OMEGA HEALTHCARE INVESTORS

INVESTOR PRESENTATION



June 2021

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 <u>www.omegahealthcare.com</u>. 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 <u>www.omegahealthcare.com</u>.
- 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 60.

Table of Contents

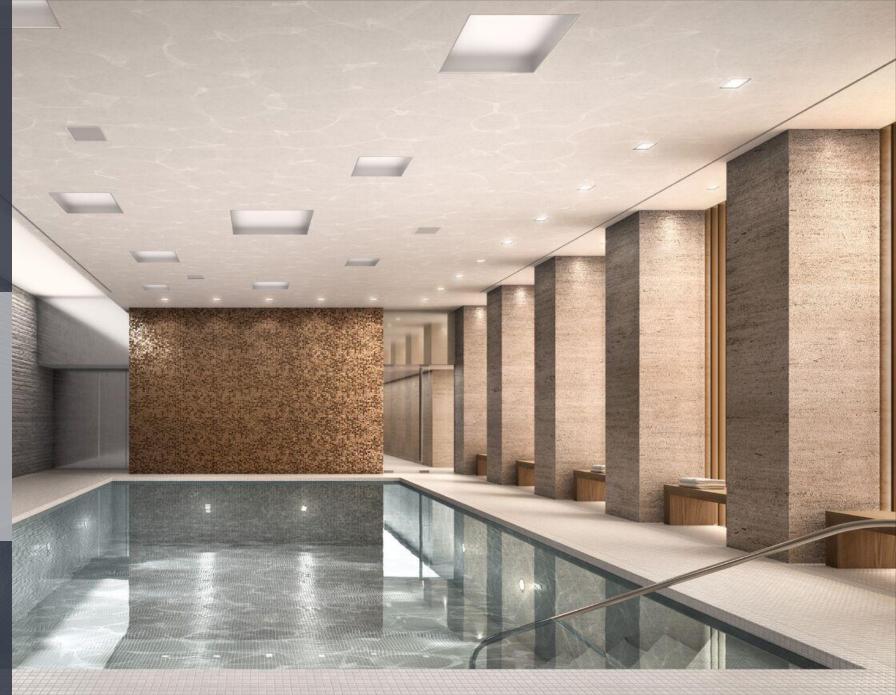
Page

- 4 Company Profile & Strategy
- 12 Why Invest?
- **Skilled Nursing Facilities:** 16 What Makes it an Attractive Asset Class? 25 Strong Portfolio & Skilled Operators Benefits of Investing in Long-term Care 35 40 **Excellent Financials and Execution Track Record** 46 Proven Investment Strategy for Future Growth Liquidity Structure & Credit Profile 51 57 **Commitment to ESG Principles** 59 Sources & Appendix

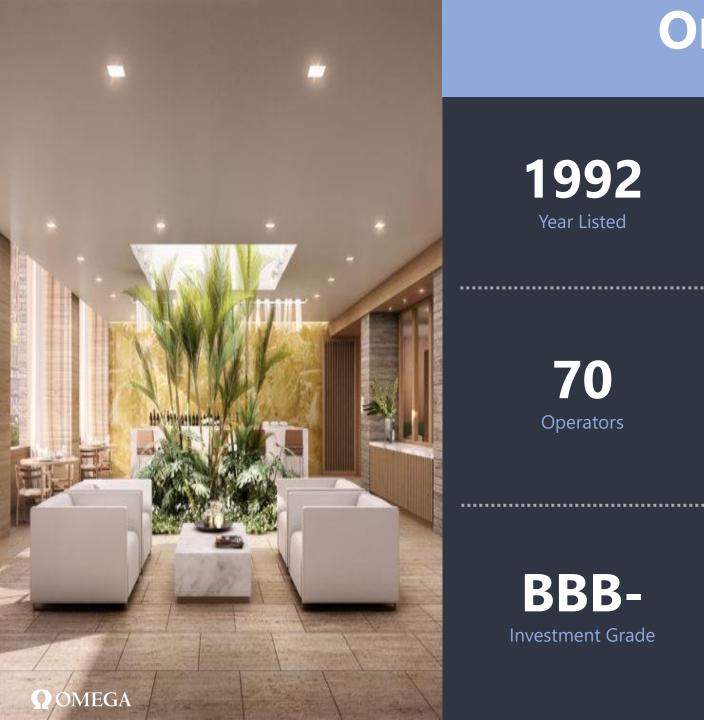


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Company Profile & Strategy



OMEGA



OMEGA SNAPSHOT (NYSE:OHI)

1992 Year Listed

\$10.2B **Total Investments**

\$14.3B **Enterprise Value**

70 Operators

954 Properties (US & UK)

BBB-Investment Grade **68%** 3-Year TSR

96,653 Number of Beds

> 7.3% **Dividend Yield**

For source information see page 60 onwards

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



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

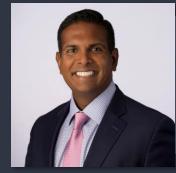
10 years in industry 1 year at OHI



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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



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COVID-19 Update

Impact



- COVID-19 is particularly impactful to the old and frail, a key cohort of SNFs and ALFs
- 2
- Occupancy declined ~11% between January 2020 and January 2021 but started to improve up ~3% between January and May

3

Expenses in January were up ~\$45 per patient day from January 2020

Response

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- 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

We collected more than 99% of our rents in the first quarter, April, and May 2021

2

INVESTOR PRESENTATION 9



COVID-19 Operator Update

Recently, 2 operators (approximately 3.2% of our estimated 3Q21 contractual rent and mortgage payments) have approached us about their current capacity to pay their future rents. We are considering our alternative options. No conclusions have been reached at this time.

One of these operators was converted to cash-basis accounting in 1Q21; it is likely that Omega will also recognize rents for the other operator on a cash basis.

In the event that we convert that operator to cash-basis accounting, we expect that previously recognized straight-line non-cash revenue of approximately \$17.5M will be written off in 2Q21 as a reduction of revenue.



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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

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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

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Why Invest?

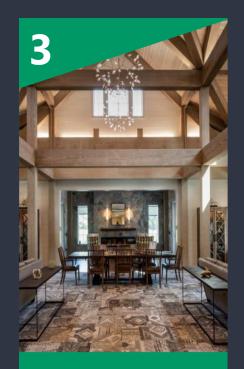
Investment Thesis



Established, Experienced and Diversified



Consistent Growth, High-Yield



Anchored Operating Model



Effective Balance Sheet Management



Well Positioned to Capitalize on Future Growth

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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

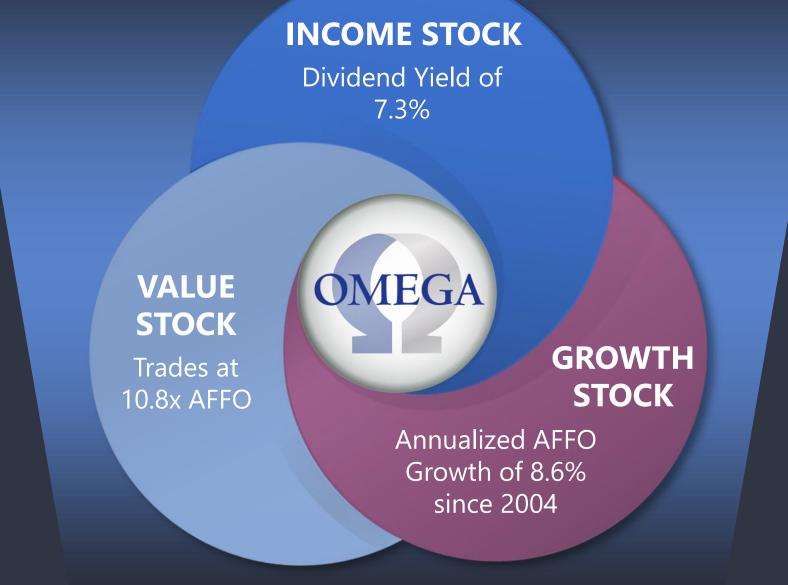
- A conservative balance sheet and well-laddered debt provides stability
- Significant liquidity provides flexibility
- Proven access to capital markets provides predictability



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







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Skilled Nursing Facilities: What Makes it an Attractive Asset Class?



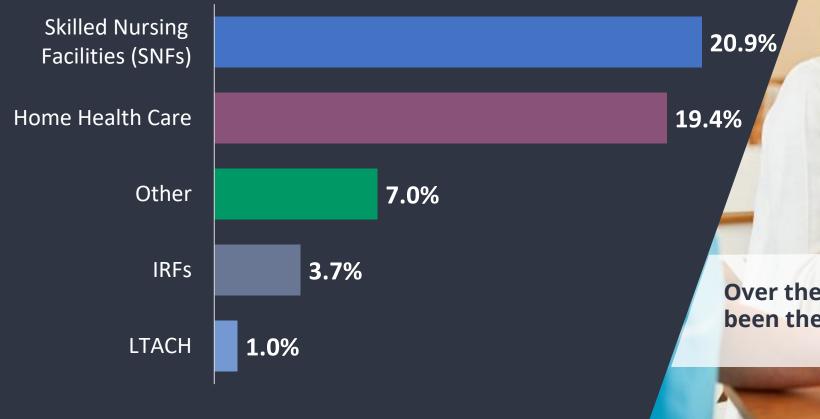
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Skilled Nursing Facilities Meet an Essential Need



LOWER AVG. COST HIGHER AVG. COST More Patients Are Discharged to Skilled Nursing Facilities Than to Any Other Type of Facility

MEDICARE FFS HOSPITAL DISCHARGE DESTINATIONS

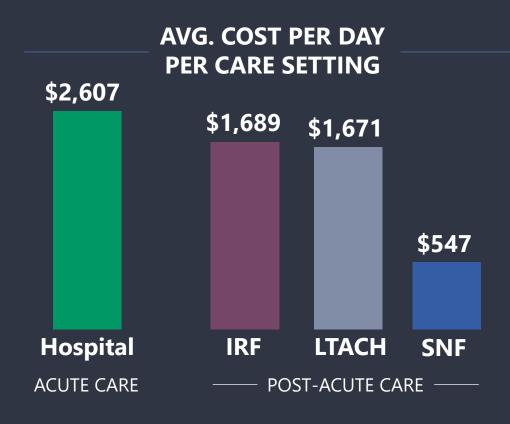




Over the last decade, SNFs have consistently been the highest discharge destination

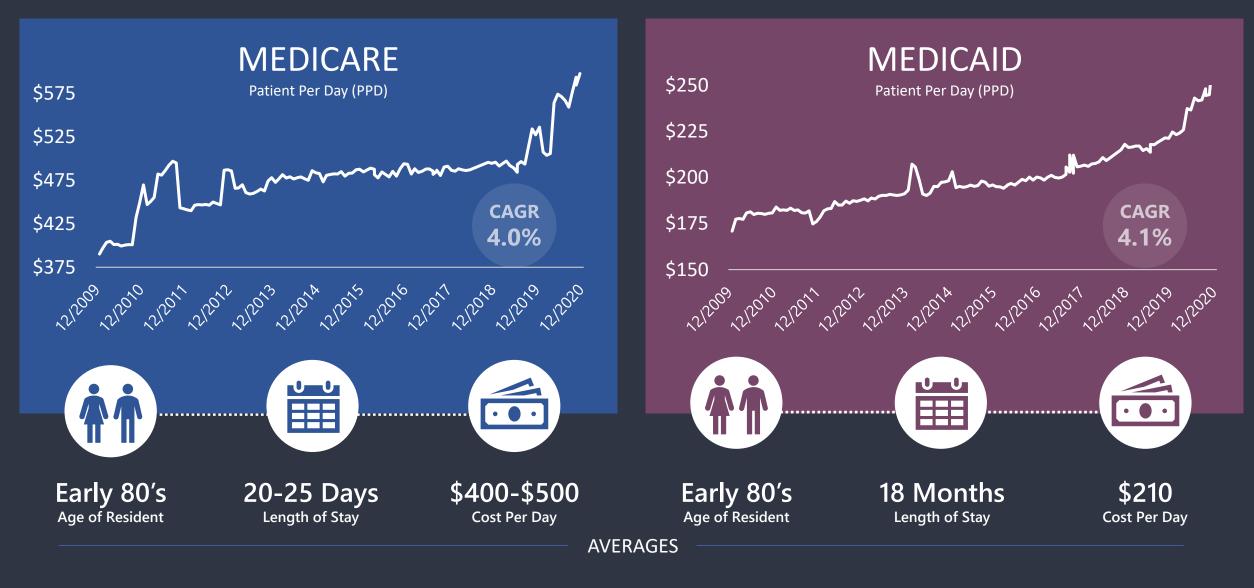
Lowest Cost Provider of Post-Acute 24-Hour Nursing Care

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



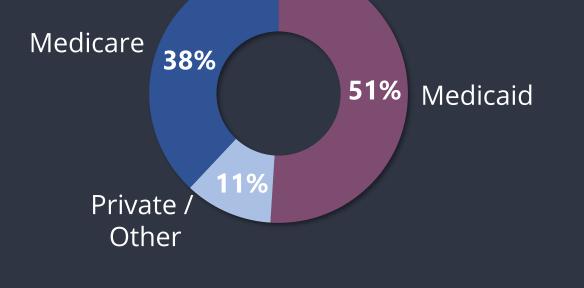
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Omega's Average Facility Statistics

~10078%Avg. Beds in FacilityOccupancy

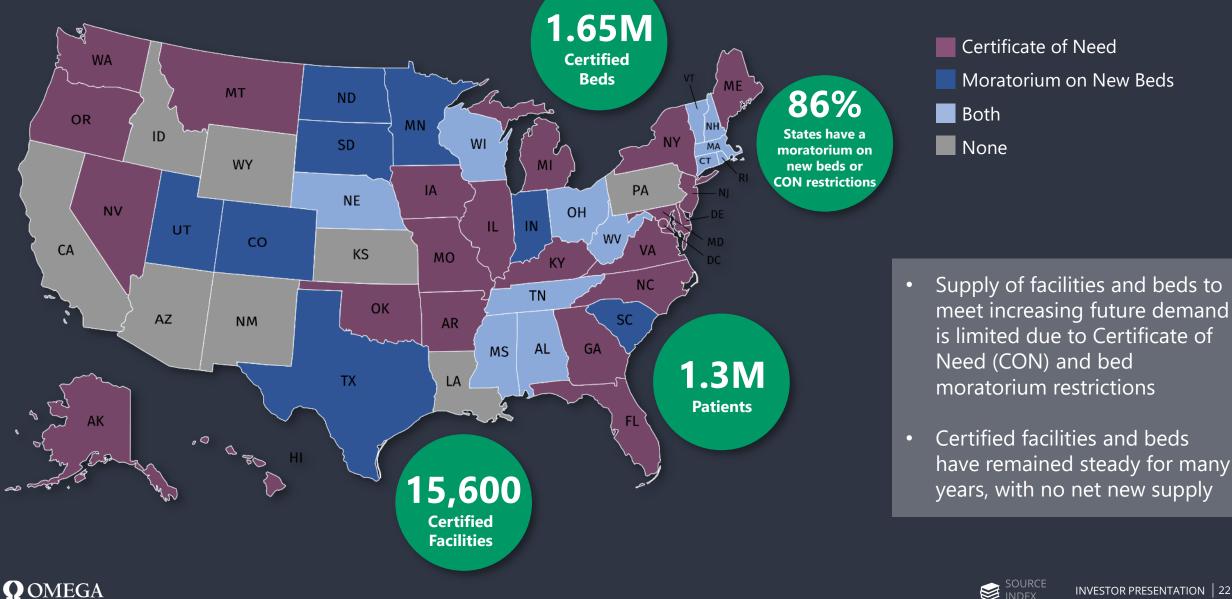
OPERATOR PAYOR MIX



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Limited Supply Growth Due to Regulatory Restrictions





"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

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- 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
- Government prefers to regulate private operators to ensure high quality of care

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

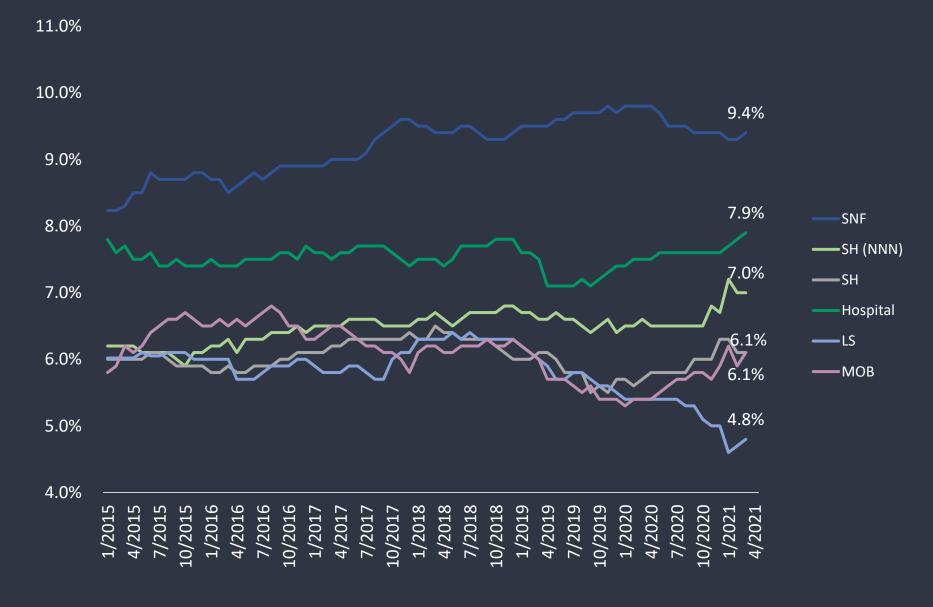
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Highest Investment Yields Compared to Other Healthcare Real Estate Assets

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

Average yield over the last five years: 9.2%



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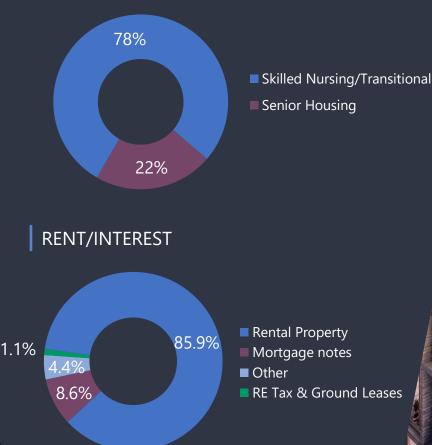
Strong Portfolio & Skilled Operators

Portfolio Overview

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Long-term Triple Net Master Leases: Operators are responsible for all property expenses

FACILITY INVESTMENT TYPES





GEOGRAPHIC & OPERATOR DIVERSIFICATION

954 70 Properties 42 States + the UK

STRONG OPERATOR COVERAGE

1.86x
EBITDARM**1.50x**
EBITDAR

NEAR-TERM SUPPLY & DEMAND OUTLOOK



EXPIRATIONS & RENEWAL RISK

Minimal near-term lease expirations Limited material lease renewal risk



Diversified Geographic Portfolio

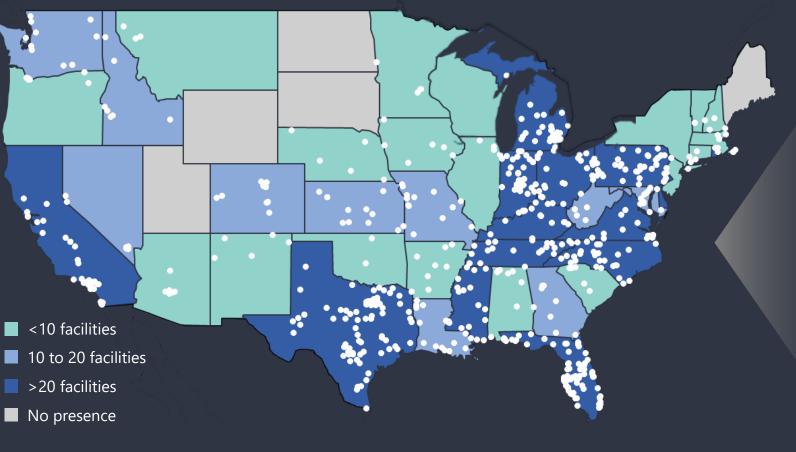


Omega's geographic diversification helps minimize impact of regulatory or reimbursement changes in any individual state

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%

INDEX



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United Kingdom: An Attractive and Profitable Market



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Highly Compelling Supply/Demand Dynamic:

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

2 Attractive Investment Yields:

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

3 Public/Private Reimbursement Model:

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

4 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 responsibility (insurance, property taxes, capital expenditures)

Omega receives fixed rent payment from tenants, with annual escalators

97% Revenues tied to Master Leases

94%

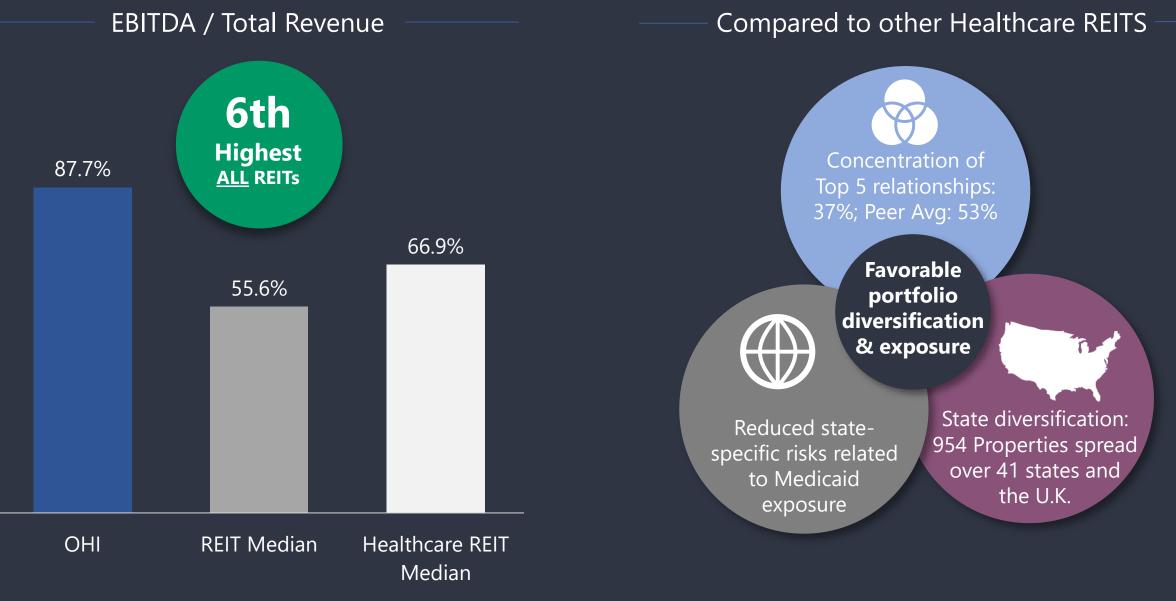
Revenues tied to Fixed-Rate Escalators

2.3%

Weighted-Avg. Fixed Escalator

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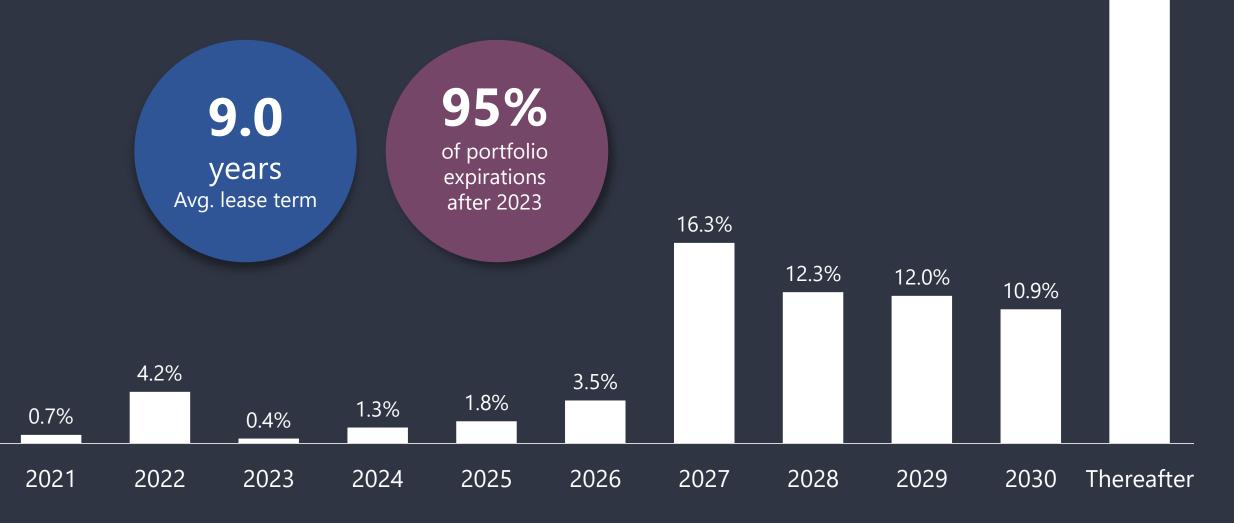
Favorable Portfolio Composition to Peers



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Long-Term Leases with Minimal Near-Term Expirations

% OF PORTFOLIO LEASE AND MORTGAGE EXPIRATIONS BY YEAR



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36.6%

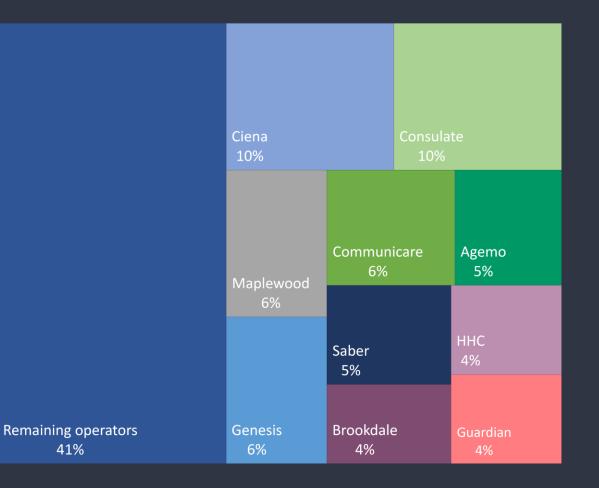
Strong Returns Start with Strong Operators

Diversified Group of Operators

OMEGA

75% of all investments in the past five years have been with current 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.



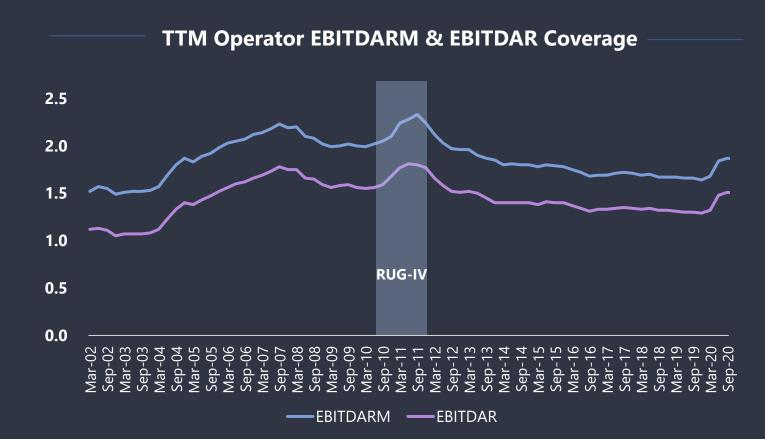
Sophisticated care providers

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.



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.



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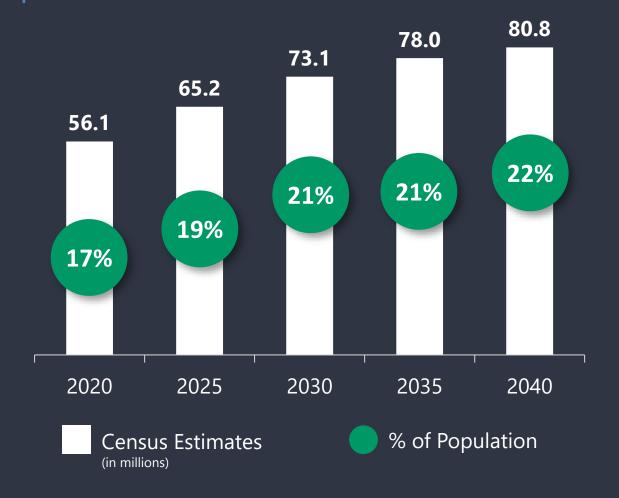
Benefits of Investing in Long-term Care

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A Growing Aging Population Provides Opportunity

65+ Age Population

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Aging Baby Boomers expected to drive a multi-decade increase in demand for SNFs

44% projected increase in Adults 65+ in the next 20 years

1

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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

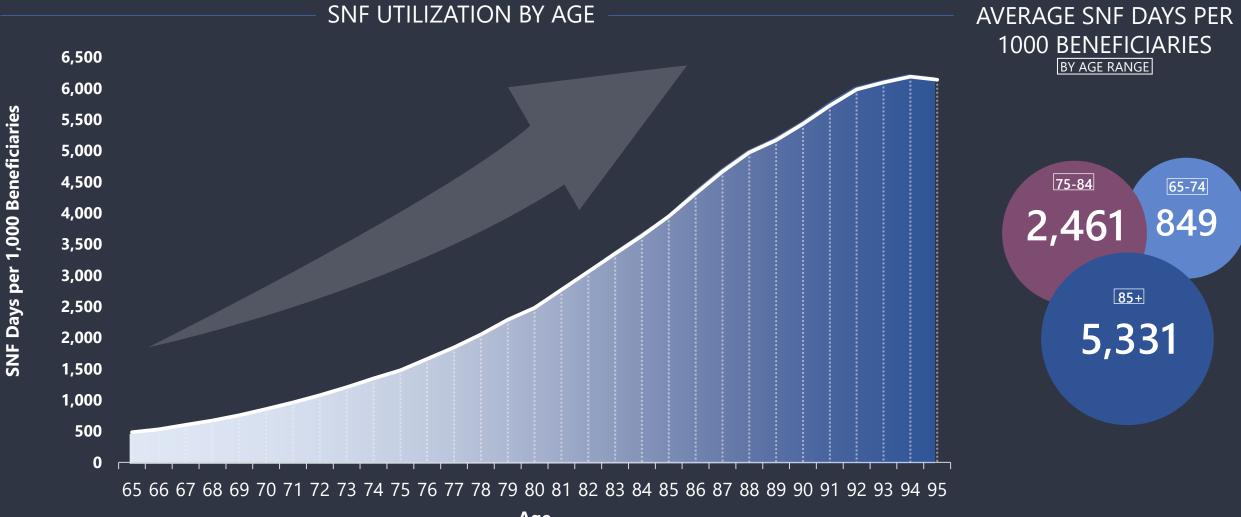
This utilization increases through their late 80s

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

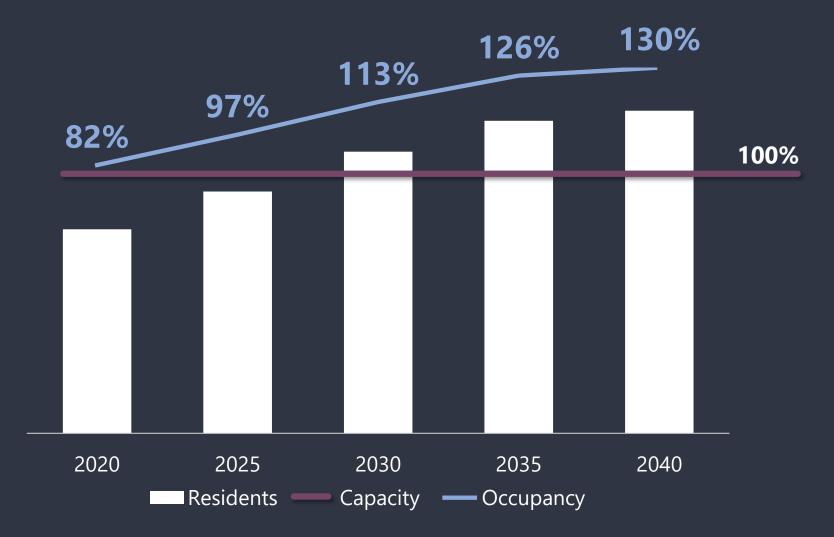
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Significant Increase in SNF Utilization by Those Aged 75+





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.

2



Excellent Financials and Execution Track Record

Consistently Performing and Growing



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2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Omega Core Operations Revenue



2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



Strong Growth in Profitability

Adjusted EBITDA

(\$ in millions)

\$988 \$870 \$882 \$843 \$716 \$487 \$487 \$402 \$334 \$402 \$334 \$402 \$170 \$236 \$279

2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

Adjusted Funds from Operations (\$ in millions) \$760

2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

\$123



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Outstanding Financial Performance Among <u>ALL</u> REITs

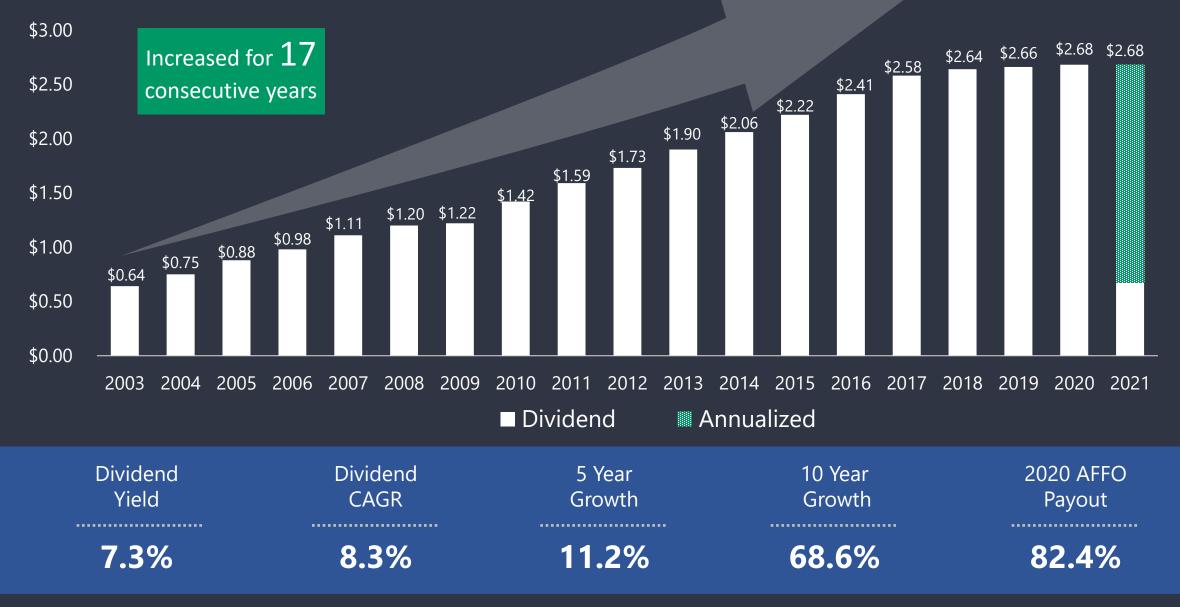
94% 93% 93% 92% 91% 88% #2 #2 #2 #2 #2 #6 2015 2016 2017 2018 2019 2020 Rank vs. ALL REITs

EBITDA / TOTAL REVENUES

Exceptional EBITDA margins are driven by: Consistency Genuine Triple-Conservative of Revenue Net Nature of G&A Load Leases **Streams Resulting in:** 2 3 1 Surplus free cash High return of Dependable to be reinvested capital through levels of at compelling dividends profitability yields

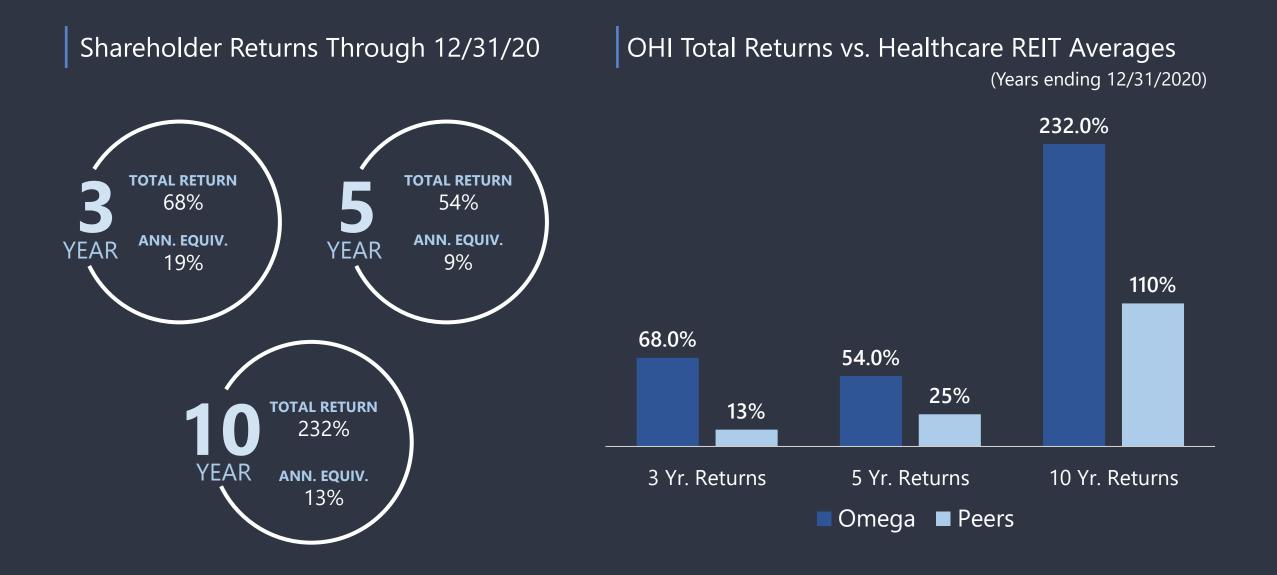


High-Yield and Historically Consistent Dividend





Top-Tier Total Shareholder Returns

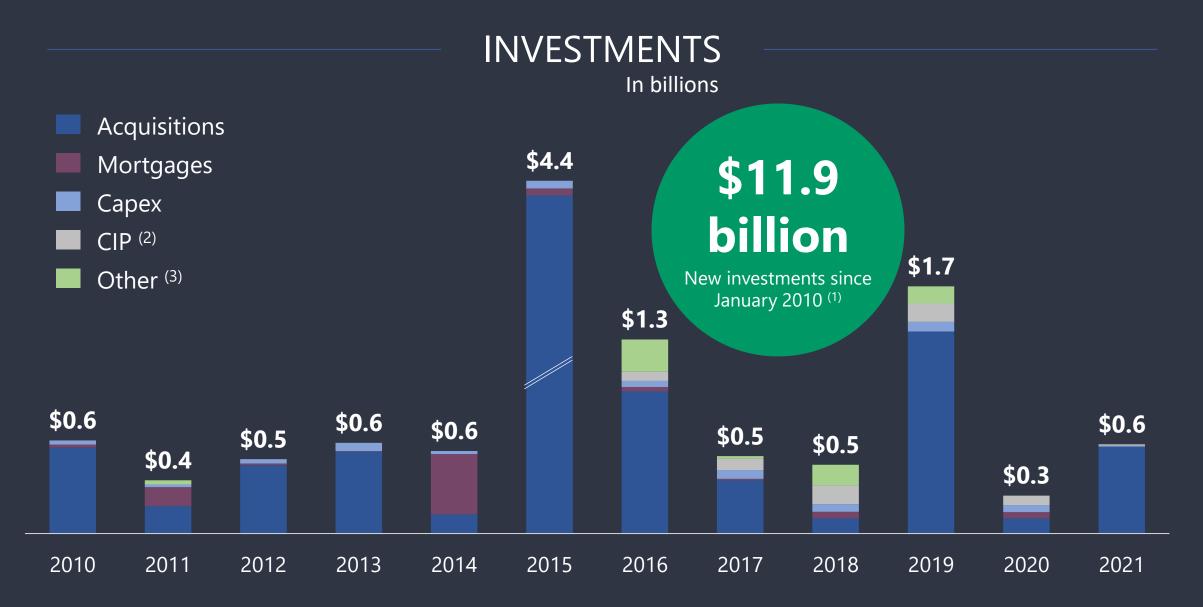




Proven Investment Strategy for Future Growth

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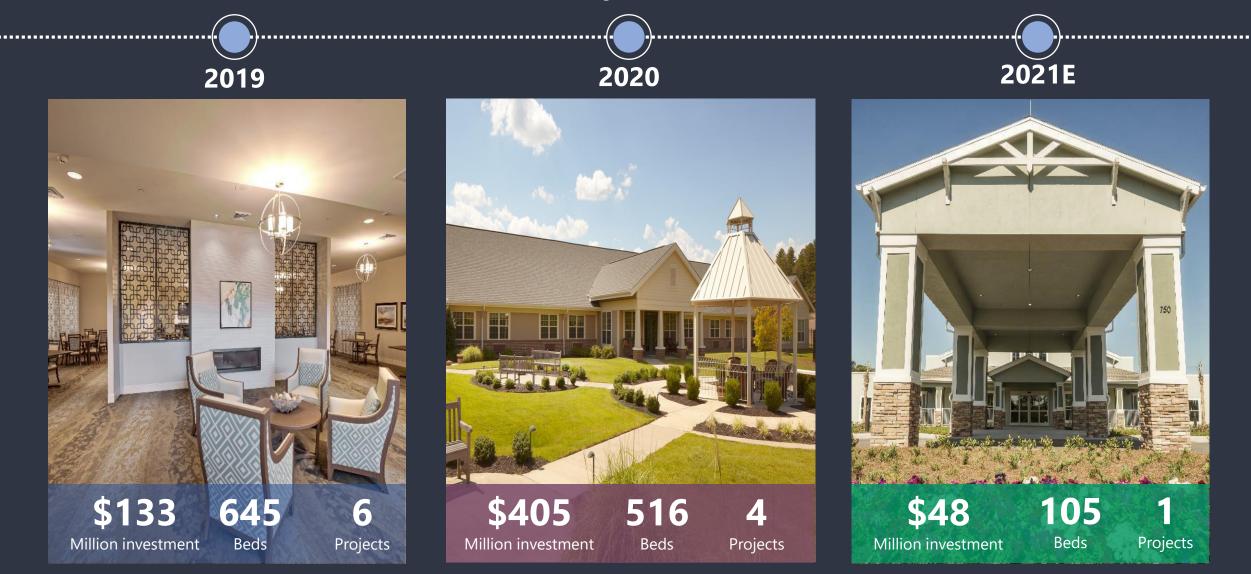
A Long History of Prudent Capital Allocation





External Growth Augmented by Development

New Builds by In-Service Year



Proven Investment Strategy for Future Growth

Partner with quality operators with ambition to grow

Justify the cost of capital advantage through strong growth





Acquire assets using superior cost of capital

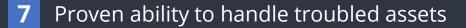
Derive significant earnings accretion from acquisitions



- **2** Leverage existing 70 operator relationships
- 3 Invest primarily in current core markets
- **4** Maintain focus on senior care facilities



- Use credit facility to make acquisitions and replenish availability with long-term debt and equity issuances
- 6 Proven ability to execute on strategies



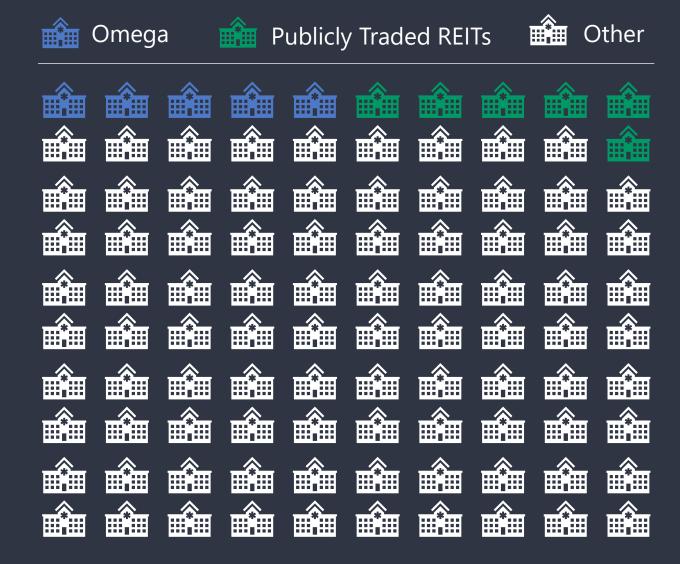
Ample Opportunity to Expand Portfolio

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

SNF OWNERSHIP



8 Liquidity Structure & Credit Profile

Effective Balance Sheet Management Provides Financial Flexibility

CONSERVATIVE	SIGNIFICANT	FINANCIAL	DIVIDEND PAYOUT
CAPITALIZATION	LIQUIDITY	FLEXIBILITY	RATIOS
<section-header></section-header>	<text><text><text></text></text></text>	Minimal encumbered assets: 	AFFO Payout Ratio: 78.9% AFFO Payout Ratio: B3.2% AB3.2% Solution of the second

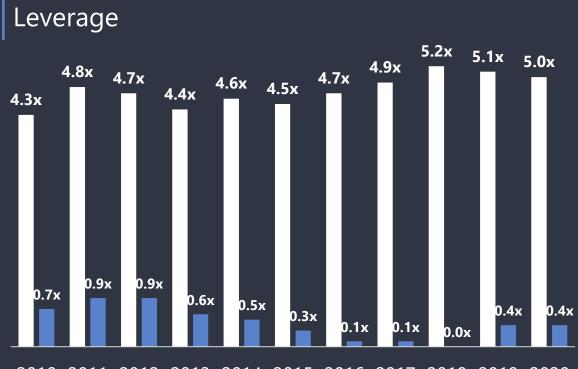
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Conservative Capitalization Policy

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

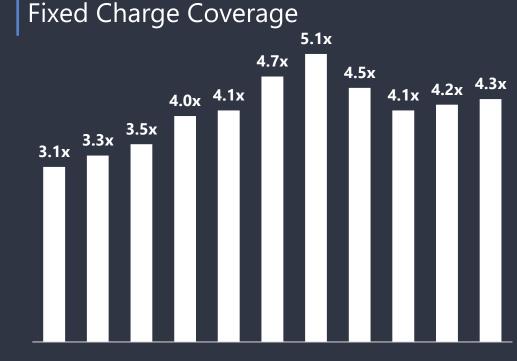
Typically have used drawings under the revolver to make acquisitions and replenished revolver availability with long-term debt and equity issuances



2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020

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

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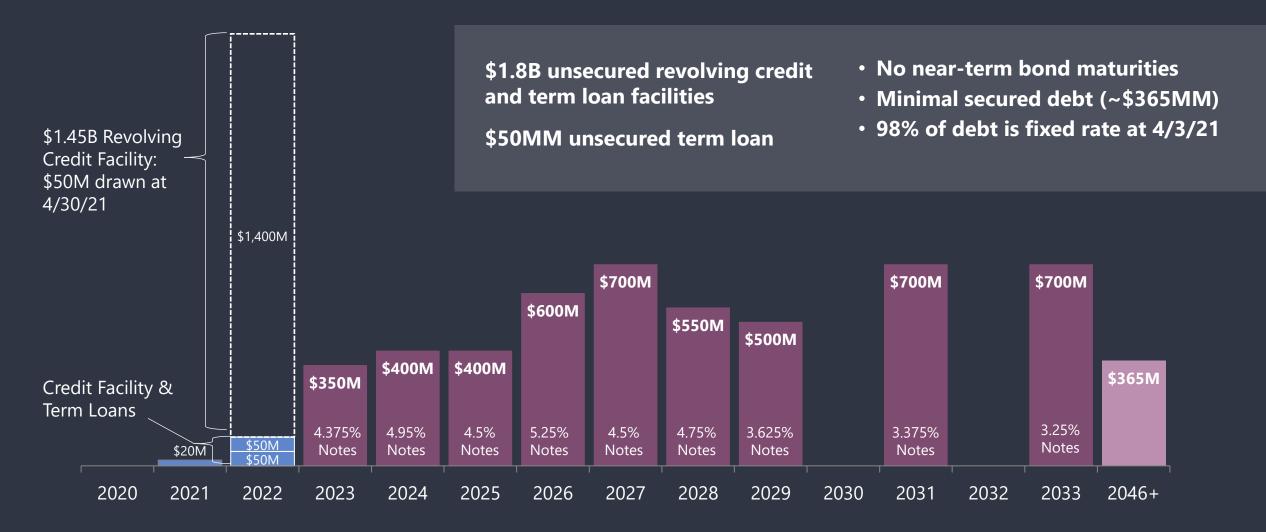


2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020



Well-Laddered Debt Provides Stability

Debt Maturity Schedule as of 4/30/21



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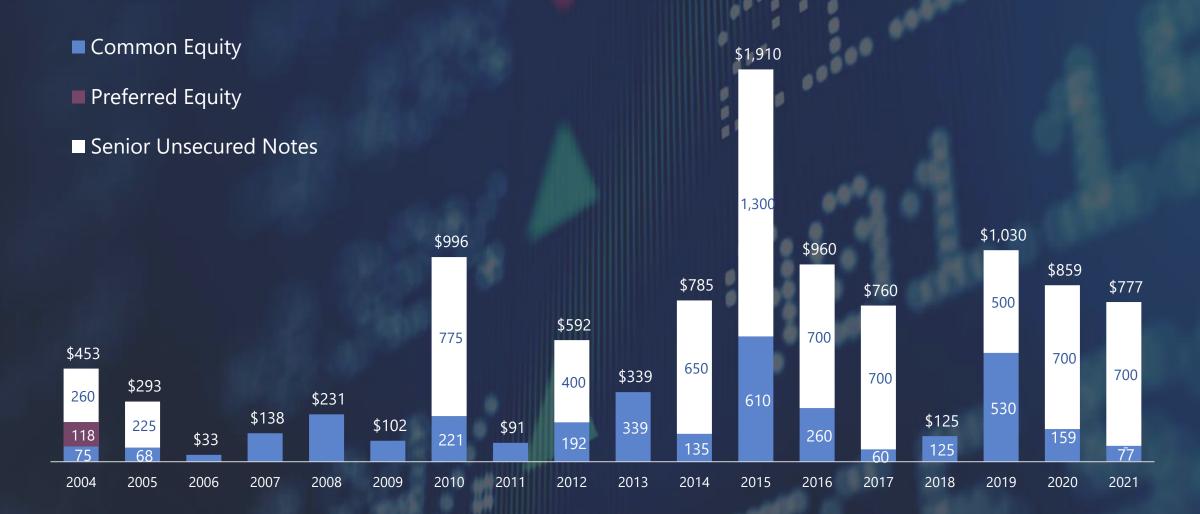
Strong Balance Sheet and Secure Credit Ratings

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	Adj. EBITDA/Total Interest Expense Ratio	4.5x	
	Adj. Total Debt/Adj. Book Capitalization	56.9%	Baa3
	Adj. EBITDA/Fixed Coverage Ratio	4.5x	Moody's
	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





Commitment to ESG Principles

BaylorScott&White MEDICAL CENTER

Prudent and Responsible ESG Program



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 10 Information as of 6/7/2021
- Page 15 Historical AFFO and dividend information can be found in the Investor Relations tab at <u>www.omegahealthcare.com</u>. AFFO per share based on TTM and share price as of 3/31/2021
- <u>Page 18</u> From proprietary analysis of Medicare Fee for Service (FFS) Standard Analytic File (SAF)
- Page 19 KFF.org Hospital Adjusted Expenses per Inpatient Day; MedPac Report to the Congress, March 2021
- Page 20 Average Medicare and Medicaid Rates by Quarter for Omega's Entire Portfolio (through December 31, 2020)
- Page 21 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 22 Appendix A of VIG Digest https://vigdigest.com/
- Page 24 Source Public filings and disclosures of public healthcare REITs; 3rd party transaction reports.
- Page 26 TTM Rent Coverage at 12/31/2020. Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 27 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 28 Source: https://www.gov.uk/government/publications/end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-2019-data-update/statistical-commentary-end-of-life-care-profiles-february-
- Page 30 Source of EBITDA / Total Revenue is "April 2021 KeyBanc Capital Markets: The Leaderboard"
- Page 31 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 32 Represents 4Q20 Annualized Contractual Rent/Interest. Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 34 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 36 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 39 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 41 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 42 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 43 Source for ranking is "2020 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2020
- Page 44 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 45 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

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SOURCE INDEX

- Page 47 Current and historic supplemental information report located in the Investor Relations tab at <u>www.omegahealthcare.com</u>. 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 52 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 54 Current supplemental information report located in the Investor Relations tab at <u>www.omegahealthcare.com</u>. 1) Represents current HUD debt balance assumed via acquisition of the Encore portfolio on 4/30/2021
- Page 55 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
- Page 56 Current and historic supplemental information report 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 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 64 Source: CDC.gov
- Page 65 Source: Inpatient, SNF, Home Health and Enrollment Standard Analytic Files, 2015-2019
- Page 66 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
 Paid a \$0.67 per share quarterly common stock dividend Sold six facilities for \$18 million in cash proceeds generating \$2 million in gains Completed \$19 million in new investments Invested \$39 million in capital renovation and construction- in-progress projects 	 Paid a \$0.67 per share quarterly common stock dividend Sold seven facilities for \$38 million in cash proceeds generating \$13 million in gains 	 Paid a \$0.67 per share quarterly common stock dividend Invested \$22 million in capital renovation and construction- in-progress projects Revised its revenue recognition accounting treatment related to operators with going concern disclosures 	 Paid a \$0.67 per share quarterly common stock dividend Issued \$700 million aggregate principal amount of 3.375% Senior Notes due 2031 Completed \$78 million of new investments Invested \$19 million in capital renovation and construction- in-progress projects



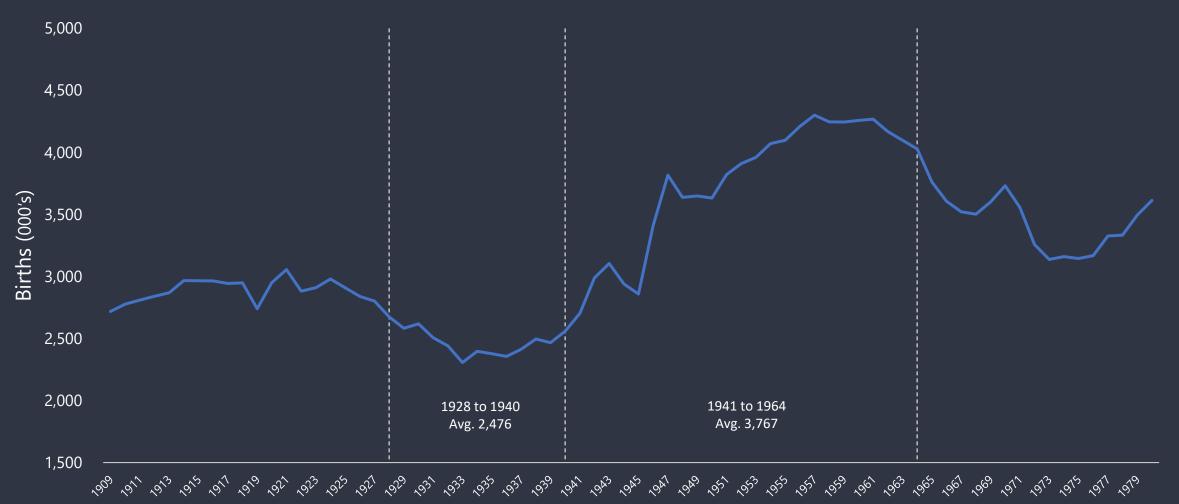
2021 Quarterly Highlights

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



Industry Overview: Baby Boomers Started Turning 75 in 2016

U.S. Birthrates, 1909 to 1980





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

Discharge Disposition by Year



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



Industry Overview: Limited Supply Availability

Trend in Certified Nursing Facilities, Beds and Residents



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