

Hamilton House Cedarburg, WI

# Supplemental Operating & Financial Data June 2019





#### FORWARD-LOOKING STATEMENTS

This supplemental information contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, adopted pursuant to the Private Securities Litigation Reform Act of 1995. Statements that are not purely historical may be forward-looking. You can identify some of the forward-looking statements by their use of forward-looking words, such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "estimates" or "anticipates," or the negative of those words or similar words. Forward- looking statements involve inherent risks and uncertainties regarding events, conditions and financial trends that may affect our future plans of operation, business strategy, results of operations and financial position. A number of important factors could cause actual results to differ materially from those included within or contemplated by such forward-looking statements, including, but not limited to, the status of the economy, the status of capital markets (including prevailing interest rates), and our access to capital; the income and returns available from investments in health care related real estate, the ability of our borrowers and lessees to meet their obligations to us, our reliance on a few major operators; competition faced by our borrowers and lessees within the health care industry, regulation of the health care industry by federal, state and local governments, changes in Medicare and Medicaid reimbursement amounts (including due to federal and state budget constraints), compliance with and changes to regulations and payment policies within the health care industry, debt that we may incur and changes in financing terms, our ability to continue to qualify as a real estate investment trust, the relative illiquidity of our real estate investments, potential limitations on our remedies when mortgage loans default, and risks and liabilities in connection with properties owned through limited liability companies and partnerships. For a discussion of these and other factors that could cause actual results to differ from those contemplated in the forward-looking statements, please see the discussion under "Risk Factors" and other information contained in our Annual Report on Form 10-K for the fiscal year ended December 31, 2018 and in our publicly available filings with the Securities and Exchange Commission. We do not undertake any responsibility to update or revise any of these factors or to announce publicly any revisions to forward-looking statements, whether as a result of new information, future events or otherwise.

#### NON-GAAP INFORMATION

This supplemental information contains certain non-GAAP information including EBITDAre, adjusted EBITDAre, FFO, FFO excluding non-recurring items, FAD, FAD excluding non-recurring items, adjusted interest coverage ratio, and adjusted fixed charges coverage ratio. A reconciliation of this non-GAAP information is provided on pages 22, 25 and 26 of this supplemental information, and additional information is available under the "Non-GAAP Financial Measures" subsection under the "Selected Financial Data" section of our website at www.LTCreit.com.

# TABLE OF CONTENTS

#### COMPANY

Company Information & Leadership	3
INVESTMENTS	
Execution of Growth Strategy	4
Real Estate Activities	
Acquisitions and Loan Originations	5
Joint Ventures	6
De Novo Development	7
Expansions and Renovations	8
Lease-Up and Lease-Up History	9-10
Capital Recycling	11

#### PORTFOLIO

Portfolio Overview	12
Portfolio Metrics	13
Portfolio Diversification	
Geography, MSA, Age of Portfolio	14-15
Operators	16
Maturity	17

#### **FINANCIAL**

Enterprise Value	18
·	10
Debt Metrics	19
Debt Maturity	20
Financial Data Summary	21-22
Income Statement Data	23
Consolidated Balance Sheets	24
Funds from Operations	25-26

#### GLOSSARY

Glossary 27-28







Founded in 1992, LTC Properties, Inc. (NYSE: LTC) is a self-administered real estate investment trust (REIT) investing in seniors housing and health care properties primarily through sale-leaseback transactions, mortgage financing and structured finance solutions including preferred equity and mezzanine lending. LTC's portfolio encompasses Skilled Nursing Facilities (SNF), Assisted Living Communities (ALF), Independent Living Communities (ILF), Memory Care Communities (MC) and combinations thereof. Our main objective is to build and grow a diversified portfolio that creates and sustains shareholder value while providing our stockholders current distribution income. To meet this objective, we seek properties operated by regional operators, ideally offering upside and portfolio diversification (geographic, operator, property type and investment vehicle). For more information, visit www.LTCreit.com.

# **BOARD OF DIRECTORS**

Wendy Simpson	Chairman
Boyd Hendrickson	Lead Independent Director
James Pieczynski	Nominating & Corporate Governance
	Committee Chairman
Devra Shapiro	Audit Committee Chairman
Timothy Triche, MD	Compensation Committee Chairman

# ANALYSTS

John Kim	BMO Capital Markets Corp.
Daniel Bernstein	CapitalOne
Doug Christopher	D.A. Davidson
Peter Martin	JMP Securities, LLC
Jordan Sadler	KeyBanc Capital Markets, Inc.
Karin Ford	Mitsubishi - MUFG
Haendel St. Juste	Mizuho Securities
Mike Carroll	<b>RBC Capital Markets Corporation</b>
Rich Anderson	SMBC Nikko Securities
Chad Vanacore	Stifel, Nicolaus & Company, Inc.
Todd Stender	Wells Fargo Securities, LLC

Any opinions, estimates, or forecasts regarding LTC's performance made by the analysts listed above do not represent the opinions, estimates, and forecasts of LTC or its management.

# LEADERSHIP



Wendy Simpson Chairman, Chief Executive Officer and President





Pam KesslerClint MalinExecutive Vice President,<br/>CFO and SecretaryExecutive Vice President,<br/>Chief Investment Officer



Cece Chikhale Senior Vice President, Controller and Treasurer



Mandi Hogan Vice President, Marketing

LTC PROPERTIES, INC.

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Peter Lyew Vice President, Director of Taxes

Mike Bowden

Vice President,

Investments



Gibson Satterwhite Vice President, Asset Management

Doug Korey Senior Vice President,

Managing Director of

**Business Development** 

Management

TRANSFER AGENT American Stock Transfer and Trust Company 6201 15<sup>th</sup> Avenue Brooklyn, NY 11219 866-708-5586







# \$1.4 Billion in Total Investments Underwritten

Development/Expansions/Renovations

Total LTC Investment (excludes non-controlling partners' contributions)



# **REAL ESTATE ACTIVITIES – ACQUISITIONS AND LOAN ORIGINATIONS**

#### (DOLLAR AMOUNTS IN THOUSANDS)

## ACQUISITIONS

		# OF	PROPERTY	# BEDS/			DATE OF	INITIAL	PURCHASE	ADDIT	IONAL
DA	TE	PROPERTIES	TYPE	UNITS	LOCATION	OPERATOR	CONSTRUCTION	CASH YIELD	PRICE	Соммі	MENT <sup>(1)</sup>
2018	5/11	1	UDP <sup>(2)</sup>	78 units	Medford, OR	Fields Senior Living	2018-2019	7.65%	\$ 600 (3)	\$ 1	.7,508 <sup>(3)</sup>
	6/28	2	MC	88 units	Fort Worth & Frisco, TX	Koelsch Communities	2014/2015	7.25%	25,200		_
	8/30	1	ILF	89 units	Medford, OR	Fields Senior Living	1984/2005	6.75%	14,400 (3)		(3)
		4		255 units					\$ 40,200	\$ 1	.7,508
2019	1/31	1	ALF/MC	74 units	Abingdon, VA	English Meadows Senior Living	2015	7.40%	\$ 16,890 <sup>(4)</sup>	\$	-

(1) Commitments may include capital improvement or development allowances for approved projects but excludes incentive payments and contingent payments. For a comprehensive list of our commitments, see our Quarterly Report on Form 10-Q.

(2) See page 7 for development activities.

(3) We entered into a joint venture ("JV") to develop, purchase and own seniors housing communities. During 2018, the JV purchased land for the development of a 78-unit ALF/MC community for a total anticipated project cost of \$18,108. Additionally during 2018, in a sale-leaseback transaction, the JV purchased an existing operational 89-unit ILF community adjacent to the ALF/MC community we are developing for \$14,400. Upon completion of the development project, LTC's economic interest in the real estate JV is approximately 88%. We account for the JV on a consolidated basis. See page 6 for joint venture contributions.

(4) We entered into a JV to purchase an existing operational 74-unit ALF/MC community. The non-controlling partner contributed \$919 of equity and we contributed \$15,971 in cash. LTC's economic interest in the real estate JV is approximately 95%. We account for the JV on a consolidated basis. See page 6 for joint venture contributions.

#### LOAN ORIGINATIONS

													STATED
		# OF	PROPERTY	# BEDS/		LOAN	MATURITY				FUI	NDED AT	INTEREST
D/	ATE	PROPERTIES	TYPE	UNITS	LOCATION	TYPE	DATE	OPERATOR	ORI	GINATION	ORIO	GINATION	RATE
2018	3/1	1	SNF	112 beds	Sterling Heights, MI $^{(1)}$	Mortgage	Oct-2045	Prestige Healthcare	\$	9,100	\$	7,400	8.66%
	8/31	1	SNF	126 beds	Grand Haven, MI $^{(1)}$	Mortgage	Oct-2045	Prestige Healthcare		10,125		7,125	9.41%
	10/16	1	UDP-ALF/MC/ILF	204 units	Atlanta, GA	Mezzanine	Dec-2023	Village Park Senior Living		6,828		_	12.00% (2)
		3		238 beds/204 units					\$	26,053	\$	14,525	
2019	6/20	2	SNF	205 beds	East Lansing, MI <sup>(3)</sup>	Mortgage	Jan-2045	Prestige Healthcare	\$	7,500	\$	7,500	9.41%

(1) We funded additional loan proceeds of \$7,400 and \$7,125 and committed to fund \$1,700 and \$3,000 in capital improvements, respectively, under an existing mortgage loan. The loan is secured by four SNF properties in Michigan. See page 8 for the detail of remaining commitments for expansions and renovations.

(2) Represents a mezzanine loan with a rate of 12.00% annually (8% paid in cash and 4% deferred during the first 46 months) which was originated in fourth quarter 2018 but funded in first quarter 2019.

(3) We funded additional loan proceeds of \$7,500 under an existing mortgage loan. The incremental funding bears interest at 9.41%, fixed for two years, and escalating by 2.25% thereafter.





#### UNCONSOLIDATED JOINT VENTURES

										TOTAL					
COMMITMENT				PROPERTY	INVESTMENT	MATURITY		# BEDS/	INVESTMENT	2Q19	FUNDED	REM	AINING		
YEAR	LOCATION	PROJECTS	OPERATOR	TYPE	ТҮРЕ	DATE	RETURN	UNITS	COMMITMENT	FUNDING	TO DATE	COMN	ITMENT		
2015	Peoria & Yuma, AZ	4	Senior Lifestyle	ALF/MC/ILF	Preferred Equity	N/A	15.00% <sup>(1)</sup>	585 units	\$ 25,650	\$ —	\$ 23,976	\$	1,674		
2015	Ocala, FL	1	Canterfield	ALF/MC/ILF	Mezzanine	Nov-2020	15.00%	99 units	2,900		2,900		-		
								684 units	\$ 28,550	\$ —	\$ 26,876	\$	1,674		

(1) Currently, 8% is contractually due in cash and 7% is deferred. Effective 2Q19, the preferred equity investment was placed on cash basis due to delinquency of our preferred return.

### **CONSOLIDATED JOINT VENTURES**

						TOTAL	TOTAL NON-CONTROLLING		LTC	LTC
INVESTMENT			PROPERTY		# BEDS/	JOINT VENTURES	INTEREST	LTC	FUNDED	REMAINING
YEAR	LOCATION	OPERATOR	OPERATOR TYPE		UNITS	COMMITMENT	CONTRIBUTION	COMMITMENT	TO DATE	COMMITMENT <sup>(1)</sup>
2017	Cedarburg, WI	Tealwood Senior Living	UDP	Owned Real Estate & Development	110 units	\$ 22,517	\$ 2,318	\$ 20,199	\$ 19,112	\$ 1,087
2017	Spartanburg, SC	Affinity Living Group	ALF	Owned Real Estate	87 units	11,660	1,241	10,419	10,324	95
					197 units	34,177	3,559	30,618	29,436	1,182
2018	Medford, OR	Fields Senior Living <sup>(2)</sup>	UDP	Owned Real Estate & Development	78 units	18,108	1,081	17,027	6,866	10,161
2018	Medford, OR	Fields Senior Living <sup>(2)</sup>	ILF	Owned Real Estate	89 units	14,400	2,857	11,543	11,543	-
					167 units	32,508	3,938	28,570	18,409	10,161
2019	Abingdon, VA	English Meadows Senior Living	ALF/MC	Owned Real Estate	74 units	16,890	919	15,971	15,971	_
					438 units	\$ 83,575	\$ 8,416	\$ 75,159	\$ 63,816	\$ 11,343

(1) See page 7 and 8 for the development and renovation activities on a consolidated basis.

(2) Represents a single joint venture with ownership in two properties.





ESTIMATED																
CASH RENT						CONTRACTUAL					то	TAL	Т	OTAL		
INCEPTION	COMMITMENT			# OF	PROPERTY	INITIAL CASH	# BEDS/	INV	ESTMENT	2Q19	CAPIT	ALIZED	PROJE	ECT BASIS		MAINING
DATE	YEAR	LOCATION	OPERATOR	PROJECTS	TYPE	YIELD	UNITS	сом	COMMITMENT <sup>(1)</sup> FUNDING <sup>(2)</sup>		INTERES	ST/OTHER	OTHER TO D		TO DATE COMM	
1Q21	2018	Medford, OR	Fields	1	ALF/MC	7.65%	78 units	\$	18,108	\$ 1,899	\$	220	\$	8,167	\$	10,161

(1) Includes purchase of land and initial improvement funding, if applicable, and development commitment.

- (2) In addition to the 2Q19 funding above, we funded \$2,042 on a property in Union, KY that was completed in 1Q19 and funded \$2,114 on a property in Cedarburg, WI that was completed in 2Q19. See Lease-Up on page 9.
- (3) Remaining Commitment is calculated as follows: "Investment Commitment" less "Total Project Basis" plus "Total Capitalized Interest/Other."





REAL ESTATE ACTIVITIES – EXPANSIONS & RENOVATIONS

## OWNED

ESTIMATED							CONTRACTUAL					TOTAL										
RENT	COMMITMENT	PROJECT			# OF	PROPERTY	INITIAL	INVE	STMENT	2	Q19	FUNDED	REM	AINING								
INCEPTION DATE	YEAR	TYPE	LOCATION	OPERATOR	PROJECTS	TYPE	CASH YIELD	COMMITMENT		D COMMITM		COMMITMENT		COMMITMEN		ASH YIELD COMM		FUN	DING	TO DATE	COMM	ITMENT
_ (1)	2017	Renovation	Spartanburg, SC	Affinity Living Group	1	ALF/MC	7.25%	\$	1,500	\$	134	\$ 1,405	\$	95								
(1)	2017	Renovation	Las Vegas, NV	Fundamental	1	OTH	9.00%		5,550		172	1,021		4,529								
					2			\$	7,050	\$	306	\$ 2,426	\$	4,624								

(1) Rent payment increases upon each funding.

### MORTGAGE LOANS

ESTIMATED							CONTRACTUAL		TOTAL				
INTEREST	COMMITMENT	PROJECT			# OF	PROPERTY	INITIAL	INVESTMENT	2Q19	FUNDED	REM	IAINING	
INCEPTION DATE	YEAR	TYPE	LOCATION	OPERATOR	PROJECTS	TYPE	CASH YIELD	COMMITMENT	FUNDING	TO DATE	COMM	MITMENT	
— <sup>(1)</sup>	2015	Expansion	Rochester Hills , MI	Prestige Healthcare	1	SNF	9.41%	\$ 11,500	\$ 357	\$ 2,182	\$	9,318	
_ (2)	2015	Renovation	Farmington & Howell, MI	Prestige Healthcare	2	SNF	9.41%	5,000	101	3,787		1,213	
— <sup>(3)</sup>	2016	Renovation	East Lansing, MI	Prestige Healthcare	2	SNF	9.41%	4,500	267	3,935		565	
- (2)	2018	Renovation	Sterling Heights, MI	Prestige Healthcare	1	SNF	8.66%	1,700	55	873		827	
_ (2)	2018	Renovation	Grand Haven, MI	Prestige Healthcare	1	SNF	9.41%	3,000		49		2,951	
					7			\$ 25,700	\$ 780	\$ 10,826	\$	14,874	

(1) Commitment is part of the total loan commitment secured by 15 properties in Michigan operated by Prestige Healthcare. Interest payment increases upon each funding.

(2) Commitment is part of the total loan commitment secured by 4 properties in Michigan operated by Prestige Healthcare. Interest payment increases upon each funding.

(3) Interest payment increases upon each funding.





			DEVELOPMENT							CONTRACTUAL		
DATE	DATE	OCCUPANCY AT	COMMITMENT	PROJECT			# OF	PROPERTY	# BEDS/	INITIAL	т	TOTAL
ACQUIRED	OPENED (1)	6/30/2019	YEAR	TYPE	LOCATION	OPERATOR	PROJECTS	TYPE	UNITS	CASH YIELD	INVE	STMENT <sup>(2)</sup>
Oct-2015	Dec-2017	64%	2015	Development	Glenview, IL	Anthem <sup>(3)</sup>	1	MC	66 units	_ (3)	\$	16,467
Oct-2016	Jun-2018	52%	2016	Development	Oak Lawn, IL	Anthem <sup>(3)</sup>	1	MC	66 units	_ (3)		14,997
Sep-2016	Feb-2019	59%	2016	Development	Union, KY	Carespring	1	SNF	143 beds	8.50%		23,342
Dec-2017	Feb-2019 $^{(4)}$	15%	2017	Development	Cedarburg, WI	Tealwood	1	ALF/MC/ILF	110 units	7.50%		21,400
							4		242 units/143 beds		\$	76,206

(1) Represents date of Certificate of Occupancy.

(2) Total Investment for acquisitions include closing costs and total development costs.

(3) As a result of Anthem's default under its master lease in 2017, Anthem is paying partial annual cash rent of \$7.5 million throughout December 31, 2019. We receive regular financial performance updates from Anthem and continue to monitor Anthem's performance obligations under the master lease agreement.

(4) Certificate of occupancy was received in February 2019, however licensure was not received until April 2019.





									# OF MONTHS
			PROPERTY	PROJECT	# BEDS/	DATE	DATE	DATE	то
PROPERTY	LOCATION	OPERATOR	TYPE	TYPE	UNITS	ACQUIRED	OPENED (1)	STABILIZED	STABILIZATION
Highline Place	Littleton, CO	Anthem	MC	Development	60 units	May-2012	Jul-2013	Sep-2013	2
Willowbrook Place - Kipling	Littleton, CO	Anthem	MC	Development	60 units	Sep-2013	Aug-2014	Dec-2015	16
Chelsea Place	Aurora, CO	Anthem	MC	Development	48 units	Sep-2013	Dec-2014	Mar-2016	15
Greenridge Place	Westminster, CO	Anthem	MC	Development	60 units	Dec-2013	Feb-2015	Feb-2017	24
Harvester Place	Burr Ridge, IL	Anthem	MC	Development	66 units	Oct-2014	Feb-2016	Feb-2018	24
Vineyard Place	Murrieta, CA	Anthem	MC	Development	66 units	Sep-2015	Aug-2016	Aug-2018	24
Porter Place	Tinley Park, IL	Anthem	MC	Development	66 units	May-2015	Jul-2016	Jul-2018	24
Coldspring Transitional Care Center	Cold Spring, KY	Carespring	SNF	Development	143 beds	Dec-2012	Nov-2014	Jun-2016	19
Hillside Heights Rehabilitation Suites	Amarillo, TX	Fundamental	SNF	Redevelopment	120 beds	Oct-2011	Jul-2013	Aug-2013	1
Pavilion at Glacier Valley	Slinger, WI	Fundamental	SNF	Redevelopment	106 beds	Feb-2015	Feb-2014	Feb-2016	24
Pavilion at Creekwood	Mansfield, TX	Fundamental	SNF	Acquisition	126 beds	Feb-2016	Jul-2015	Feb-2017	12
		•							
Carmel Village Memory Care	Clovis, CA	Generations	MC/ILF	Acquisition	73 units	Jun-2017	Sep-2016	Jun-2018	12
Carmel Village at Clovis	Clovis, CA	Generations	ALF	Acquisition	107 units	Jun-2017	Nov-2014	Jun-2018	12
Martin (Oright Estation		Markey & Overski Market	AL 5 (140	Devilence	00	D 0010	0.1 001 1	D 0045	4.4
Mustang Creek Estates	Frisco, TX	Mustang Creek Mgmt	ALF/MC	Development	80 units	Dec-2012	Oct-2014	Dec-2015	14
The Oxford Grand	Wichita, KS	Oxford Senior Living	ALF/MC	Development	77 units	Oct-2012	Oct-2013	Sep-2014	11
Oxford Villa	Wichita, KS	Oxford Senior Living	ILF	Development	108 units	May-2015	Nov-2016	Nov-2018	24
Oxford Kansas City <sup>(2)</sup>	Kansas City, MO	Oxford Senior Living	ALF/MC	Acquisition	73 units	Oct-2017	Aug-2017	Jun-2019	22
	nanodo org, mo	oxiola conior Living		roquionion		0002011	1062011	5411 2010	
Thrive at Deerwood	Jacksonville, FL	Thrive Senior Living <sup>(3)</sup>	MC	Acquisition	60 units	Sep-2015	Jul-2015	Jul-2017	24
Thrive at Beckley Creek	Louisville, KY	Thrive Senior Living <sup>(3)</sup>	MC	Acquisition	60 units	Apr-2016	Mar-2016	Mar-2018	24
Thrive at Athens	Athens, GA	Thrive Senior Living <sup>(3)</sup>	ALF/MC	Acquisition	70 units	Jun-2016	May-2016	May-2018	24
Thrive at Oso Bay	Corpus Christi, TX	Thrive Senior Living <sup>(3)</sup>	MC	Development	56 units	Feb-2015	May-2016	May-2018	24
Thrive at Prince Creek	Murrells Inlet, SC	Thrive Senior Living <sup>(3)</sup>	ALF/MC	Development	89 units	Feb-2015	Sep-2016	Sep-2018	24
Thrive at West Chester <sup>(4)</sup>	West Chester, OH	Thrive Senior Living <sup>(3)</sup>	MC	Acquisition	60 units	Jun-2017	Apr-2017	Apr-2019	24

(1) Represents date of Certificate of Occupancy.

(2) Property meets the definition of stabilized and has achieved the applicable occupancy threshold. The occupancy for Kansas City, MO property at June 30, 2019 was 90%.

(3) On June 1, 2019, two properties in Louisville, KY and West Chester, OH were transitioned and are being operated by Trilogy Management Services, a new relationship for LTC. Also, the property located in Corpus Christi, TX transitioned on June 1 and was added to an existing master lease with an affiliate of Veritas, a current operating partner. On July 1, Veritas commenced operations at two properties located in Athens, GA and Murrells Inlet, SC. On August 1, the remaining Thrive-operated property in Jacksonville, FL was transitioned to Affinity, also a current operating partner.

(4) Property meets the definition of stabilized but has not yet achieved the applicable occupancy threshold. The occupancy for West Chester, OH property at June 30, 2019 was 75%.



# OF MONTHE







						1 11			.0				
						JUNE 30, 2019							
	# OF	(	GROSS	% OF	RENTAL		I	NTEREST	% OF				
PROPERTY TYPE	PROPERTIES	PROPERTIES INVESTMENT		INVESTMENT	INCOME <sup>(1)</sup>		INCOME (2)		REVENUES				
Skilled Nursing	94	\$	844,136	49.4%	\$	66,866	\$	29,039	58.2%				
Assisted Living	105		843,682	49.4%		67,960		_	41.2%				
Under Development <sup>(3)</sup>	_		8,167	0.5%		_		_	_				
Other <sup>(4)</sup>	1		11,239	0.7%		940		_	0.6%				
Total	200	\$	1,707,224	100.0%	\$	135,766	\$	29,039	100.0%				
lotal		÷	±,101,221	±00.0%	•	100,100		20,000	100107				

(1) Includes "cash rent," "straight-line rent" and "amortization of lease incentives" and excludes rental income from properties sold during the twelve months ended June 30, 2019.

(2) Includes "interest income from mortgage loans" and excludes interest income from mortgage loans that paid off during the twelve months ended June 30, 2019.

(3) Includes a development project consisting of a 78-unit ALF/MC community in Oregon.

(4) Includes three parcels of land held-for use and one behavioral health care hospital.





12

TWELVE MONTHS ENDED





# SAME PROPERTY PORTFOLIO STATISTICS (1)



#### SKILLED NURSING

## STABILIZED PROPERTY PORTFOLIO<sup>(1)</sup>



#### TOTAL PORTFOLIO PAYOR SOURCE



(1) Information is from property level operator financial statements which are unaudited and have not been independently verified by LTC.







Represents 10 states with the highest projected increases in the 80+ population cohort from year 2020 to year 2030

Source: The American Senior Housing Association, Winter 2018, Population Growth Forecast by State





# **PORTFOLIO DIVERSIFICATION – GEOGRAPHY**

(AS OF JUNE 30, 2019, DOLLAR AMOUNTS IN THOUSANDS)

	# OF	GROSS									
STATE (1)	PROPS	INVESTMENT	%	SNF	%	ALF	%	UDP	%	OTH <sup>(2)</sup>	%
Texas	42	\$ 292,159	17.1%	\$ 216,022	25.6%	\$ 76,137	9.0%	\$ -	-	\$ _	_
Michigan	22	255,498	15.0%	254,555	30.1%	—	_	—	—	943	8.4%
Wisconsin	11	149,064	8.7%	13,946	1.7%	135,118	16.0%	_	_	_	_
Colorado	16	114,923	6.7%	8,044	1.0%	106,879	12.7%	_	—	—	_
California	7	102,412	6.0%	22,260	2.6%	80,152	9.5%	_	-	_	_
Illinois	5	87,548	5.1%	—	_	87,548	10.4%	—	—	—	_
Ohio	9	86,243	5.1%	54,000	6.4%	32,243	3.8%	_	_	_	_
Florida	11	72,169	4.2%	32,865	3.9%	39,304	4.7%	—	—	_	_
Kansas	11	71,418	4.2%	14,111	1.7%	57,307	6.8%	_	_	_	_
Kentucky	3	62,216	3.7%	48,038	5.7%	14,178	1.7%	—	_	—	_
All Others	63	413,574	24.2%	180,295	21.3%	214,816	25.4%	8,167	100.0%	10,296	91.6%
Total	200	\$ 1,707,224	100.0%	\$ 844,136	100.0%	\$ 843,682	100.0%	\$ 8,167	100.0%	\$ 11,239	100.0%

(1) Due to master leases with properties in multiple states, revenue by state is not available.

(2) Includes one behavioral health care hospital and three parcels of land.



GROSS PORTFOLIO BY MSA (1)

(1) The MSA rank by population as of July 1, 2018, as estimated by the United States Census Bureau. Approximately 69% of our properties are in the top 100 MSAs.

#### AVERAGE PORTFOLIO AGE (1)



 As calculated from construction date or major renovation/expansion date. Includes owned portfolio and mortgage loans secured by 22 SNF properties in Michigan.



# PORTFOLIO DIVERSIFICATION – OPERATORS

(AS OF JUNE 30, 2019, DOLLAR AMOUNTS IN THOUSANDS)

	# OF	# OF ANNUALIZED INCOME <sup>(1)</sup>							GROSS	
OPERATORS	PROPS		GAAP <sup>(2)</sup>	%		CASH	%	11	VESTMENT	%
Prestige Healthcare	24	\$	30,779	18.2%	\$	25,783	16.1%	\$	267,688	15.7%
Senior Lifestyle Corporation	23		19,745	11.7%		17,699	11.1%		190,758	11.2%
Senior Care Centers	11		14,247 <sup>(3)</sup>	8.4%		14,247	8.9%		138,109	8.1%
Anthem Memory Care	11		7,500 <sup>(4)</sup>	4.4%		7,500	4.7%		136,397	8.0%
Brookdale Senior Living	35		13,648	8.1%		13,688	8.5%		98,921	5.8%
Preferred Care	24		12,155 <sup>(5)</sup>	7.2%		12,155	7.6%		78,039	4.6%
Carespring Health Care Management	4		11,194	6.6%		9,554	6.0%		102,038	6.0%
Fundamental	7		8,399	5.0%		8,447	5.3%		75,674	4.4%
Traditions Senior Management	7		8,275	4.9%		8,342	5.2%		71,740	4.2%
Genesis Healthcare	7		8,154	4.8%		8,111	5.0%		53,404	3.1%
All Others	47		35,006 (6)	20.7%		34,578	21.6%		494,456	28.9%
	200	\$	169,102	100.0%	\$	160,104	100.0%	\$	1,707,224	100.0%

(1) Represents annualized income for the month of June 2019 except as noted in footnote (2) below.

(2) Includes annualized GAAP rent for leased properties, except for Anthem, Senior Care, Preferred Care and Thrive as described below, and annualized interest income from mortgage loans outstanding as of June 30, 2019.

(3) In December 2018, Senior Care Centers and numerous of its affiliates and subsidiaries ("Senior Care") filed for Chapter 11 bankruptcy resulting from lease terminations from certain landlords and on-going operational challenges. Due to the uncertainty regarding the outcome of the bankruptcy process, the amount reflects contractual annual cash rent.

(4) Anthem is currently being accounted for on a cash basis. See page 9 for Anthem disclosure.

(5) We have agreed to possibly re-lease and/or sell some of the properties currently operated by Preferred Care. Due to the uncertainty regarding the timing and transition of properties to new operator(s), this amount reflects annual cash rent.

(6) Included in this amount is \$2,891 related to the six properties formerly operated by Thrive. Effective August 1, 2019, all properties have been transitioned to new operators.

<b>PRESTIGE</b>	Privately Held	SNF/ALF/ILF Other Rehab	82 Properties	6 States	Preferred Care, Inc	Privately Held	SNF/ALF/ILF Specialty Care	65 Properties	10 States
SENIOR LIFESTYLE	Privately Held	ALF/ILF/MC/SNF Short Term Stays	178 Properties	28 States	CARESPRING Stenger, Briter, Aways	Privately Held	SNF/ALF/ILF Transitional Care	12 Properties	2 States
SENIOR CARE C E N T E R S Our generation caring for theirs	Privately Held	SNF/ALF/ILF/MC Transitional Care & Rehab	100 Properties <sup>(3)</sup>	2 States <sup>(3)</sup>	FUNDAMENTAL <sup>-</sup>	Privately Held	SNF/MC Hospitals & Other Rehab	90 Properties	10 States
	Privately Held	Exclusively MC	12 Properties	4 States	TRADITIONS SEMIOR MANAGEMENT ** NEW VIEW OF NEW YORK	Privately Held	SNF/ALF/ILF	25 Properties	5 States
B R O O K D A L E SENIOR LIVING	NYSE: BKD	ILF/ALF/MC Continuing Care	844 Properties	45 States	🔅 Genesis HealthCare	NYSE: GEN	SNF/ALF Senior Living	Approx 400 Properties	30 States





YEAR	RENTAL INCOME <sup>(1)</sup>	% OF INTEREST TOTAL INCOME <sup>(1)</sup>		% OF TOTAL	ANNUAL	% OF TOTAL
2020	\$ 14,537 <sup>(2)</sup>	10.4%	\$ —	_	\$ 14,537	8.6%
2021	15,608 <sup>(3)</sup>	11.1%	_	_	15,608	9.2%
2022	771	0.6%	_	_	771	0.4%
2023	3,332	2.4%	_	_	3,332	2.0%
2024	4,867	3.5%	-	_	4,867	2.9%
2025	9,076	6.5%	_	_	9,076	5.4%
Thereafter	91,367	65.5%	29,544	100.0%	120,911	71.5%
Total	\$ 139,558	100.0%	\$ 29,544	100.0%	\$ 169,102	100.0%

Near Term Lease Maturities:

- Five in 2020 with an annualized GAAP rent totaling \$14.5 million
- Four in 2021 with an annualized GAAP rent totaling \$15.6 million



As of June 30, 2019, approximately 96% of owned properties are covered under master leases and approximately 95% of rental revenues come from master leases or crossdefault leases.



(1) Includes annualized GAAP rent for leased properties, except for Anthem, Senior Care, Preferred Care and Thrive, and annualized interest income from mortgage loans outstanding as of June 30, 2019.

(2) \$13,648 relates to Brookdale.

(3) \$12,155 relates to Preferred Care. We have agreed to possibly re-lease and/or sell some of the properties currently operated by Preferred Care. Due to the uncertainty regarding the timing and transition of properties to new operator(s), this amount reflects annual cash rent.





(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS AND NUMBER OF SHARES)

			JUNE 30, 2019	CAPITALIZATION
DEBT				
Bank borrowings - weig	hted average rate 3.7%	(1)	\$ 146,900	
Senior unsecured note	s - weighted average ra	te 4.5% <sup>(2)</sup>	528,938	
Total debt - weigh	hted average rate 4.3%		675,838	27.1%
EQUITY		06/28/19		
	No. of shares	Closing Price		
Common stock	39,747,191	\$ 45.66 <sup>(3)</sup>	1,814,857	72.9%
TOTAL MARKET VALUE			\$ 2,490,695	100.0%
Add: Non-controlling in	iterest		8,439	
Less: Cash and cash e	equivalents		(3,207)	
ENTERPRISE VALUE			\$ 2,495,927	
Debt to Enterprise Value			27.1%	
Debt to Annualized Adjusted	EBITDAre <sup>(4)</sup>		4.5x	
-				



<sup>(1)</sup> Subsequent to June 30, 2019, we borrowed \$12,000 under our unsecured revolving line of credit. Accordingly, we have \$158,900 outstanding with \$441,100 available for borrowing.

<sup>(2)</sup> Represents outstanding balance of \$529,800, net of debt issue costs of \$862. Subsequent to June 30, 2019, we paid \$8,500 of scheduled principal payments. Accordingly, we have \$520,438 outstanding under our senior unsecured notes.

<sup>(3)</sup> Closing price of our common stock as reported by the NYSE on June 28, 2019, the last trading day of second quarter 2019.

<sup>(4)</sup> See page 22 for reconciliation of annualized adjusted EBITDAre.





## LINE OF CREDIT LIQUIDITY

**LEVERAGE RATIOS** 



## **COVERAGE RATIOS**









(1) Subsequent to June 30, 2019, we borrowed \$12,000 under our unsecured revolving line of credit. Accordingly, we have \$158,900 outstanding with \$441,100 available for borrowing.

(2) Reflects scheduled principal payments. Subsequent to June 30, 2019, we paid \$8,500 of scheduled principal payments. Accordingly, we have \$520,438 outstanding under our senior unsecured notes.

(3) Excludes debt issue costs which are included in the senior unsecured notes balance on our Consolidated Balance Sheets shown on page 24.



	6/30/19	12/31/18	12/31/17	12/31/16
Gross real estate assets	\$1,707,224	\$1,666,842	\$1,618,284	\$1,533,679
Net real estate investments	\$1,370,405	\$1,349,520	\$1,309,996	\$1,255,503
Gross asset value	\$1,836,503	\$1,831,070	\$1,774,024	\$1,673,238
Total debt <sup>(1)</sup>	\$675,838	\$645,029	\$667,502	\$609,391
Total liabilities	\$711,870	\$680,649	\$706,922	\$654,848
Total equity	\$787,610	\$832,971	\$758,648	\$740,048

(1) Represents outstanding balance of gross bank borrowings and senior unsecured notes, net of debt issue costs.

#### NON-CASH REVENUE COMPONENTS

		2Q19	 3Q19 <sup>(1)</sup>	 4Q19 <sup>(1)</sup>	 1Q20 <sup>(1)</sup>	 <b>2Q20</b> <sup>(1)</sup>
Straight-line rent	\$	1,275	\$ 992	\$ 805	\$ 753	\$ 668
Amortization of lease incentives		(94)	(100)	(101)	(102)	(105)
Effective interest		1,418	 1,521	 1,463	 1,419	 1,420
Net	\$	2,599	\$ 2,413	\$ 2,167	\$ 2,070	\$ 1,983

(1) For leases and loans in place at June 30, 2019, assuming no renewals, modifications or replacements, and no new investments are added to our portfolio.

#### COMPONENTS OF RENTAL INCOME

		THREE MONT	IS EN	IDED		SIX MONTH	IS END	ED
		JUNE		JUNE 30,				
	2019			2018	2019			2018
Cash rent	\$	33,186 (1)	\$	32,481	\$	67,250 (1	) \$	64,086
Revenue related to real estate taxes reimbursed by the operator $^{\left( 2 ight) }$		3,910		_		8,245		-
Straight-line rent		1,275 <sup>(3)</sup>		2,000		2,513 <sup>(3</sup>	)	5,440
Straight-line rent write-off		_		_		(1,926) (4	)	_
Amortization of lease incentives		(94) (3)		(551)		(181) (3	)	(1,091)
Total rental income	\$	38,277	\$	33,930	\$	75,901	\$	68,435

(1) Increased due to acquisitions, developments and capital improvement projects partially offset by decreased rent from properties sold in 2018.

(2) Per the provisions of the new GAAP lease standard, any lessor cost, paid by the lessor and reimbursed by the lessee, must be included as lease payment. We have adopted the new lease standard using a modified retrospective approach as of January 1, 2019. Accordingly, we are not required to report this revenue stream for periods prior to January 1, 2019.

(3) Decrease is due to the adoption of the new GAAP lease standard, under which we wrote off straight-line rent and lease incentives related to certain operators due to our assessment that it is not probable that we will collect substantially all of the lease obligation through maturity.

(4) Represents the write-off of straight-line rent due to a lease termination and transition of two seniors housing communities to a new operator.





## RECONCILIATION OF ANNUALIZED ADJUSTED EBITDAre AND FIXED CHARGES

	THREE MONTHS ENDED			FOR THE YEAR ENDED							
	6	/30/19	1	2/31/18	1	2/31/17	12/31/16				
Net income	\$	20,534	\$	155,076	\$	87,340	\$	85,115			
Less: Gain on sale of real estate, net		(500)		(70,682)		(3,814)		(3,582)			
Add: Impairment charges		-		-		1,880 <sup>(1)</sup>		766 <sup>(2</sup>			
Add: Interest expense		7,710		30,196		29,949		26,442			
Add: Depreciation and amortization		9,860		37,555		37,610		35,932			
EBITDAre		37,604		152,145		152,965		144,673			
(Less)/add: Non-recurring items		-		(3,074) <sup>(3)</sup>		(842) <sup>(3)</sup>		-			
Adjusted EBITDAre	\$	37,604	\$	149,071	\$	152,123	\$	144,673			
Interest expense	\$	7,710	\$	30,196	\$	29,949	\$	26,442			
Add: Capitalized interest		73		1,248		908		1,408			
Fixed charges <sup>(4)</sup>	\$	7,783	\$	31,444	\$	30,857	\$	27,850			
Annualized Adjusted EBITDAre	\$	150.416									
Annualized Fixed Charges	\$	31,132									
Debt (net of debt issue costs)	\$	675,838	\$	645,029	\$	667,502	\$	609,391			
Debt to Adjusted EBITDAre		4.5x *		4.3x		4.4x		4.2x			
Adjusted EBITDAre to Fixed Charges		4.8x *		4.7x		4.9x		5.2x			

\* Represents annualized 2Q19 results

(1) Represents net write-off of \$1,880 of straight-line rent and other receivables related to two properties in Overland Park and Wichita, KS.

(2) Impairment charge related to a property in Brownsville, TX sold in 2017.

(3) Represents net write-off of earn-out liabilities and the related lease incentives.

(4) Given we do not have preferred stock, our fixed-charge coverage ratio and interest coverage ratio are the same.





	THREE MONTHS ENDED JUNE 30,				SIX MONTHS ENDED JUNE 30,			
		2019		2018		2019		2018
		(unau	dited)			(unau	dited)	
Revenues								
Rental income (see page 21)	\$	38,277	\$	33,930	\$	75,901	\$	68,435
Interest income from mortgage loans		7,351		7,007		14,662		13,823
Interest and other income		638		535		1,159		1,024
Total revenues		46,266		41,472		91,722		83,282
Expenses								
Interest expense		7,710		7,655		15,177		15,484
Depreciation and amortization		9,860		9,268		19,467		18,712
Provision (recovery) for doubtful accounts		84		(38)		167		(30)
Transaction costs		200		6		200		10
Property tax expense (see page 21)		3,910		_		8,296		-
General and administrative expenses		4,596		4,716		9,167		9,513
Total expenses		26,360		21,607		52,474		43,689
Other operating income:								
Gain on sale of real estate, net		500		48,345		500		48,345
Operating Income		20,406		68,210		39,748		87,938
Income from unconsolidated joint ventures		128		726		1,213		1,357
Net Income		20,534		68,936		40,961		89,295
Income allocated to non-controlling interests		(88)		_		(169)		_
Net income attributable to LTC Properties, Inc.		20,446	-	68,936		40,792		89,295
Income allocated to participating securities		(94)		(278)		(186)		(366)
Net income available to common stockholders	\$	20,352	\$	68,658	\$	40,606	\$	88,929
Earnings per common share:								
Basic	\$	0.51	\$	1.74		\$1.03		\$2.25
Diluted	\$	0.51	\$	1.73		\$1.02		\$2.25
Weighted average shares used to calculate earnings								
per common share:								
Basic		39,577		39,471		39,555		39,461
Diluted		39,769		39,765		39,747		39,750
Dividends declared and paid per common share	\$	0.57	\$	0.57		\$1.14		\$1.14





CONSOLIDATED BALANCE SHEETS (AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	JU	NE 30, 2019	DECE	MBER 31, 2018
ASSETS	-	(unaudited)		(audited)
Investments:				
Land	\$	126,028	\$	125,358
Buildings and improvements		1,320,895		1,290,352
Accumulated depreciation and amortization		(332,364)		(312,959)
Operating real estate property, net		1,114,559		1,102,751
Properties held-for-sale, net of accumulated depreciation: 2019–\$1,916; 2018–\$1,916		3,830		3,830
Real property investments, net		1,118,389		1,106,581
Mortgage loans receivable, net of loan loss reserve: 2019–\$2,539; 2018–\$2,447		252,016		242,939
Real estate investments, net		1,370,405		1,349,520
Notes receivable, net of loan loss reserve: 2019–\$204; 2018–\$128		20,157		12,715
Investments in unconsolidated joint ventures		27,521		30,615
Investments, net		1,418,083		1,392,850
Other assets:				
Cash and cash equivalents		3,207		2,656
Restricted cash		2,108		2,108
Debt issue costs related to bank borrowings		2,597		2,989
Interest receivable		23,640		20,732
Straight-line rent receivable, net of allowance for doubtful accounts: 2019–\$0; 2018–\$746		43,730		73,857
Lease incentives		2,652		14,443
Prepaid expenses and other assets		3,463		3,985
Total assets	\$	1,499,480	\$	1,513,620
LIABILITIES				
Bank borrowings	\$	146,900	\$	112,000
Senior unsecured notes, net of debt issue costs: 2019–\$862; 2018–\$938		528,938		533,029
Accrued interest		5,290		4,180
Accrued expenses and other liabilities		30,742		31,440
Total liabilities		711,870		680,649
EQUITY				
Stockholders' equity:				
Common stock: \$0.01 par value; 60,000 shares authorized; shares issued and outstanding: 2019–39,747; 2018–39,657		397		397
Capital in excess of par value		863,993		862,712
Cumulative net income		1,253,748		1,255,764
Cumulative distributions		(1,338,967)		(1,293,383)
Total LTC Properties, Inc. stockholders' equity		779,171		825,490
Non-controlling interests		8,439		7,481
Total equity		787,610		832,971
Total liabilities and equity	\$	1,499,480	\$	1,513,620



## **RECONCILIATION OF FFO AND FAD**

		THREE MON	SIX MONTHS ENDED					
	JUNE 30,				JUNE 30,			
		2019		2018		2019		2018
GAAP net income available to common stockholders	\$	20,352	\$	68,658	\$	40,606	\$	88,929
Add: Depreciation and amortization		9,860		9,268		19,467		18,712
Less: Gain on sale of real estate, net		(500)		(48,345)		(500)		(48,345)
NAREIT FFO attributable to common stockholders		29,712		29,581		59,573		59,296
Add: Non-recurring items <sup>(1)(2)</sup>		_		_		576		_
FFO attributable to common stockholders excluding non-recurring items	\$	29,712	\$	29,581	\$	60,149	\$	59,296
NADEIT EEO attributable to company at calcheldero	¢	20.712	¢	20 5 8 1	¢	E0 E72	¢	50.000
NAREIT FFO attributable to common stockholders Non-cash income:	\$	29,712	\$	29,581	\$	59,573	\$	59,296
		(1.075)		(2,000)		(0 5 4 2)		(5.440)
Less: Straight-line rental income (see page 21)		(1,275) 94		(2,000) 551		(2,513) 181		(5,440) 1,091
Add: Amortization of lease incentives (see page 21) Add: Other non-cash contra-revenue <sup>(1)</sup>		94		221				1,091
		(1.418)		(1.420)		1,926		(2.824)
Less: Effective interest income from mortgage loans		(1,418)		(1,420)		(2,833)		(2,824)
Less: Deferred income from unconsolidated joint ventures		(6)		(31)		(13)		(62)
Total Non-cash income		(2,605)		(2,900)		(3,252)		(7,235)
Non-cash expense:		1 602		1 501		2 240		0.007
Add: Non-cash compensation charges		1,623		1,521		3,312		2,897
Add: Non-cash interest related to earn-out liabilities		(72)		125		(222)		251
Less: Capitalized interest		(73)		(293)		(333)		(552)
Total Non-cash expense		1,550		1,353		2,979		2,596
Funds available for distribution (FAD)		28,657		28,034		59,300		54,657
Less: Non-recurring income <sup>(2)</sup>		_		_		(1,350)		_
Funds available for distribution (FAD) excluding non-recurring items	\$	28,657	\$	28,034	\$	57,950	\$	54,657
NAREIT Diluted FFO attributable to common stockholders per share	\$	0.75	\$	0.75	\$	1.50	\$	1.50

(1) Represents \$1,926 write-off of straight-line rent due to a lease termination and transition of two seniors housing communities to a new operator.

(2) Represents \$1,350 deferred rent repayment from an operator.





## **RECONCILIATION OF FFO PER SHARE**

	_	FFO		F	D	
FOR THE THREE MONTHS ENDED JUNE 30,	_	2019	2018	2019	2018	
FFO/FAD attributable to common stockholders		\$ 29,712	\$ 29,581	\$ 28,657	\$ 28,034	
Non-recurring one-time items		_	_	_	_	
FFO/FAD attributable to common stockholders excluding non-recurring income		29,712	29,581	28,657	28,034	
Effect of dilutive securities:						
Participating securities		94	_	94	_	
Diluted FFO/FAD assuming conversion		\$ 29,806	\$ 29,581	\$ 28,751	\$ 28,034	
Shares for basic FFO/FAD per share		39,577	39,471	39,577	39,471	
Effect of dilutive securities:						
Stock options		5	2	5	2	
Performance based stock units (MSU)		187	132	187	132	
Participating securities		165	_	165	_	
Shares for diluted FFO/FAD per share	_	39,934	39,605	39,934	39,605	

		FFO	FA	D
FOR THE SIX MONTHS ENDED JUNE 30,	2019	2018	2019	2018
FFO/FAD attributable to common stockholders	\$ 59,573	\$ 59,296	\$ 59,300	\$ 54,657
Non-recurring one-time items	576	(1)	(1,350) <sup>(2)</sup>	_
FFO/FAD attributable to common stockholders excluding non-recurring income	60,149	59,296	57,950	54,657
Effect of dilutive securities:				
Participating securities	186	366	186	366
Diluted FFO/FAD assuming conversion	\$ 60,335	\$ 59,662	\$ 58,136	\$ 55,023
Shares for basic FFO/FAD per share	39,555	39,461	39,555	39,461
Effect of dilutive securities:				
Stock options	5	2	5	2
Performance based stock units (MSU)	187	132	187	132
Participating securities	161	155	161	155
Shares for diluted FFO/FAD per share	39,908	39,750	39,908	39,750

(1) Represents \$1,350 deferred rent repayment from an operator and \$1,926 write-off of straight-line rent due to a lease termination and transition of two seniors housing communities to a new operator.

(2) Represents \$1,350 deferred rent repayment from an operator.





Assisted Living Communities ("ALF"): The ALF portfolio consists of assisted living, independent living, and/or memory care properties. (See Independent Living and Memory Care) Assisted living properties are seniors housing properties serving elderly persons who require assistance with activities of daily living, but do not require the constant supervision skilled nursing properties provide. Services are usually available 24 hours a day and include personal supervision and assistance with eating, bathing, grooming and administering medication. The facilities provide a combination of housing, supportive services, personalized assistance and health care designed to respond to individual needs.

Contractual Lease Rent: Rental revenue as defined by the lease agreement between us and the operator for the lease year.

Earnings Before Interest, Tax, Depreciation and Amortization for Real Estate ("EBITDAre"): As defined by the National Association of Real Estate Investment Trusts ("NAREIT"), EBITDAre is calculated as net income available to common stockholders (computed in accordance with GAAP) excluding (i) interest expense, (ii) income tax expense, (iii) real estate depreciation and amortization, (iv) impairment write-downs of depreciable real estate, (v) gains or losses on the sale of depreciable real estate, and (vi) adjustments for unconsolidated partnerships and joint ventures.

**Funds Available for Distribution ("FAD"):** FFO excluding the effects of straight-line rent, amortization of lease costs, effective interest income, deferred income from unconsolidated joint ventures, non-cash compensation charges, capitalized interest and non-cash interest charges.

Funds From Operations ("FFO"): As defined by NAREIT, net income available to common stockholders (computed in accordance with U.S. GAAP) excluding gains or losses on the sale of real estate and impairment write-downs of depreciable real estate plus real estate depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures.

GAAP Lease Yield: GAAP rent divided by the sum of the purchase price and transaction costs.

**GAAP Rent:** Total rent we will receive as a fixed amount over the initial term of the lease and recognized evenly over that term. GAAP rent recorded in the early years of a lease is higher than the cash rent received and during the later years of the lease, the cash rent received is higher than GAAP rent recognized. GAAP rent is commonly referred to as straight-line rental income.

**Gross Asset Value:** The carrying amount of total assets after adding back accumulated depreciation and loan loss reserves, as reported in the company's consolidated financial statements.

**Gross Investment:** Original price paid for an asset plus capital improvements funded by LTC, without any depreciation deductions. Gross Investment is commonly referred to as undepreciated book value.

Independent Living Communities ("ILF"): Seniors housing properties offering a sense of community and numerous levels of service, such as laundry, housekeeping, dining options/meal plans, exercise and wellness programs, transportation, social, cultural and recreational activities, on-site security and emergency response programs. Many offer on-site conveniences like beauty/barber shops, fitness facilities, game rooms, libraries and activity centers. ILFs are also known as retirement communities or seniors apartments.

Interest Income: Represents interest income from mortgage loans and other notes.

Licensed Beds/Units: The number of beds and/or units that an operator is authorized to operate at seniors housing and long-term care properties. Licensed beds and/or units may differ from the number of beds and/or units in service at any given time.

Memory Care Communities ("MC"): Seniors housing properties offering specialized options for seniors with Alzheimer's disease and other forms of dementia. These facilities offer dedicated care and specialized programming for various conditions relating to memory loss in a secured environment that is typically smaller in scale and more residential in nature than traditional assisted living facilities. These facilities have staff available 24 hours a day to respond to the unique needs of their residents.

Metropolitan Statistical Areas ("MSA"): Based on the U.S. Census Bureau, MSA is a geographic entity defined by the Office of Management and Budget (OMB) for use by Federal statistical agencies in collecting, tabulating, and publishing Federal statistics. A metro area contains a core urban area of 50,000 or more population. MSAs 1 to 31 have a population of 20.3M – 2.1M. MSAs 32 to 100 have a population of 2.1M – 0.6M. MSAs less than 100 have a population of 0.5M – 55K. Cities in a Micro-SA have a population of 216K – 13K. Cities not in a MSA has population of less than 100K.

**Mezzanine:** In certain circumstances, the Company strategically allocates a portion of its capital deployment toward mezzanine loans to grow relationships with operating companies that have not typically utilized sale leaseback financing as a component of their capital structure. Mezzanine financing sits between senior debt and common equity in the capital structure, and typically is used to finance development projects or value-add opportunities on existing operational properties. We seek market-based, risk-adjusted rates of return typically between 12-18% with the loan term typically between four to eight years. Security for mezzanine loans can include all or a portion of the following credit enhancements; secured second mortgage, pledge of equity interests and personal/corporate guarantees. Mezzanine loans can be recorded for GAAP purposes as either a loan or joint venture depending upon specifics of the loan terms and related credit enhancements.





Micropolitan Statistical Areas ("Micro-SA"): Based on the U.S. Census Bureau, Micro-SA is a geographic entity defined by the Office of Management and Budget (OMB) for use by Federal statistical agencies in collecting, tabulating, and publishing Federal statistics. A micro area contains an urban core of at least 10,000 population.

**Mortgage Loan:** Mortgage financing is provided on properties based on our established investment underwriting criteria and secured by a first mortgage. Subject to underwriting, additional credit enhancements may be required including, but not limited to, personal/corporate guarantees and debt service reserves. When possible, LTC attempts to negotiate a purchase option to acquire the property at a future time and lease the property back to the borrower.

**Net Real Estate Assets:** Gross real estate investment less accumulated depreciation. Net Real Estate Asset is commonly referred to as Net Book Value ("NBV").

Non-cash Rental Income: Straight-line rental income and amortization of lease inducement.

Non-cash Compensation Charges: Vesting expense relating to stock options and restricted stock.

**Normalized EBITDAR Coverage:** The trailing twelve month's earnings from the operator financial statements adjusted for non-recurring, infrequent, or unusual items and before interest, taxes, depreciation, amortization, and rent divided by the operator's contractual lease rent. Management fees are imputed at 5% of revenues.

Normalized EBITDARM Coverage: The trailing twelve month's earnings from the operator financial statements adjusted for non-recurring, infrequent, or unusual items and before interest, taxes, depreciation, amortization, rent, and management fees divided by the operator's contractual lease rent.

**Occupancy:** The weighted average percentage of all beds and/or units that are occupied at a given time. The calculation uses the trailing twelve months and is based on licensed beds and/or units which may differ from the number of beds and/or units in service at any given time.

**Operator Financial Statements:** Property level operator financial statements which are unaudited and have not been independently verified by us.

Payor Source: LTC revenue by operator underlying payor source for the period presented. LTC is not a Medicaid or a Medicare recipient. Statistics represent LTC's rental revenues times operators' underlying payor source revenue percentage. Underlying payor source revenue percentage is calculated from property level operator financial statements which are unaudited and have not been independently verified by us.

**Private Pay:** Private pay includes private insurance, HMO, VA, and other payors.

**Purchase Price:** Represents the fair value price of an asset that is exchanged in an orderly transaction between market participants at the measurement date. An orderly transaction is a transaction that assumes exposure to the market for a period prior to the measurement date to allow for marketing activities that are usual and customary for transactions involving such assets; it is not a forced transaction (for example, a forced liquidation or distress sale).

Rental Income: Represents GAAP rent net of amortized lease inducement cost.

Same Property Portfolio ("SPP"): Same property statistics allow for the comparative evaluation of performance across a consistent population of LTC's leased property portfolio and the Prestige Healthcare mortgage loan portfolio. Our SPP is comprised of stabilized properties occupied and operated throughout the duration of the quarter-over-quarter comparison periods presented (excluding assets sold and assets held-for-sale). Accordingly, a property must be occupied and stabilized for a minimum of 15 months to be included in our SPP.

Skilled Nursing Properties ("SNF"): Seniors housing properties providing restorative, rehabilitative and nursing care for people not requiring the more extensive and sophisticated treatment available at acute care hospitals. Many SNFs provide ancillary services that include occupational, speech, physical, respiratory and IV therapies, as well as sub-acute care services which are paid either by the patient, the patient's family, private health insurance, or through the federal Medicare or state Medicaid programs.

Stabilized: Properties are generally considered stabilized upon the earlier of achieving certain occupancy thresholds (e.g. 80% for SNFs and 90% for ALFs) and, as applicable, 12 months from the date of acquisition or, in the event of a de novo development, redevelopment, major renovations or addition, 24 months from the date the property is first placed in or returned to service, or issuance of certificate of occupancy for properties acquired in lease-up.

Under Development Properties ("UDP"): Development projects to construct seniors housing properties.

