

OMEGA HEALTHCARE INVESTORS

INVESTOR PRESENTATION



December 2023

### 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 forward-looking 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 our Quarterly Supplements posted on the Financial Information section of our website at https://www.omegahealthcare.com/investors. 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 September 30, 2023, 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 starting on page 60.



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1 Company Profile & Strategy





# **OMEGA SNAPSHOT**

(NYSE:OHI)

1992

Year Listed

\$10.1B

Total RE Investments

\$12.9B

Enterprise Value

**65** 

Operators

883

Properties (US & UK)

86,201

Number of Beds

BBB-

**Investment Grade** 

54%

5-Year TSR

8.1%

Dividend Yield

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

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

Consistent dividend growth

Diversified geographic exposure and tenant base

Proven acquisition and development capabilities

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

> Positioned to benefit from macro tailwinds

Investment grade credit with ample liquidity

Strong corporate governance program 8

5



# **Experienced and Proven Management Team**



**Taylor Pickett** Chief Executive Officer

38 years in industry 22 years at OHI



Dan Booth Chief Operating Officer

37 years in industry 22 years at OHI



**Bob Stephenson** Chief Financial Officer

37 years in industry 22 years at OHI



Gail Makode Chief Legal Officer

24 years in industry 4 years at OHI



**Neal Ballew** Chief Accounting Officer

13 years in industry 3 years at OHI



**Matthew Gourmand** SVP, Corporate Strategy

25 years in industry 6 years at OHI



Vikas Gupta SVP, Acquisitions & Development

20 years in industry 12 years at OHI



Megan Krull SVP, Operations

23 years in industry 13 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 Assisted Living Facilities (ALFs)
- Staff at SNFs and ALFs have risked their health and the health of their families to protect residents
- Operators implemented new and evolving protocols to limit the spread of COVID-19
- Occupancy declined ~13% between February 2020 and January 2021
- Expenses increased by as much as \$45 PPD from January of 2020 due to staffing and PPE

### Response

- Federal and many State governments provided significant and necessary relief to the industry
- However, State relief has varied significantly, and Federal relief has slowed in the last 24 months
- Many states have increased their Medicaid reimbursement rates to reflect increased cost pressures
- CMS increased their Medicare FFS SNF rate by 4.0%, effective October 2023. This is net of the final 2.3% of the 4.6% PDPM claw back that was mandated in 2020.

### Outcomes

- Operators still face a difficult, albeit improving, environment
- Expenses per patient day have eased but remain elevated compared to January of 2020, primarily due to higher staffing related costs
- Occupancy has increased ~8% from the low in January of 2021
- We collected ~93% of our 3Q23 contractual rent and mortgage payments from our operators.



# **Operator Updates**

In November, Maplewood paid \$3.5M less than its contractual rent. Further, it indicated that it expects to pay \$3.0M less than its contractual rent in December.

In addition, LaVie paid \$1.4M in rent in November, below its previous run-rate of \$2.5M per month, and, at this time, it is unclear what it will pay in December.

The combined impact of these expected shortfalls means that we no longer expect our 4th quarter FAD to approximate our dividend.

We continue to believe in the long-term value and cash flow of these portfolios. Upon the conclusion of the restructuring, we believe LaVie's contractual rent will materially exceed its 4th quarter run-rate. In addition, Maplewood has developed an exceptionally high-quality portfolio located in affluent markets. Demand for its assets has seen occupancy for its stabilized portfolio rebound above 90% as of October 2023, in line with pre-pandemic levels, and we believe it will achieve strong rate increases across its stabilized portfolio in 2024, which we expect will further enhance its cash flows.

We continue to work diligently to resolve our outstanding operator issues. However, until we reach agreements with these operators, the ultimate resolution of these operator issues is unknown.

Furthermore, with many operators continuing to struggle with the impact of COVID-19 on both occupancy and staffing, there remains an elevated risk that additional operators may be unable to pay in accordance with their contractual terms.

For additional information, please refer to our 3<sup>rd</sup> Quarter 2023 Form 10-Q at www.omegahealthcare.com



# 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** 



Strong **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



### Strong **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 8.1%

### VALUE STOCK

Trades at 9.6x AFFO

# **OMEGA**

GROWTH STOCK

Annualized AFFO Growth of 6.6% since 2004

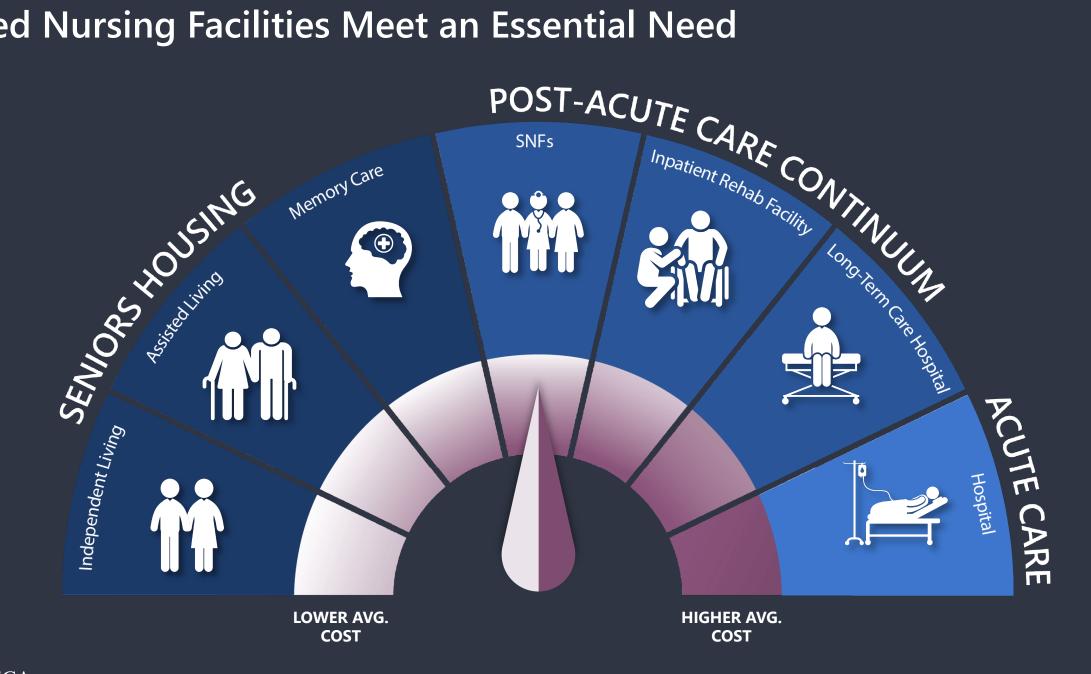






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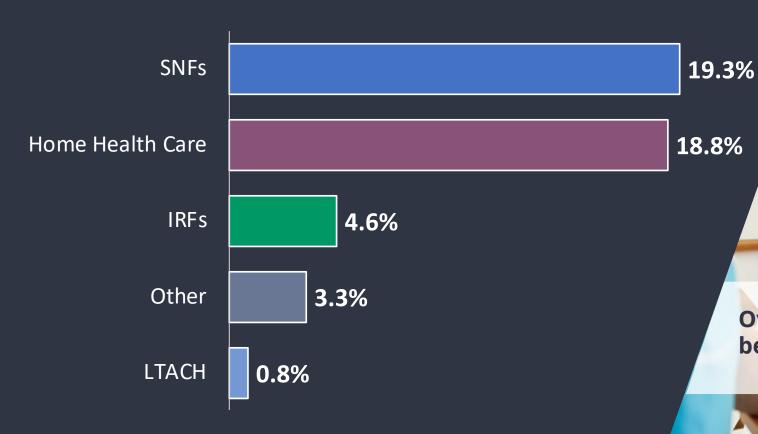
# Skilled Nursing Facilities Meet an Essential Need





More Patients Are Discharged to Skilled Nursing Facilities Than to Any Other Type of Facility

MEDICARE FFS HOSPITAL DISCHARGE DESTINATIONS



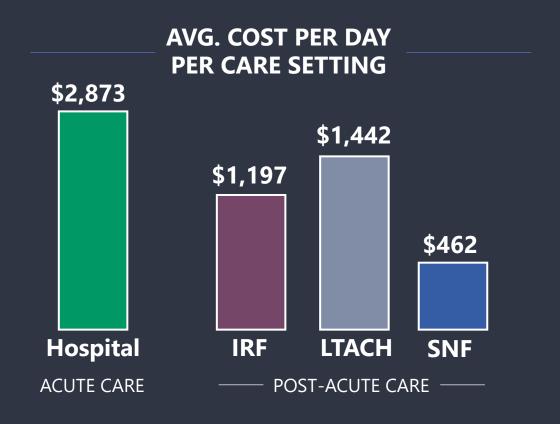






# Lowest Cost Provider of Post-Acute 24-Hour Nursing Care

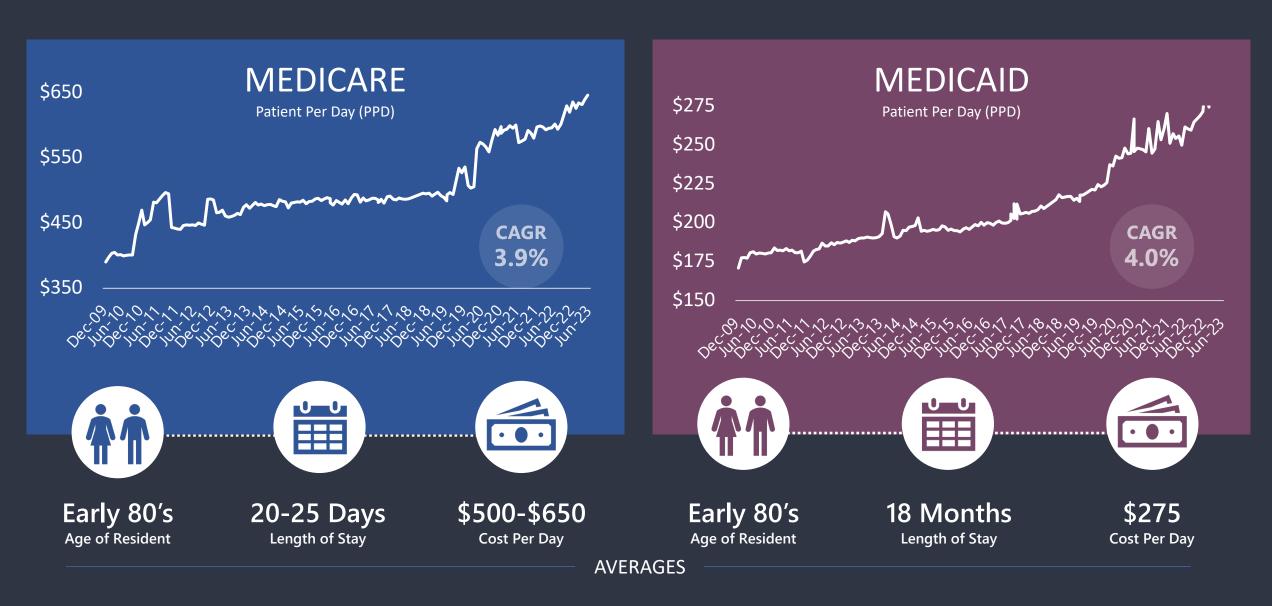
SNFs provide care for much higher acuity patients that can be handled in Senior Housing or Home Health settings – so hospital discharges to SNFs have held steady







# Skilled Nursing Facilities are Primarily Funded Through Medicare and Medicaid



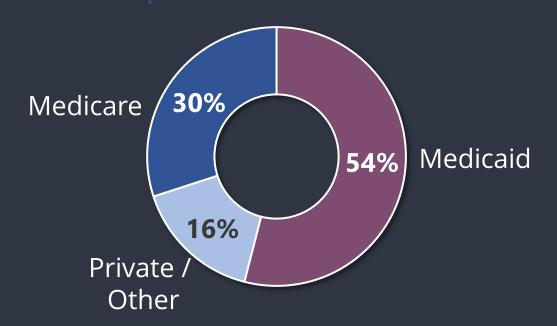


# Omega's Average Facility Statistics

~ 100 Avg. Beds in Facility 78.6%

Occupancy

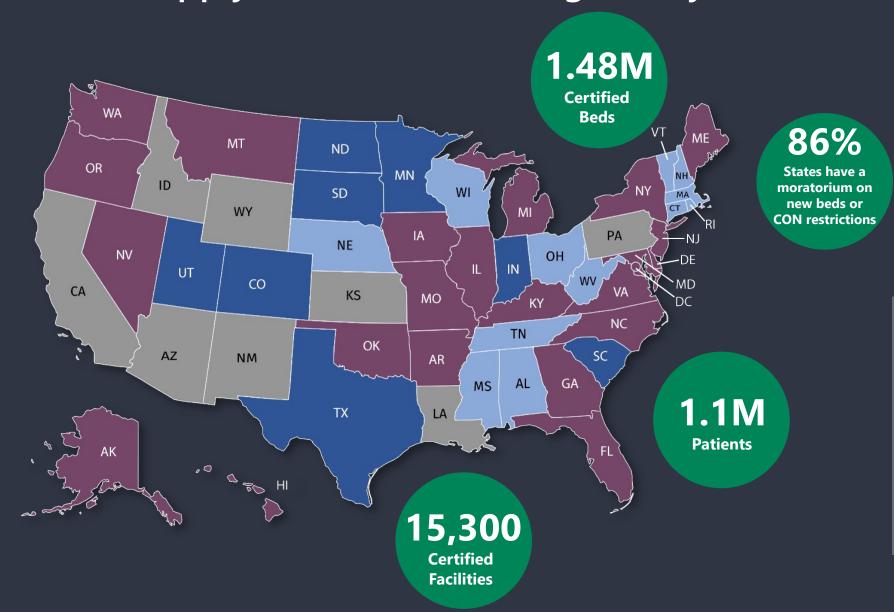
### **OPERATOR PAYOR MIX**







# 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
- 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 \$240 a day on average

Federal match encourages states to maintain levels of funding

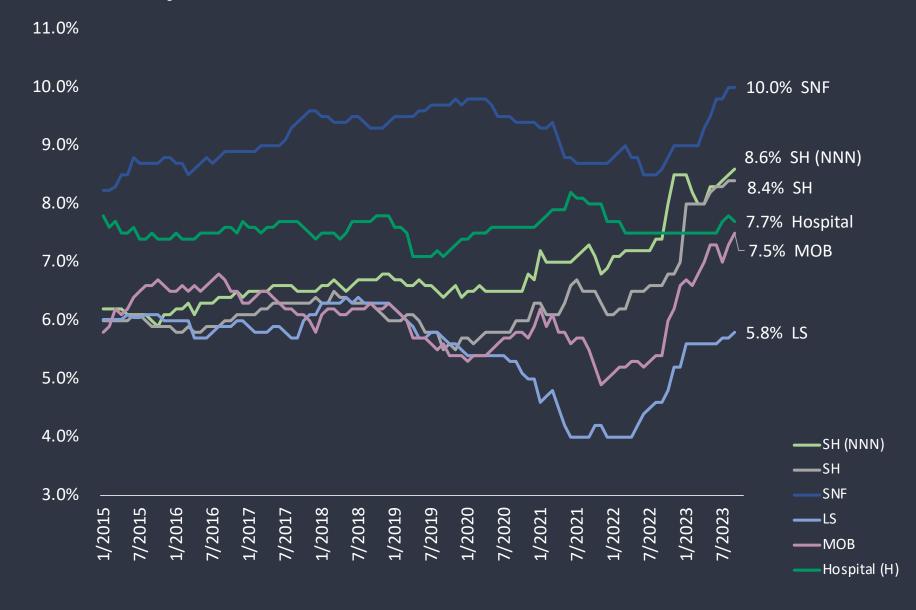
- With such a high percentage of Medicaid patients needing care, states are required to provide funding
- Federal match discourages states from cutting funding to Medicaid

### 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:

9.3%



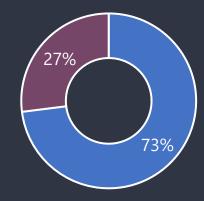




### **Portfolio Overview**

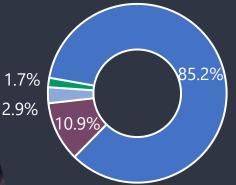
Long-term Triple Net Master Leases: Operators are responsible for all property expenses

#### FACILITY INVESTMENT TYPES



- Skilled Nursing/Transitional
- Senior Housing

#### RENT/INTEREST



 $oldsymbol{\Omega}$  omega

- Rental Property
- RE Loans Interest Income
- Other
- RE Tax & Ground Leases

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

883 Properties

Operators

#### **STRONG OPERATOR COVERAGE**

1.50x **EBITDARM** 

1.15x

**EBITDAR** 

#### **NEAR-TERM SUPPLY & DEMAND OUTLOOK**



**FAVORABLE** 

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

Minimal near-term lease expirations

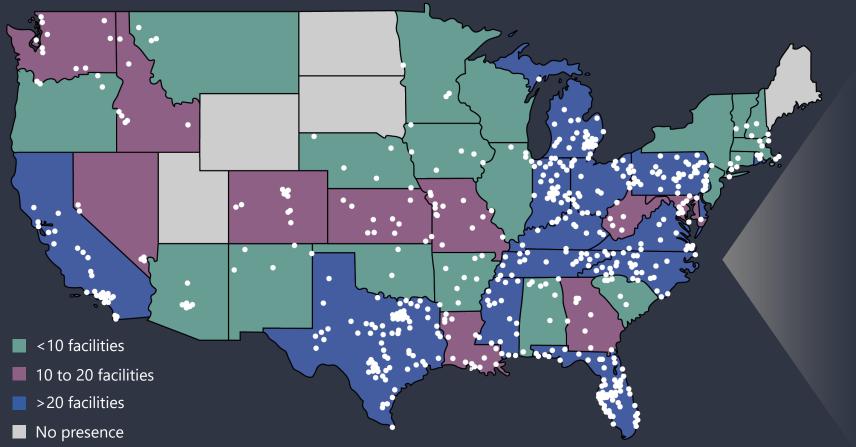
Limited material lease renewal risk



# **Diversified Geographic Portfolio**



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



# Investment Concentration by Location

Texas	10.2%
Florida	8.9%
Indiana	6.9%
United Kingdom	6.5%
California	6.1%
Michigan	5.4%
Ohio	4.9%
Virginia	4.7%
North Carolina	4.4%
Pennsylvania	4.2%
Remaining States	37.8%

# 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

96% **Rent & Interest** tied to Master Leases

93% **Rent & Interest** tied to Fixed-Rate **Escalators** 

Expenses are generally operator's responsibility (insurance, property taxes, capital expenditures)

Omega receives fixed rent payment from tenants, with annual escalators

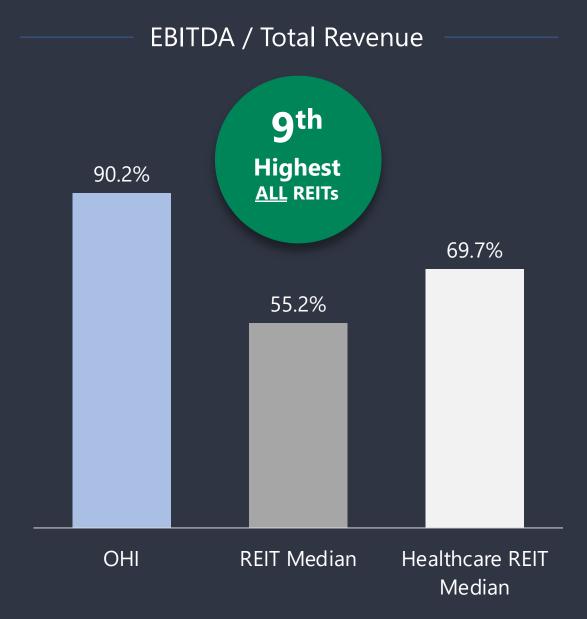
2.2%

Weighted-Avg. **Fixed Escalator\*** 

\* Based on contractual escalators, some of which have

 $\Omega$  OMEGA

# **Favorable Portfolio Composition to Peers**



Compared to other Healthcare REITS

Concentration of Top 5 relationships: 40.7%; Peer Avg: 54%



**Favorable** portfolio diversification & exposure

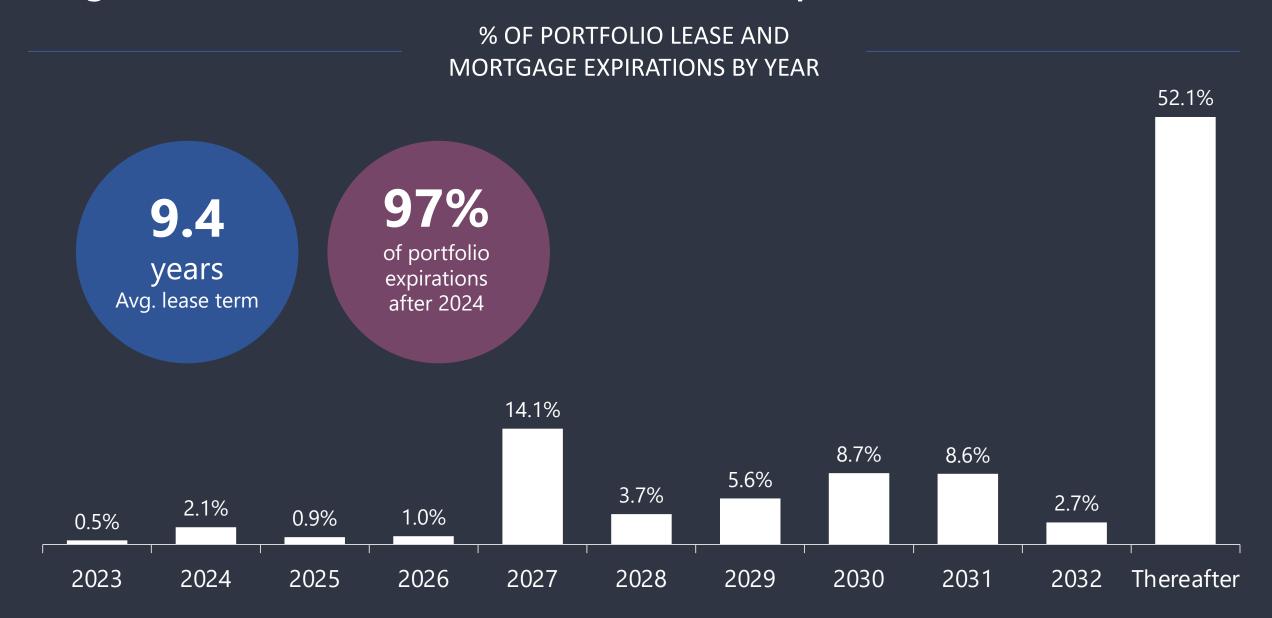


State diversification: 883 properties spread over 42 states and the U.K.





# Long-Term Leases with Minimal Near-Term Expirations

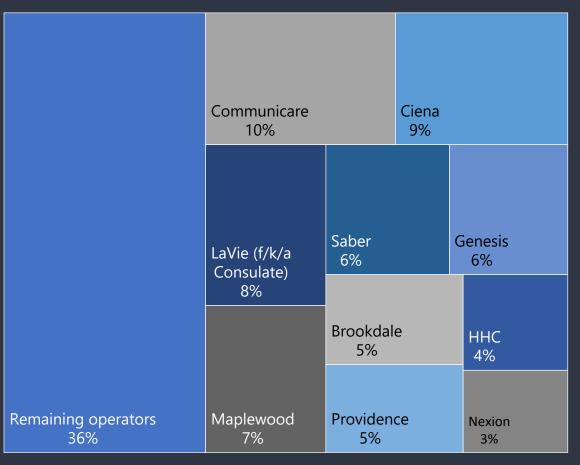




# **Strong Returns Start with Strong Operators**



#### **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 10 years.



### **Highly Engaged**

Over 80% 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.

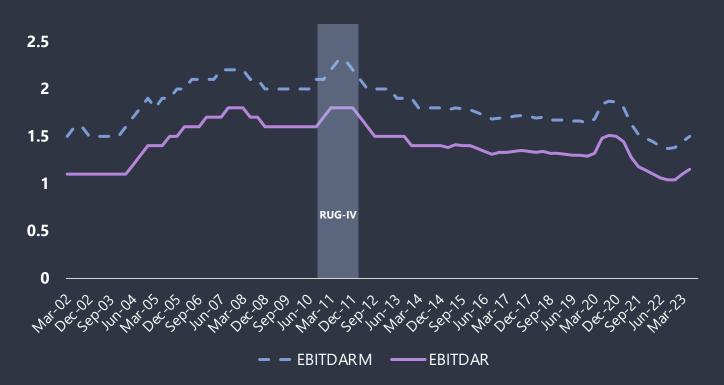




# **Operators Continue to be Profitable**

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**

In 2022, 47% of all Medicare beneficiaries were enrolled in Medicare Advantage plans, up from 24% in 2010. 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.

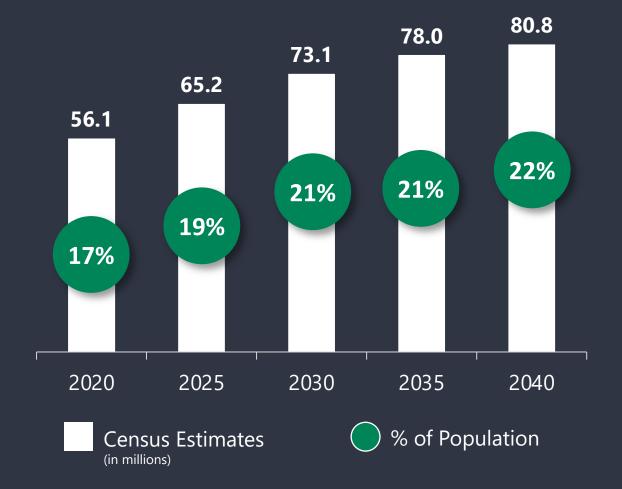
Headwinds are moderating and demographic tailwinds should drive occupancy and operator performance going forward.





# A Growing Aging Population **Provides Opportunity**

65+ Age Population





- Aging Baby Boomers expected to drive a multi-decade increase in demand for SNFs
- 44% projected increase in Adults 65+ in the next 20 years
- Increasing occupancy should improve 3 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





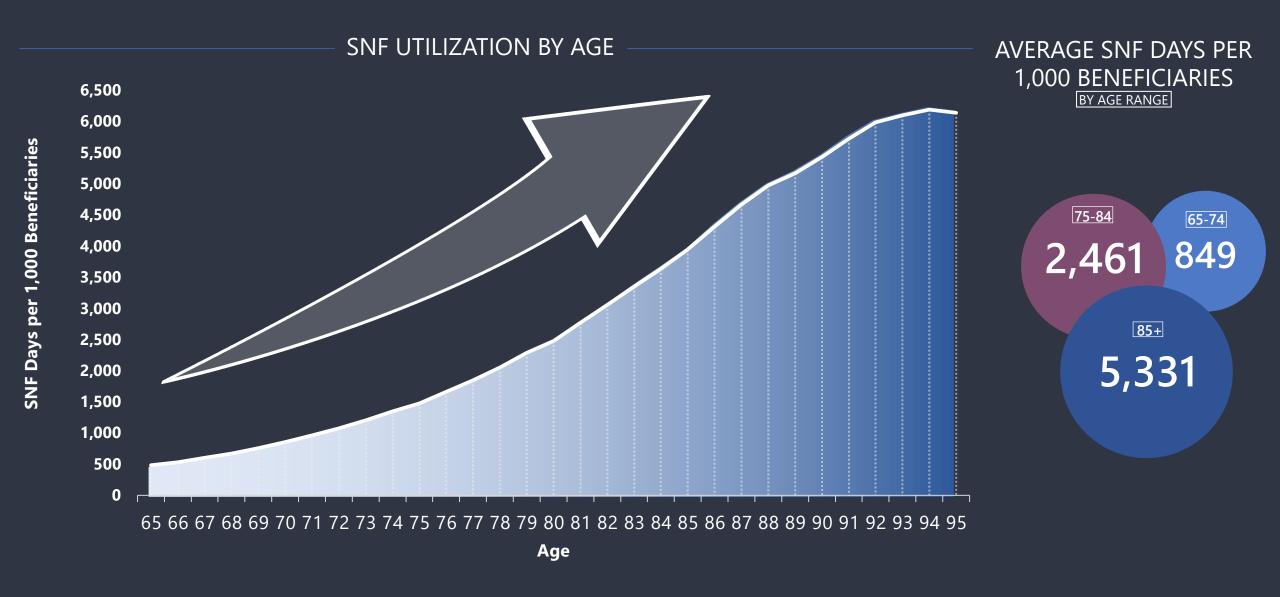
Based on birth rates beginning in the 1940s and current SNF utilization information, we believe the industry is at the beginning of a 20+ year secular tailwind. This belief is based on:



- 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

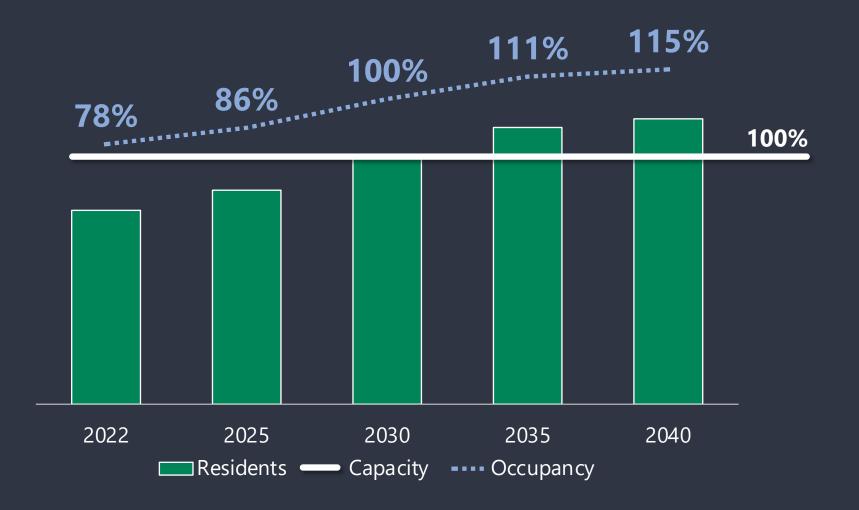


### Significant Increase in SNF Utilization by Those Aged 75+





### SNF Demand Estimated to Outstrip Supply by 2030





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

2

Prudent incremental supply will create additional development growth opportunities.







### Consistently Performing and Growing

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



#### 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022

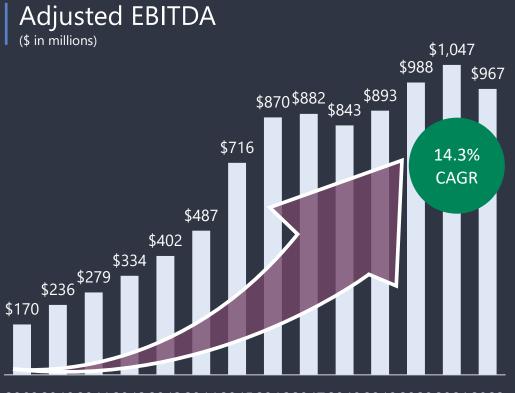
#### Omega Core Operations Revenue (\$ in millions)

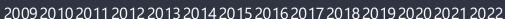


2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022



### **Strong Growth in Profitability**





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

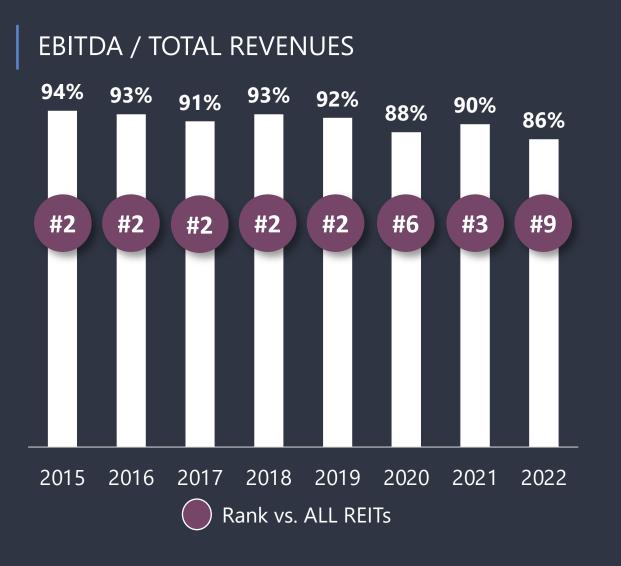


2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 2020 2021 2022



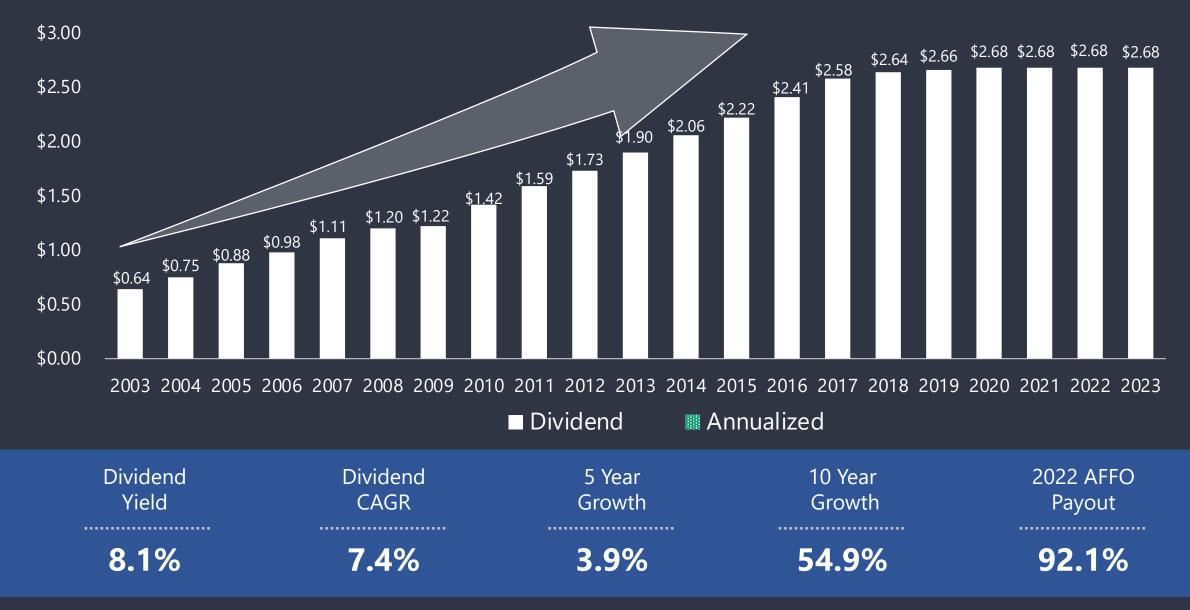


### Outstanding Financial Performance Among <u>ALL</u> REITs





### High-Yield and Historically Consistent Dividend

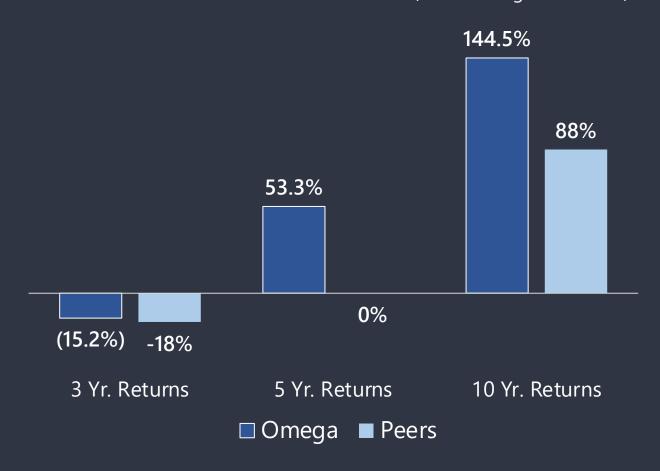


### **Top-Tier Total Shareholder Returns**

Shareholder Returns Through 12/31/22

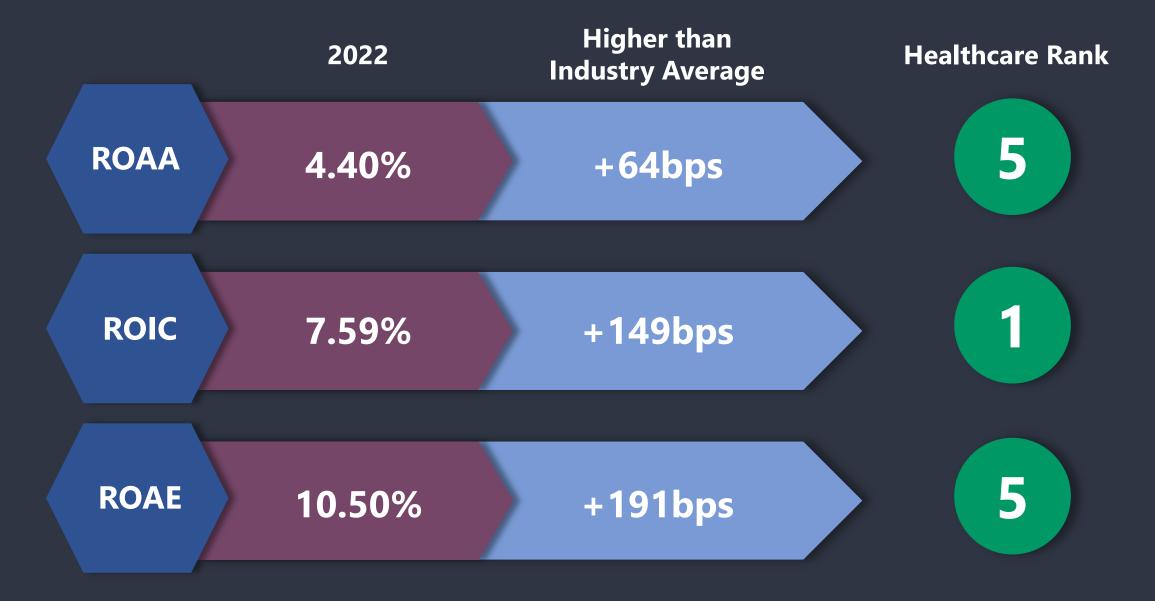


OHI Total Returns vs. Healthcare REIT Averages
(Years ending 12/31/2022)





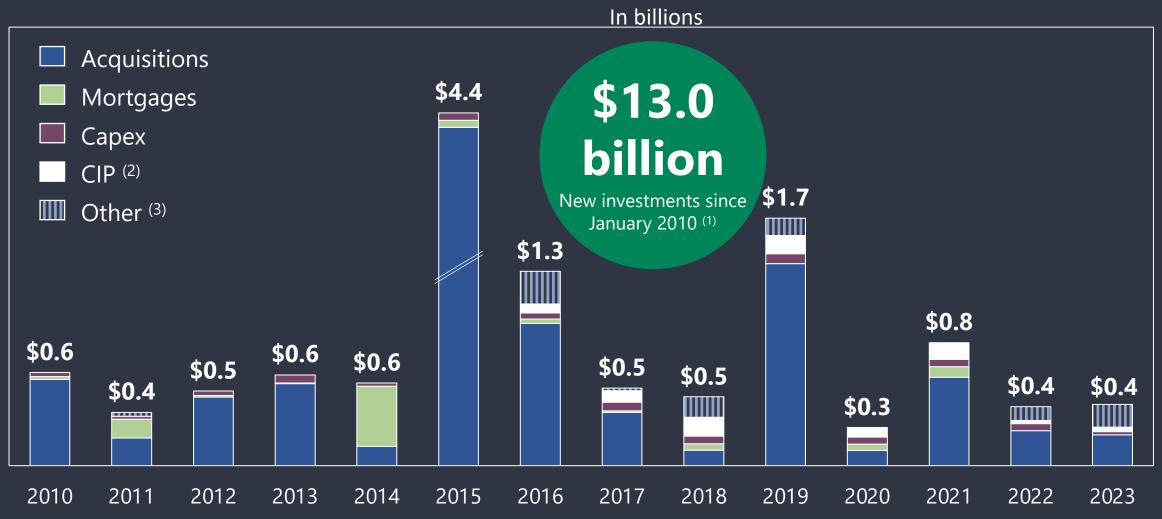
### **Top-Tier Returns on Investments**





### A Long History of Prudent Capital Allocation







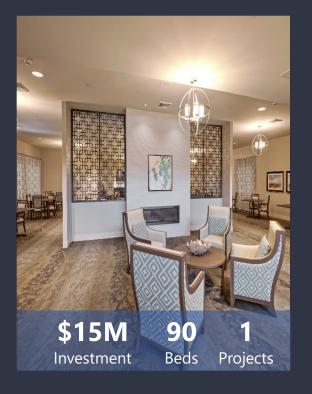
### **External Growth Augmented by Development**

**New Builds by In-Service Year** 

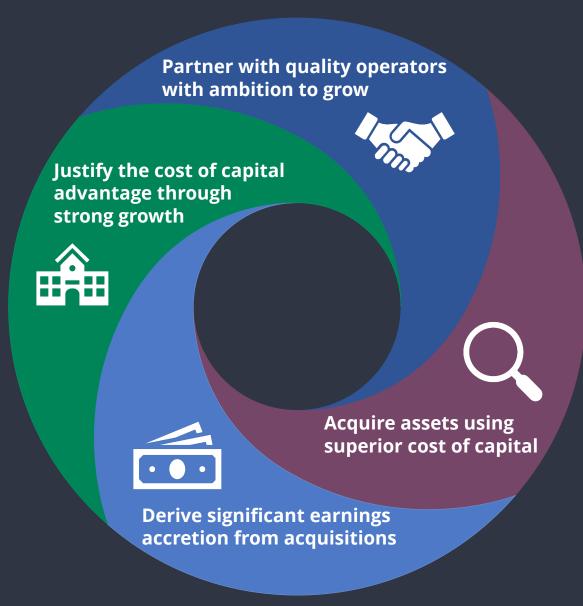








### Proven Investment Strategy for Future Growth



- Continue to pursue accretive transactions
- Leverage existing 65 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**

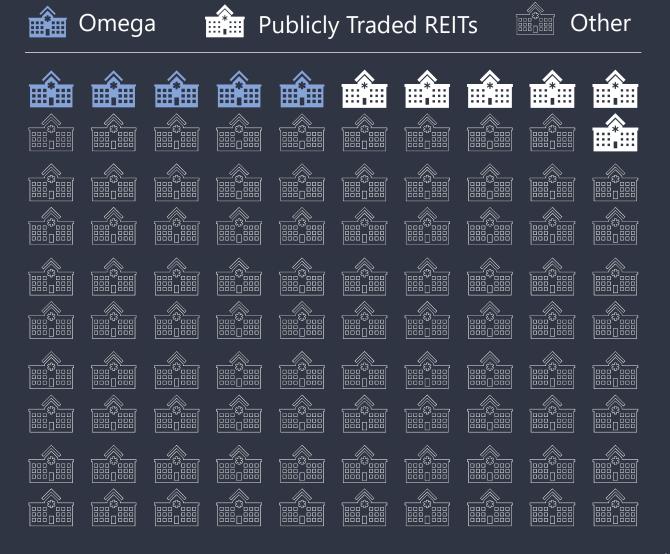
### **SNF OWNERSHIP**

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
Normalized EBITDA ratio:

5.01x

# SIGNIFICANT LIQUIDITY

Availability under \$1.45B revolving credit facility:

~\$1.43B

Well-laddered debt maturities:

No material

maturities until

April 2024

## FINANCIAL FLEXIBILITY

Minimal encumbered assets:

3.8%

Of gross real estate assets are encumbered

Funded Debt to TAV:

47%

(Determined pursuant to bond covenants)

Adjusted Fixed Charge Ratio > 1.5x:

4.0

# DIVIDEND PAYOUT RATIOS

AFFO Payout Ratio:

94.1%

FAD Payout Ratio:

98.8%

Consistent dividend increases:

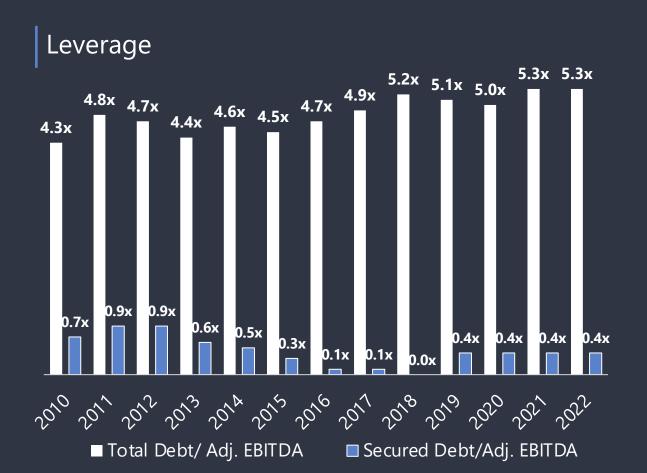
\$0.67

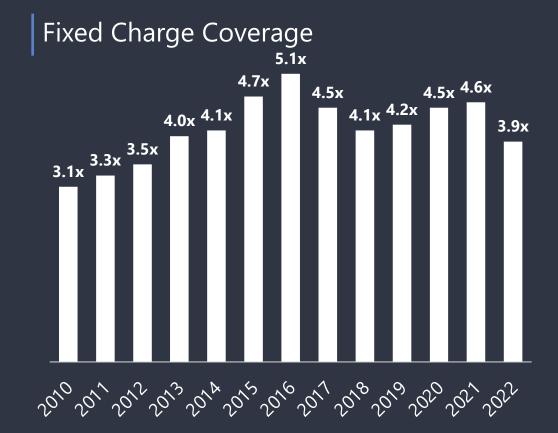
(\$2.68 annualized)

### **Conservative Capitalization Policy**

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

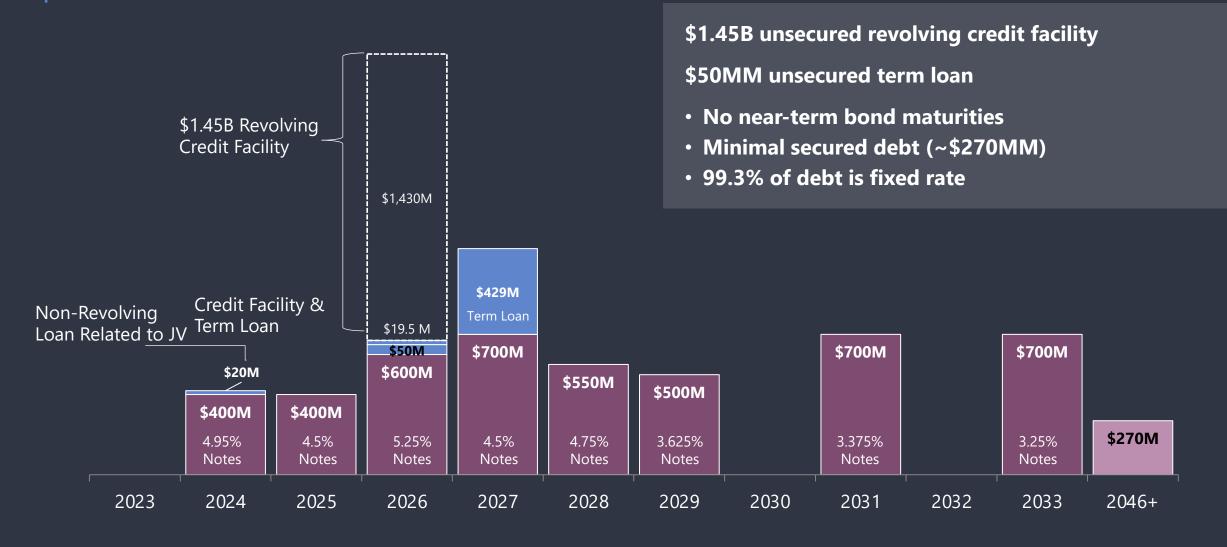
Typically have used borrowings under the revolver to make acquisitions and replenished revolver availability with long-term debt and equity issuances





### Well-Laddered Debt Provides Stability

Debt Maturity Schedule as of 9/30/23



### Strong Balance Sheet and Secure Credit Ratings

	Funded Debt/Adj. Ann. EBITDA	5.04x	
BBB-  S&P Global Ratings	Adj. EBITDA/Total Interest Expense Ratio	4.0x	
	Adj. Total Debt/Adj. Book Capitalization	58.3%	Baa3
	Adj. EBITDA/Fixed Coverage Ratio	4.0x	Moody's
	Adj. Total Debt/Total Market Capitalization	39.0%	
FitchRatings	3Q23 Funds Available for Distribution per share	\$0.68	





### 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 since 2015 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 15 US REITs to be included in the 2022 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** 

38% 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**

- <u>Page 5</u> Current supplemental information report located in the Investor Relations tab at <u>www.omegahealthcare.com</u>. 5-Year TSR as of 9/30/2023.
- Page 9 Information as of 11/3/2023
- Page 15 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 9/30/23
- <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 2023
- Page 20 Average Medicare and Medicaid Rates by Quarter for Omega's Entire Portfolio (through March 31, 2023)
- 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 6/30/2023. Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
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- 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-update
- Page 30 Source of EBITDA / Total Revenue is "December 2022 KeyBanc Capital Markets: The Leaderboard"
- Page 31 Current supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 32 Represents 3Q23 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 38 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 "2022 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2022
- Page 44 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 45 Source: "2022 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2022. Peer returns are simple average of returns of NHI, HR, LTC, SABRA, VTR, and WELL



#### **SOURCE INDEX**

- Page 46 Source for ranking is "2022 KeyBanc Capital Markets: The Leaderboard" as of 12/31/2022
- Page 48 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com. 1) Includes the \$3.9 billion 2015 Aviv acquisition; and the \$623 million 2019 MRT acquisition 2) Included in "Acquisitions" prior to 2016 3) Consists primarily of mezzanine and JV investments
- Page 53 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 54 Current and historic supplemental information report located in the Investor Relations tab at www.omegahealthcare.com
- Page 55 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 56</u> All supporting information and reconciliations can be found in the current supplemental information report (pages 11, 12, 18, and 19) located in the Investor Relations tab at www.omegahealthcare.com
- <u>Page 57</u> Current and historic supplemental information report located in the Investor Relations tab at <u>www.omegahealthcare.com</u>
- Page 63 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 64 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 65 Current and historic earnings report press releases located in the Investor Relations tab at www.omegahealthcare.com
- Page 66 Source: CDC.gov
- <u>Page 67</u> Source: Inpatient, SNF, Home Health and Enrollment Standard Analytic Files, 2015-2022
- Page 68 Compiled by American Health Care Association (AHCA) Research Department from CMS OSCAR/CASPER survey data (2009-2022)



### 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>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$6M of investments</li> <li>Implemented a new \$1.0B ATM program</li> <li>Closed a \$1.45 billion unsecured credit facility</li> <li>Closed a \$50 million term loan to an Omega operating partnership subsidiary</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Invested \$96 million in capital renovation and constructionin-progress projects</li> <li>Completed \$66 million of mortgage loan investments</li> <li>Completed \$10 million of real estate acquisitions</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Invested \$20 million in capital renovation and constructionin-progress projects</li> <li>Sold 3 facilities for \$8 million in cash proceeds, generating a \$1 million gain</li> </ul>





### 2022 Quarterly Highlights

1Q 2022	2Q 2022	3Q 2022	4Q 2022
<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$121 million of real estate acquisitions</li> <li>Invested \$20 million in capital renovation and construction-in-progress projects</li> <li>Repurchased 981 thousand common shares for \$27 million</li> <li>Sold 27 facilities for \$333 million in cash proceeds, generating a \$114 million gain</li> <li>Was included in the Bloomberg Gender-Equality Index for the 3rd consecutive year</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Invested \$56 million in two loans that bear interest at 12.0% per annum</li> <li>Funded \$17 million in capital renovation and constructionin-progress projects</li> <li>Repurchased 4.2 million common shares for \$115 million</li> <li>Sold 13 facilities for \$54 million in cash proceeds, generating a \$25 million gain</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$28 million in real estate acquisitions</li> <li>Invested \$40 million in a new loan that bears interest at 12.0% per annum</li> <li>Funded \$19 million in capital renovation and constructionin-progress projects</li> <li>Sold four facilities for \$51 million in cash proceeds, generating a \$41 million gain</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$89 million in real estate acquisitions</li> <li>Funded \$15 million in capital renovation and constructionin-progress projects</li> <li>Sold 33 facilities for \$321 million in cash proceeds and \$105 million in seller financing, generating a \$180 million gain</li> </ul>





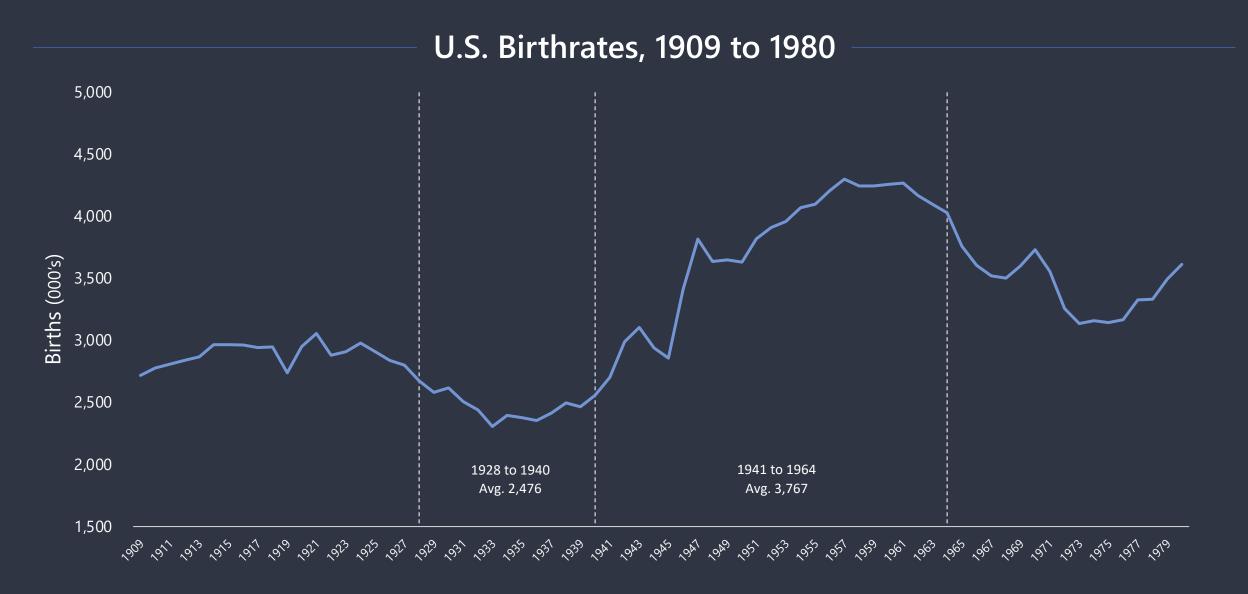
### 2023 Quarterly Highlights

1Q 2023	2Q 2023	3Q 2023	4Q 2023
<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$26 million in real estate acquisitions</li> <li>Funded \$11 million in capital renovation and construction-in-progress projects</li> <li>Sold two facilities for \$18 million in cash proceeds, generating a \$14 million gain</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$129 million in real estate acquisitions.</li> <li>Invested \$124 million in real estate loans and other loans and investments.</li> <li>Funded \$17 million in capital renovation and constructionin-progress projects.</li> <li>Sold 10 facilities for \$45 million in cash proceeds, generating a \$12 million gain.</li> </ul>	<ul> <li>Paid a \$0.67 per share quarterly cash dividend on common stock</li> <li>Completed \$55 million in real estate acquisitions.</li> <li>Invested \$26 million in real estate loans.</li> <li>Funded \$24 million in capital renovation and construction projects.</li> <li>Sold 15 facilities for \$99 million in cash proceeds and consideration, and received repayment of a \$105 million seller note, generating a \$44 million gain on assets sold.</li> </ul>	Declared a \$0.67 per share quarterly cash dividend on common stock to be paid in November





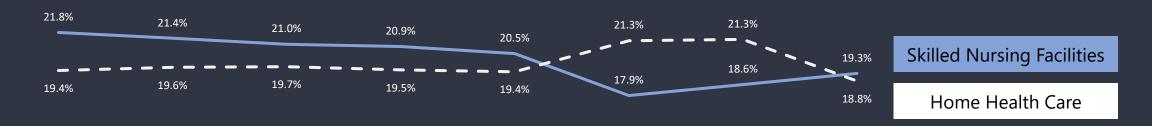
### **Industry Overview: Baby Boomers Started Turning 75 in 2016**





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

### Discharge Disposition by Year



3.5%	3.5%	3.5%	3.7%	3.8%	4.2%	4.5%	4.6%	IRF
3.3%	3.3%	3.3%	3.3%	3.4%	3.5%	3.4%	3.3%	Other
1.2%	1.2%	1.1%	1.0%	0.9%	1.0%	0.9%	0.8%	LTCH
2015	2016	2017	2018	2019	2020	2021	2022	



### Industry Overview: Limited Supply Availability

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

