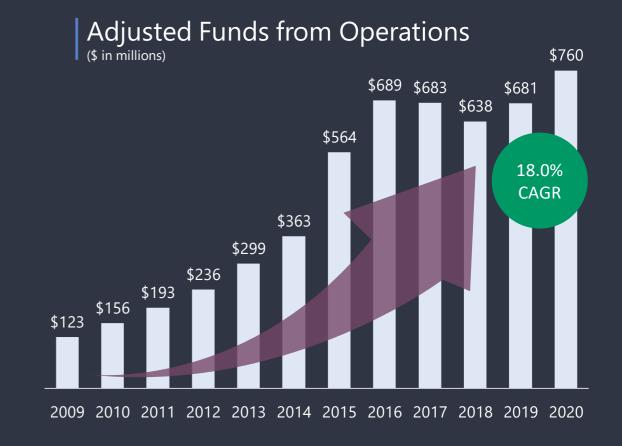


## **Strong Growth in Profitability**

#### Adjusted EBITDA (\$ in millions)







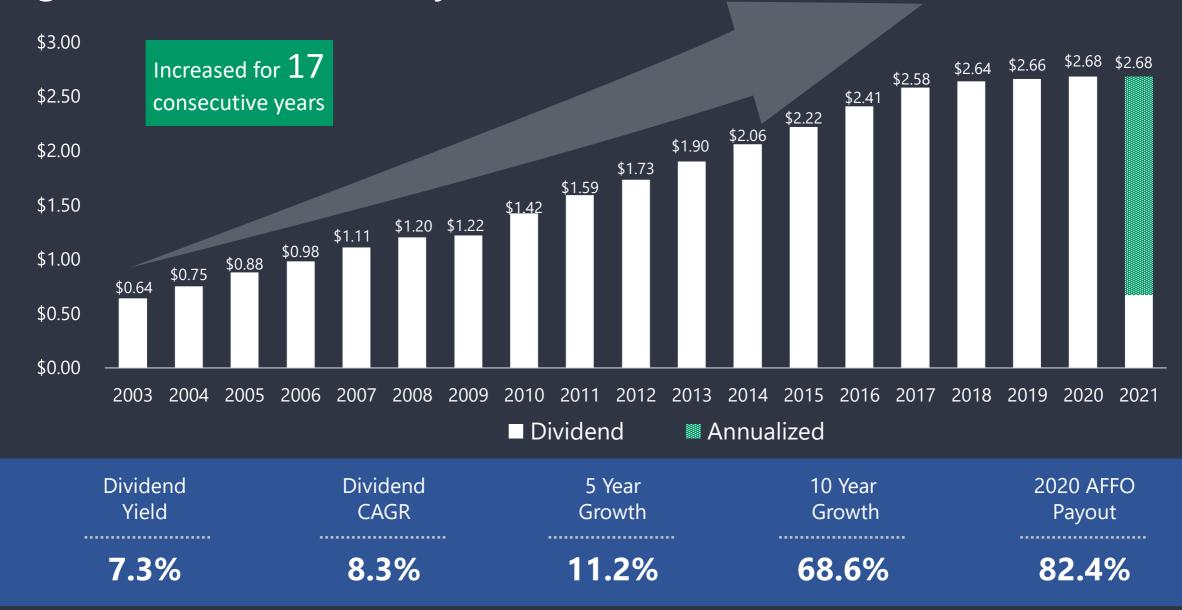


## Outstanding Financial Performance Among ALL REITs





## High-Yield and Historically Consistent Dividend



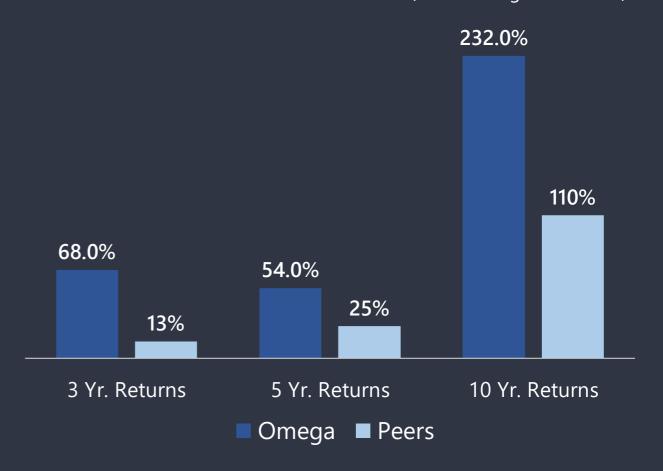


### **Top-Tier Total Shareholder Returns**

Shareholder Returns Through 12/31/20



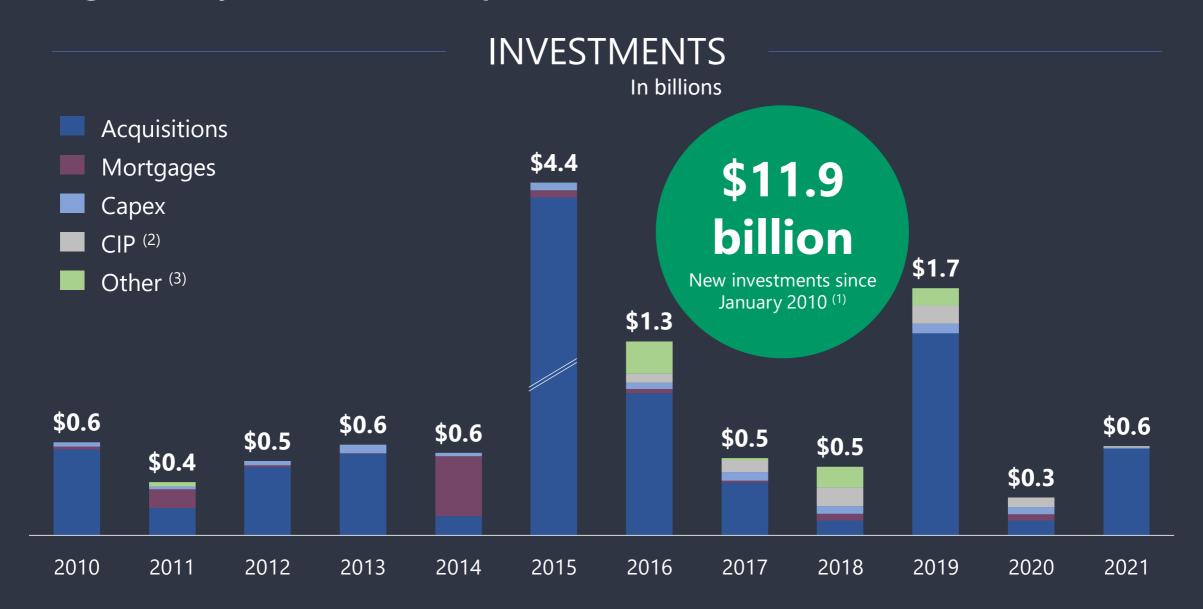
OHI Total Returns vs. Healthcare REIT Averages (Years ending 12/31/2020)







## A Long History of Prudent Capital Allocation





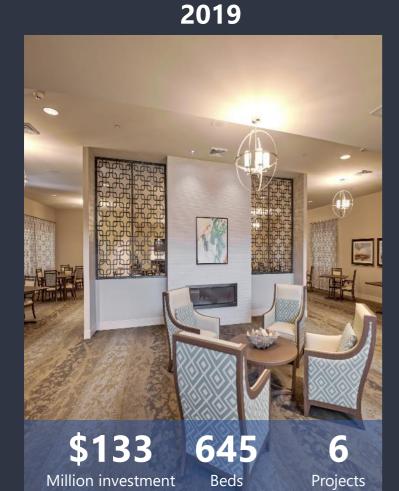
## **External Growth Augmented by Development**

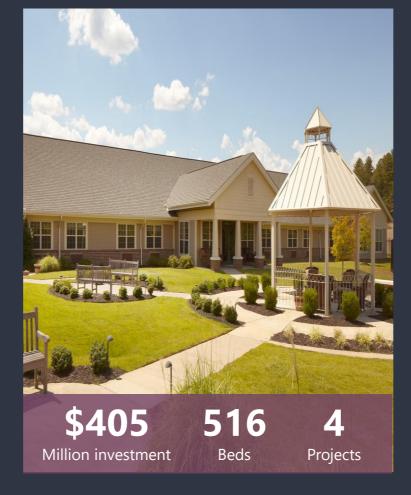
**New Builds by In-Service Year** 













### Proven Investment Strategy for Future Growth



- Continue to pursue accretive transactions
- Leverage existing 70 operator relationships
- Invest primarily in current core markets
- Maintain focus on senior care facilities
- Use credit facility to make acquisitions and replenish availability with long-term debt and equity issuances
- Proven ability to execute on strategies
- Proven ability to handle troubled assets



## **Ample Opportunity to Expand Portfolio**

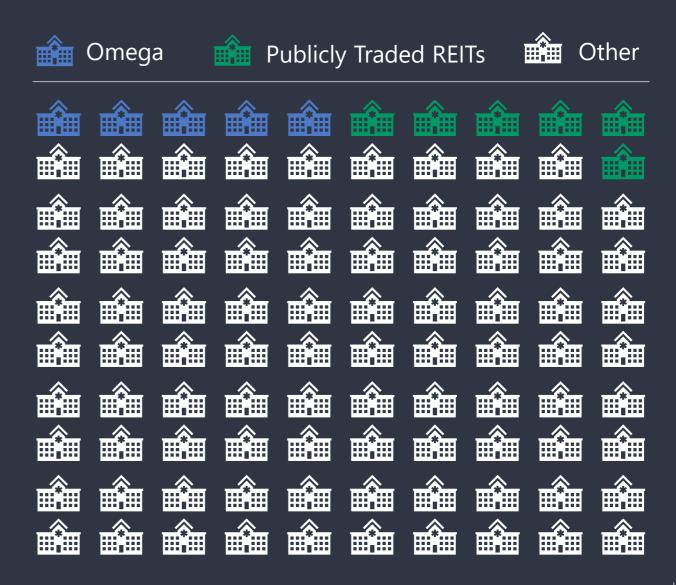
### **SNF OWNERSHIP**

Even as the largest owner of SNFs, we still only own 5% of the market.

Given the accretion created from acquisitions, the fragmented ownership of SNFs provides a significant opportunity for further growth.

#### **EXPECTATION:**

Double in size in the next 10 years







## Effective Balance Sheet Management Provides Financial Flexibility

#### **CONSERVATIVE CAPITALIZATION**

Debt to adjusted proforma EBITDA ratio:

5.12x

#### **SIGNIFICANT LIQUIDITY**

Availability under \$1.45B revolving credit facility:

~\$1.4B

(as of 4/30/2021)

Well-laddered debt maturities: No material maturities until 2023

#### **FINANCIAL FLEXIBILITY**

Minimal encumbered assets:

5.6%

Of gross real estate assets are encumbered

Funded Debt to TAV:

50%

(Determined pursuant to bond covenants)

Adjusted Fixed Charge Ratio > 1.5x:

4.5x

#### **DIVIDEND PAYOUT RATIOS**

AFFO Payout Ratio:

78.9%

FAD Payout Ratio:

83.2%

17 consecutive yearly dividend increases:

\$0.67

(\$2.68 annualized)



### **Conservative Capitalization Policy**

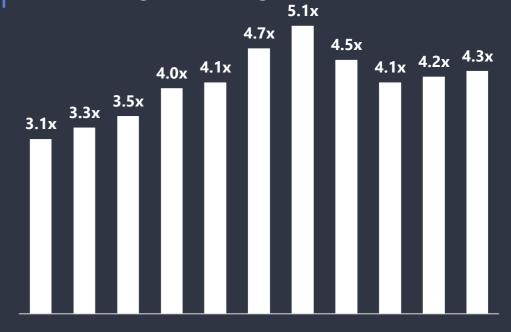
#### **Targeted Funded Debt to Adjusted EBITDA Ratio** 4.0x - 5.0x

Typically have used drawings under the revolver to make acquisitions and replenished revolver availability with long-term debt and equity issuances



■ Total Debt/ Adj. EBITDA ■ Secured Debt/Adj. EBITDA

#### Fixed Charge Coverage

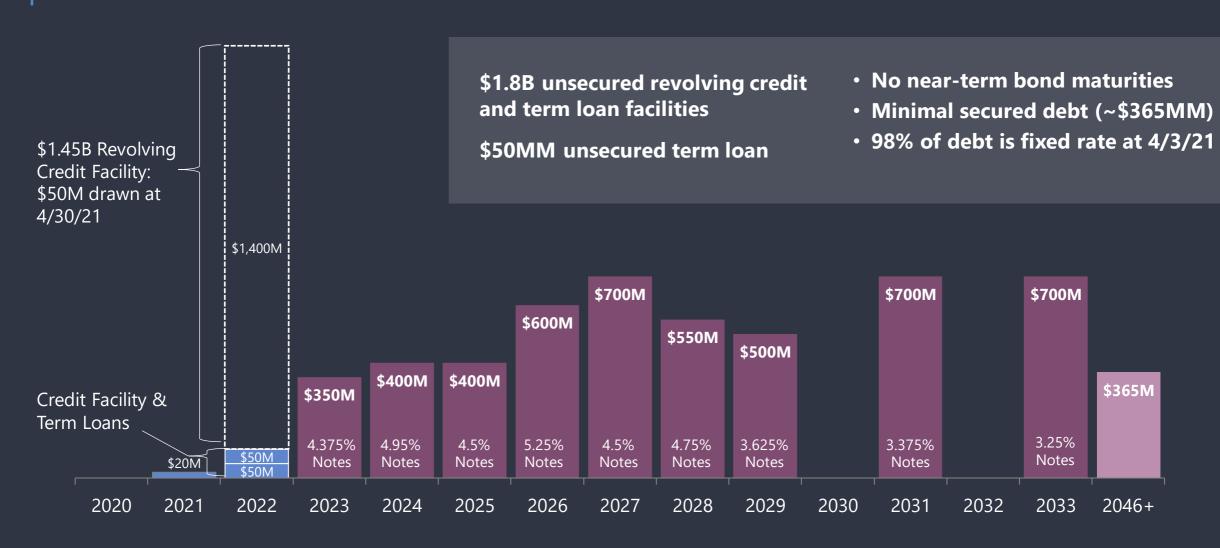


2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



### Well-Laddered Debt Provides Stability

Debt Maturity Schedule as of 4/30/21





# Strong Balance Sheet and Secure Credit Ratings



Ratings

**Fitch**Ratings

	Funded Debt/Adj. Ann. EBITDA	5.1x		
	Adj. EBITDA/Total Interest Expense Ratio	4.5x		
ı	Adj. Total Debt/Adj. Book Capitalization	56.9%	Baa3	
i	Adj. EBITDA/Fixed Coverage Ratio	4.5x	Moody's	
7	Adj. Total Debt/Total Market Capitalization	38.4%		
	1Q21 Funds Available for Distribution per share	\$0.81		



# Readily Accessible Capital Markets as a Seasoned Issuer

#### **Capital Markets Accessibility**







## Prudent and Responsible ESG Program







#### STEWARDS OF THE ENVIRONMENT



Of Omega's development in the past five years has been built to LEED certification standards



Moved corporate HQ in 2017 to a **LEED Silver-certified Building** 



Provide capital to support our tenants' energy-efficient CAPEX programs

#### **SOCIAL RESPONSIBILITY**



One of fewer than 15 US REITs to be included in the 2021 Bloomberg Gender-Equality Index



Comprehensive Human Rights Policy shaped by UN's "Universal Declaration on Human Rights" & ILO's "Declaration on Fundamental Principles and Rights at Work"



Extensive employee support and development, including:

- Extremely competitive benefits program
- Financial support for continued employee training and education
- Philanthropic support including employee charitable donation matching program

#### STRONG CORPORATE GOVERNANCE



#### Independence

88% of directors are independent, including the Chairman



**Gender Diversity** 

25% of directors are female



#### **No Board Staggering**

Voluntarily opted out of the Maryland Unsolicited Takeovers Act (MUTA), which would have allowed for staggering of the Board without shareholder approval



# Sources & Appendix



#### **SOURCE INDEX**

- Page 5 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com. 3-Year TSR as of 12/31/2020.
- Page 9 Information as of Omega's 1Q 2021 earnings call on 5/4/2021
- Page 14 Historical AFFO and dividend information can be found in the Investor Relations tab at www.omegahealthcare.com. AFFO per share based on TTM and share price as of 3/31/2021
- <u>Page 17</u> From proprietary analysis of Medicare Fee for Service (FFS) Standard Analytic File (SAF)
- Page 18 KFF.org Hospital Adjusted Expenses per Inpatient Day; MedPac Report to the Congress, March 2021
- Page 19 Average Medicare and Medicaid Rates by Quarter for Omega's Entire Portfolio (through December 31, 2020)
- Page 20 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 21 Appendix A of VIG Digest https://vigdigest.com/
- Page 23 Source Public filings and disclosures of public healthcare REITs; 3rd party transaction reports.
- Page 25 TTM Rent Coverage at 12/31/2020. Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 26 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 27 Source: https://www.gov.uk/government/publications/end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profilesfebruary-2019-update
- Page 29 Source of EBITDA / Total Revenue is "April 2021 KeyBanc Capital Markets: The Leaderboard"
- Page 30 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 31 Represents 4Q20 Annualized Contractual Rent/Interest. Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 33 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 35 Source: US Census Bureau Projected Age Groups and Sex Composition of the Population: Main Projections Series for the United States, 2017-2060
- Page 37 Source: Avalere analysis of Medicare Part A 100% Standard Analytic File (SAF)
- Page 38 Sources: Supply data compiled by American Health Care Association (AHCA) Research Department from CMS OSCAR/CASPER survey data. Demand information based on census information at CDC.gov.
- Page 40 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 41 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 42 Source for ranking is "2020 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2020
- Page 43 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 44 Source: "2020 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2020. Peer returns are simple average of returns of NHI, HR, LTC, SABRA, VTR, WELL, and PEAK



#### **SOURCE INDEX**

- Page 46 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com. 1) Includes the \$3.9 billion Aviv acquisition via merger on April 1, 2015; and the \$623 million MRT acquisition via merger on May 17, 2019 2) Included in "Acquisitions" prior to 2016 3) Consists primarily of mezzanine and JV investments
- Page 51 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 53 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com. 1) Represents current HUD debt balance assumed via acquisition of the Encore portfolio on 4/30/2021
- <u>Page 54</u> All supporting information and reconciliations can be found in the current supplemental information report (pages 11, 17, 19, and 20) located in the Investor Relations tab at www.omegahealthcare.com
- <u>Page 55</u> Current and historic supplemental information report located in the Investor Relations tab at <u>www.omegahealthcare.com</u>
- Page 61 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 62 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 63 Source: CDC.gov
- Page 64 Source: Inpatient, SNF, Home Health and Enrollment Standard Analytic Files, 2015-2019
- Page 65 Compiled by American Health Care Association (AHCA) Research Department from CMS OSCAR/CASPER survey data (2009-2018)



# 2020 Quarterly Highlights

1Q 2020	2Q 2020	3Q 2020	4Q 2020
<ul> <li>Paid a \$0.67 per share quarterly common stock dividend</li> <li>Sold six facilities for \$18 million in cash proceeds generating \$2 million in gains</li> <li>Completed \$19 million in new investments</li> <li>Invested \$39 million in capital renovation and constructionin-progress projects</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly common stock dividend</li> <li>Sold seven facilities for \$38 million in cash proceeds generating \$13 million in gains</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly common stock dividend</li> <li>Invested \$22 million in capital renovation and construction-in-progress projects</li> <li>Revised its revenue recognition accounting treatment related to operators with going concern disclosures</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly common stock dividend</li> <li>Issued \$700 million aggregate principal amount of 3.375% Senior Notes due 2031</li> <li>Completed \$78 million of new investments</li> <li>Invested \$19 million in capital renovation and constructionin-progress projects</li> </ul>

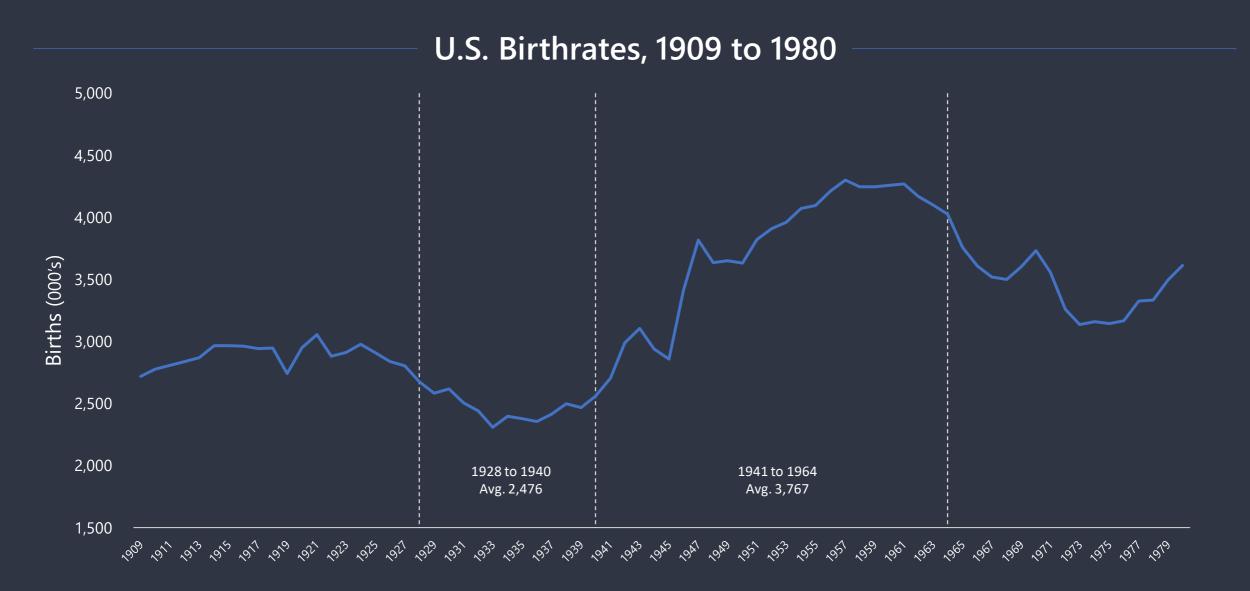


# 2021 Quarterly Highlights

1Q 2021	2Q 2021	3Q 2021	4Q 2021
<ul> <li>Paid a \$0.67 per share quarterly common stock dividend</li> <li>Completed a \$510 million acquisition</li> <li>Included in the 2021 Bloomberg Gender-Equality Index</li> <li>issued \$700 million aggregate principal amount of 3.250% Senior Notes due 2033</li> </ul>	<ul> <li>Declared a \$0.67 per share quarterly common stock dividend</li> <li>Closed a new \$1.45 billion unsecured credit facility</li> <li>Closed a new \$50 million term loan to an Omega operating partnership subsidiary</li> </ul>		



## **Industry Overview: Baby Boomers Started Turning 75 in 2016**





# Industry Overview: Percentage of Historical Hospital Discharges to SNFs has Remained Steady in Recent Years

#### Discharge Disposition by Year



IRF					
Other	3.8%	3.7% 	3.5%	3.5%	3.5%
LTCH	3.3%	3.3%	3.3%	3.3%	3.3%
	0.9%	1.0%	1.1%	1.2%	1.2%
	2019	2018	2017	2016	2015



## Industry Overview: Limited Supply Availability

### Trend in Certified Nursing Facilities, **Beds and Residents**

