



Ignite Medical Resort Northland  
Kansas City, MO

# Supplemental Operating & Financial Data

September 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](http://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
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](http://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

Connor Siversky	Berenberg Capital Markets
John Kim	BMO Capital Markets Corp.
Daniel Bernstein	CapitalOne
Peter Martin	JMP Securities, LLC
Jordan Sadler	KeyBanc Capital Markets, Inc.
Haendel St. Juste	Mizuho Securities
Mike Carroll	RBC Capital Markets Corporation
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



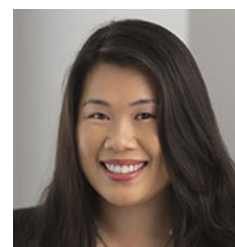
**Wendy Simpson**  
Chairman, Chief Executive Officer and President



**Pam Kessler**  
Executive Vice President, CFO and Secretary



**Clint Malin**  
Executive Vice President, Chief Investment Officer



**Cece Chikhale**  
Senior Vice President, Controller and Treasurer



**Doug Korey**  
Senior Vice President, Managing Director of Business Development



**Peter Lyew**  
Vice President, Director of Taxes



**Mandi Hogan**  
Vice President, Marketing



**Gibson Satterwhite**  
Vice President, Asset Management



**Mike Bowden**  
Vice President, Investments

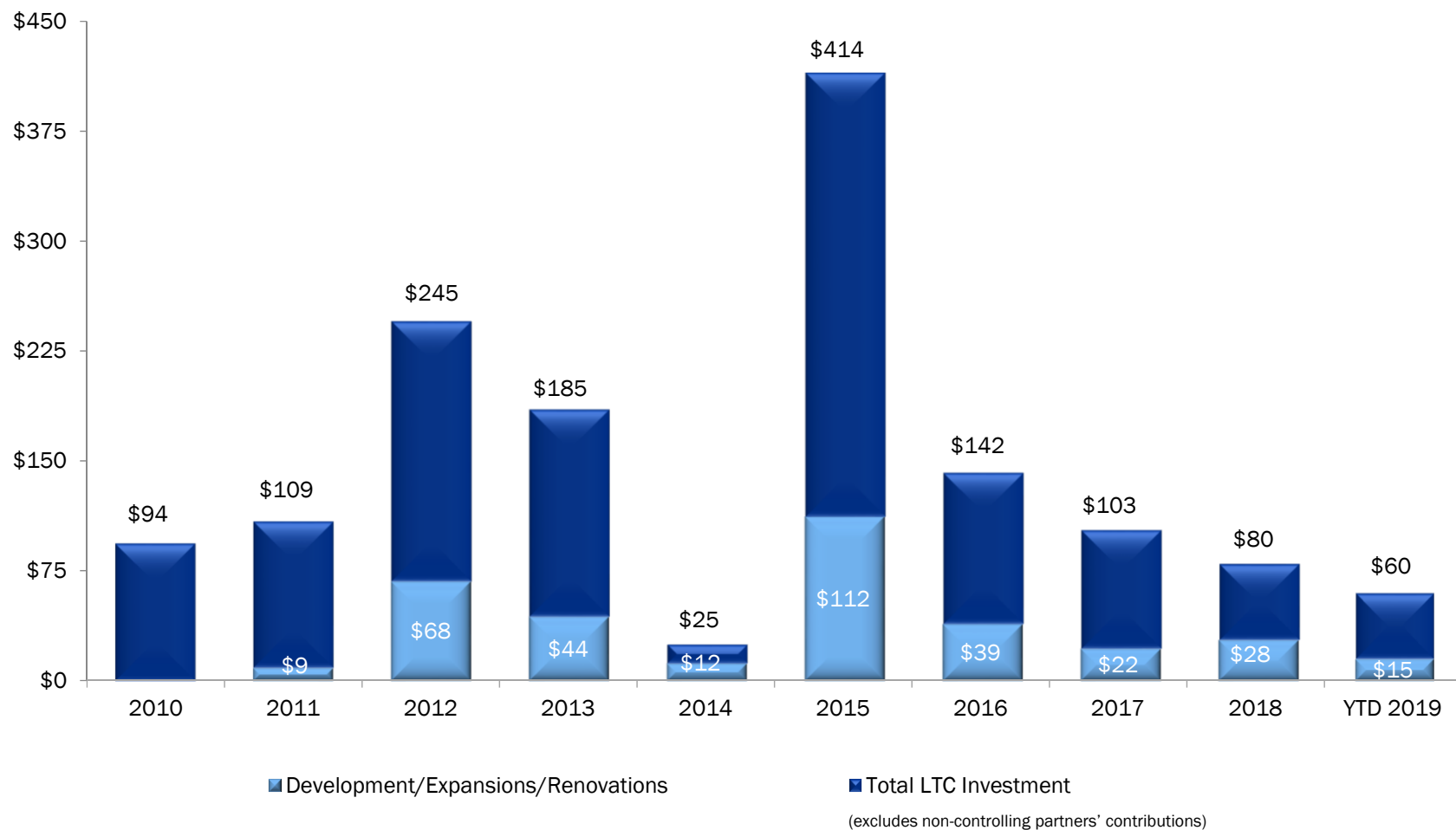
**LTC PROPERTIES, INC.**  
2829 Townsgate Road  
Suite 350  
Westlake Village, CA 91361  
805-981-8655  
[www.LTCreit.com](http://www.LTCreit.com)

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



## EXECUTION OF GROWTH STRATEGY

### \$1.5 Billion in Total Investments Underwritten





# REAL ESTATE ACTIVITIES – ACQUISITIONS AND LOAN ORIGINATIONS

(DOLLAR AMOUNTS IN THOUSANDS)

## ACQUISITIONS

DATE	# OF PROPERTIES	PROPERTY TYPE	# BEDS/ UNITS	LOCATION	OPERATOR	DATE OF CONSTRUCTION	CONTRACTUAL	PURCHASE PRICE	ADDITIONAL COMMITMENT <sup>(1)</sup>
							INITIAL CASH YIELD		
2018 5/11	1	UDP <sup>(2)</sup>	78 units	Medford, OR	Fields Senior Living	2018-2020	7.65%	\$ 600 <sup>(3)</sup>	\$ 17,508 <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 <sup>(3)</sup>	— <sup>(3)</sup>
	4		255 units					\$ 40,200	\$ 17,508
2019 1/31	1	ALF/MC	74 units	Abingdon, VA	English Meadows Senior Living	2015	7.40%	\$ 16,719 <sup>(4)</sup>	\$ —
8/15	1	SNF <sup>(5)</sup>	90 beds	Kansas City, MO	Ignite Medical Resorts	2018	8.25% <sup>(6)</sup>	19,500	—
8/23	1	UDP <sup>(2)(5)</sup>	90 beds	Independence, MO	Ignite Medical Resorts	2019-2020	9.25%	2,622	14,752
	3		74 units / 180 beds					\$ 38,841	\$ 14,752

- (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.
- (5) We acquired a 90-bed post-acute skilled nursing center in Kansas City, MO. We also acquired a parcel of land and committed to develop a 90-bed post-acute skilled nursing center in Independence, MO.
- (6) Escalates by 2% in December 2019 and annually thereafter.

## LOAN ORIGINATIONS

DATE	# OF PROPERTIES	PROPERTY TYPE	# BEDS/ UNITS	LOCATION	LOAN TYPE	MATURITY DATE	OPERATOR	ORIGINATION	FUNDED AT	STATED INTEREST
									ORIGINATION	RATE
2018 3/1	1	SNF	112 beds	Sterling Heights, MI <sup>(1)</sup>	Mortgage	Oct-2045	Prestige Healthcare	\$ 9,100	\$ 7,400	8.66%
8/31	1	SNF	126 beds	Grand Haven, MI <sup>(1)</sup>	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% <sup>(2)</sup>
	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 4Q18 but funded in 1Q19.
- (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.



# REAL ESTATE ACTIVITIES –JOINT VENTURES

(DOLLAR AMOUNTS IN THOUSANDS)

## UNCONSOLIDATED JOINT VENTURES

COMMITMENT				PROPERTY	INVESTMENT	MATURITY		# BEDS/	INVESTMENT	3Q19	TOTAL	REMAINING
YEAR	LOCATION	PROPERTIES	OPERATOR	TYPE	TYPE	DATE	RETURN	UNITS	COMMITMENT	FUNDING	FUNDED	COMMITMENT
2015	Peoria & Yuma, AZ	4	Senior Lifestyle	ALF/MC/ILF	Preferred Equity	N/A	15.00% <sup>(1)</sup>	585 units	\$ 25,650	\$ 101	\$ 24,077	\$ 1,573

(1) Subsequent to September 30, 2019, the joint venture ("JV") in which we hold our preferred equity investment signed a letter of intent for the sale of the four properties comprising the JV. Concurrently, the JV is pursuing a refinancing alternative to take advantage of lower interest rates in today's market. Based upon the information available to us regarding available alternatives and courses of action as of September 30, 2019, we performed a recoverability test on the carrying amount of our preferred equity investment and concluded the preferred equity investment was not impaired.

## CONSOLIDATED JOINT VENTURES

INVESTMENT		PROPERTY		# BEDS/ UNITS	TOTAL	NON-CONTROLLING	LTC	LTC		
YEAR	LOCATION	OPERATOR	TYPE		INVESTMENT PURPOSE	JOINT VENTURES	INTEREST	LTC	REMAINING	
					COMMITMENT	CONTRIBUTION	COMMITMENT	FUNDED	COMMITMENT <sup>(4)</sup>	
2017	Cedarburg, WI	Tealwood Senior Living	UDP	Owned Real Estate & Development	110 units	\$ 22,517	\$ 2,318	\$ 20,199	\$ 19,133	\$ 1,066
2017	Spartanburg, SC	Affinity Living Group	ALF	Owned Real Estate	87 units	11,660	1,241	10,419	10,419	-
					197 units	34,177	3,559	30,618	29,552	1,066
2018	Medford, OR	Fields Senior Living <sup>(2)</sup>	UDP	Owned Real Estate & Development	78 units	18,108	1,081	17,027	8,592	8,435
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	20,135	8,435
2019	Abingdon, VA	English Meadows Senior Living	ALF/MC	Owned Real Estate	74 units	16,895	919	15,976	15,976	—
					438 units	\$ 83,580	\$ 8,416	\$ 75,164	\$ 65,663	\$ 9,501

(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.







# REAL ESTATE ACTIVITIES – DE NOVO DEVELOPMENT

(DOLLAR AMOUNTS IN THOUSANDS)

## ESTIMATED

## CASH RENT

INCEPTION DATE	COMMITMENT YEAR	LOCATION	OPERATOR	# OF PROJECTS	PROPERTY TYPE	CONTRACTUAL INITIAL CASH YIELD	# BEDS/ UNITS	INVESTMENT COMMITMENT <sup>(1)</sup>	3Q19 FUNDING <sup>(2)</sup>	TOTAL CAPITALIZED INTEREST/OTHER	TOTAL PROJECT BASIS TO DATE	REMAINING COMMITMENT <sup>(3)</sup>
2Q21	2018	Medford, OR	Fields	1	ALF/MC	7.65%	78 units	\$ 18,108	\$ 1,726	\$ 314	\$ 9,987	\$ 8,435
4Q20 <sup>(4)</sup>	2019	Independence, MO	Ignite	1	SNF	9.25%	90 beds	17,374	2,934	13	2,947	14,440
				2			78 units / 90 beds	\$ 35,482	\$ 4,660	\$ 327	\$ 12,934	\$ 22,875

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

(2) In addition to the 3Q19 funding above, we funded \$3 on a property in Union, KY that was completed in 1Q19 and funded \$21 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."

(4) In August 2019, we acquired a parcel of land for \$2,622 and committed to develop a 90-bed post-acute skilled nursing center in Independence, MO. Completion is scheduled for the fall of 2020.



Weatherly Court  
Medford, OR





# REAL ESTATE ACTIVITIES – EXPANSIONS & RENOVATIONS

(DOLLAR AMOUNTS IN THOUSANDS)

## OWNED

ESTIMATED RENT INCEPTION DATE	COMMITMENT YEAR	PROJECT TYPE	LOCATION	OPERATOR	# OF PROJECTS	PROPERTY TYPE	CONTRACTUAL INITIAL CASH YIELD	INVESTMENT COMMITMENT	3Q19 FUNDING <sup>(2)</sup>	TOTAL FUNDED TO DATE	REMAINING COMMITMENT
— <sup>(1)</sup>	2017	Renovation	Las Vegas, NV	Fundamental	1	OTH	9.00%	\$ 5,550	\$ 120	\$ 1,142	\$ 4,408

(1) Rent payment increases upon each funding.

(2) In addition to the 3Q19 funding above, we funded \$95 to complete a capital improvement commitment on a property in Spartanburg, SC in 3Q19.

## MORTGAGE LOANS

ESTIMATED INTEREST INCEPTION DATE	COMMITMENT YEAR	PROJECT TYPE	LOCATION	OPERATOR	# OF PROJECTS	PROPERTY TYPE	CONTRACTUAL INITIAL CASH YIELD	INVESTMENT COMMITMENT	3Q19 FUNDING	TOTAL FUNDED TO DATE	REMAINING COMMITMENT
— <sup>(1)</sup>	2015	Expansion	Rochester Hills, MI	Prestige Healthcare	1	SNF	9.41%	\$ 11,500	\$ 286	\$ 2,468	\$ 9,032
— <sup>(2)</sup>	2015	Renovation	Farmington & Howell, MI	Prestige Healthcare	2	SNF	9.41%	5,000	194	3,981	1,019
— <sup>(3)</sup>	2016	Renovation	East Lansing, MI	Prestige Healthcare	2	SNF	9.41%	4,500	206	4,141	359
— <sup>(2)</sup>	2018	Renovation	Sterling Heights, MI	Prestige Healthcare	1	SNF	8.66%	1,700	57	930	770
— <sup>(2)</sup>	2018	Renovation	Grand Haven, MI	Prestige Healthcare	1	SNF	9.41%	3,000	440	489	2,511
					<u>7</u>			<u>\$ 25,700</u>	<u>\$ 1,183</u>	<u>\$ 12,009</u>	<u>\$ 13,691</u>

(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 four properties in Michigan operated by Prestige Healthcare. Interest payment increases upon each funding.

(3) Commitment is secured by two properties in Michigan operated by Prestige Healthcare. Interest payment increases upon each funding.







# REAL ESTATE ACTIVITIES – LEASE-UP

(DOLLAR AMOUNTS IN THOUSANDS)

DATE ACQUIRED	DATE OPENED <sup>(1)</sup>	OCCUPANCY AT 9/30/2019	DEVELOPMENT COMMITMENT YEAR	PROJECT TYPE	LOCATION	OPERATOR	# OF PROJECTS	PROPERTY TYPE	# BEDS/ UNITS	CONTRACTUAL INITIAL CASH YIELD	TOTAL INVESTMENT <sup>(2)</sup>
Oct-2015	Dec-2017	77%	2015	Development	Glenview, IL	Anthem <sup>(3)</sup>	1	MC	66 units	— <sup>(3)</sup>	\$ 16,467
Oct-2016	Jun-2018	65%	2016	Development	Oak Lawn, IL	Anthem <sup>(3)</sup>	1	MC	66 units	— <sup>(3)</sup>	14,997
Sep-2016	Feb-2019	71%	2016	Development	Union, KY	Carespring	1	SNF	143 beds	8.50%	23,345
Dec-2017	Feb-2019 <sup>(4)</sup>	16%	2017	Development	Cedarburg, WI	Tealwood	1	ALF/MC/ILF	110 units	7.50%	21,421
							4		242 units/143 beds		\$ 76,230

(1) Represents date of Certificate of Occupancy.

(2) Total Investment for acquisitions includes closing costs and total development costs and excludes capitalized interest.

(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 through 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.





## REAL ESTATE ACTIVITIES – LEASE-UP HISTORY

PROPERTY	LOCATION	OPERATOR	PROPERTY TYPE	PROJECT TYPE	# BEDS/ UNITS	DATE ACQUIRED	DATE OPENED <sup>(1)</sup>	DATE STABILIZED	# OF MONTHS TO 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
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	Kansas City, MO	Oxford Senior Living	ALF/MC	Acquisition	73 units	Oct-2017	Aug-2017	Jun-2019	22

(1) Represents date of Certificate of Occupancy.

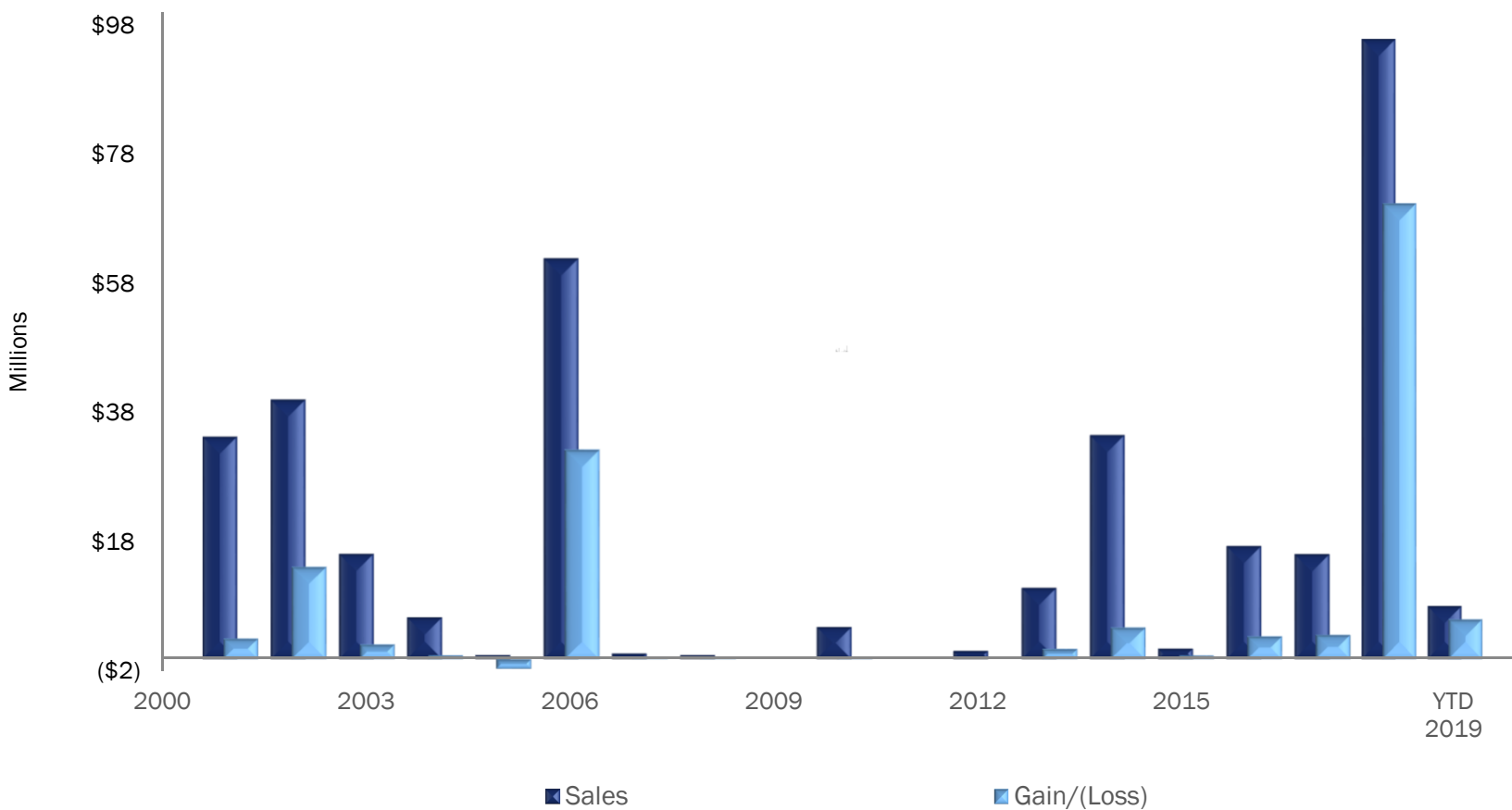




## REAL ESTATE ACTIVITIES – CAPITAL RECYCLING

On average, LTC has sold approximately \$20 million<sup>(1)</sup> annually

- Since 2000:
- Total Sales Price of \$352.0 million
  - Total Gain of \$143.7 million



(1) Reflects total sales price







# PORTFOLIO OVERVIEW

(DOLLAR AMOUNTS IN THOUSANDS)

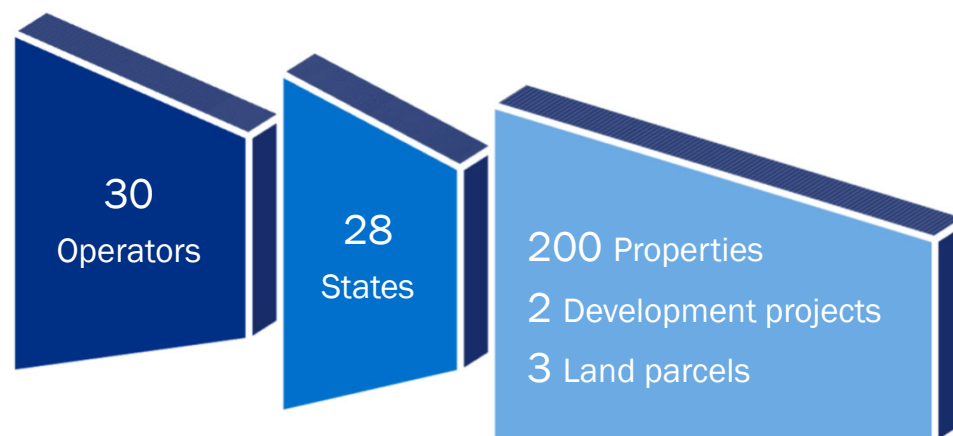
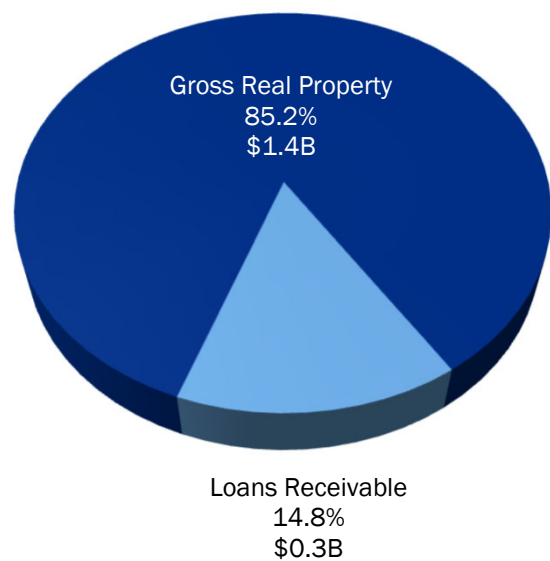
PROPERTY TYPE	# OF PROPERTIES	GROSS INVESTMENT	% OF INVESTMENT	TWELVE MONTHS ENDED SEPTEMBER 30, 2019		
				RENTAL INCOME <sup>(1)</sup>	INTEREST INCOME <sup>(2)</sup>	% OF REVENUES
Skilled Nursing	94	\$ 861,500	49.8%	\$ 67,741	\$ 29,598	58.4%
Assisted Living	105	844,635	48.8%	68,274	—	41.0%
Under Development <sup>(3)</sup>	—	12,934	0.7%	—	—	—
Other <sup>(4)</sup>	1	11,360	0.7%	948	—	0.6%
Total	200	\$ 1,730,429	100.0%	\$ 136,963	\$ 29,598	100.0%

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

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

(3) Includes two development projects consisting of a 78-unit ALF/MC community in Oregon and a 90-bed SNF center in Missouri.

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

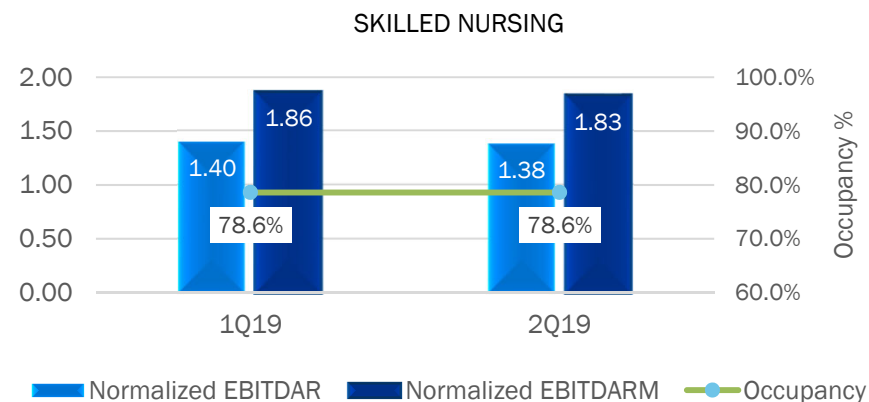
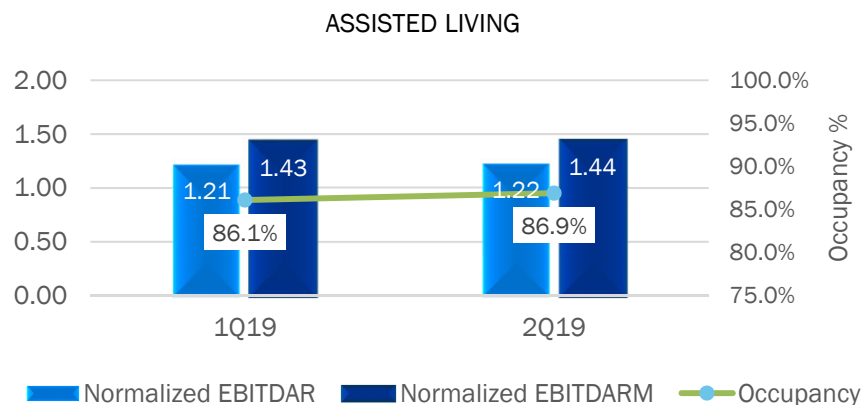




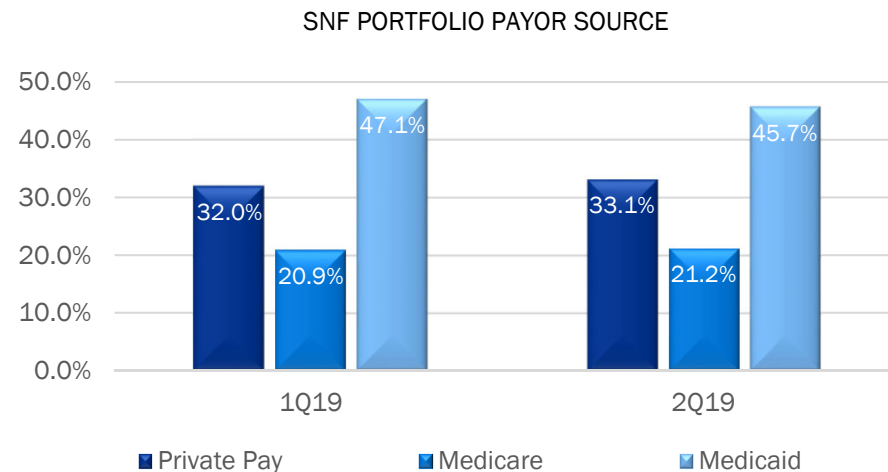
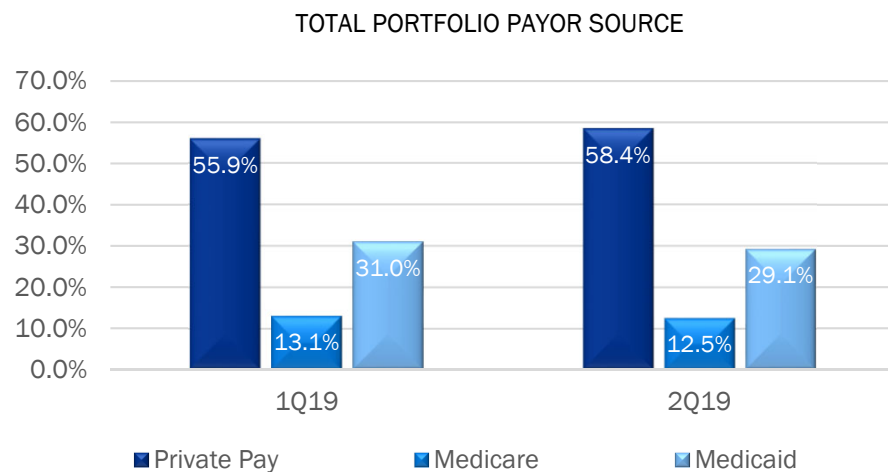
# PORTFOLIO METRICS

(TRAILING TWELVE MONTHS THROUGH JUNE 30, 2019 AND MARCH 31, 2019)

## SAME PROPERTY PORTFOLIO STATISTICS <sup>(1)</sup>



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



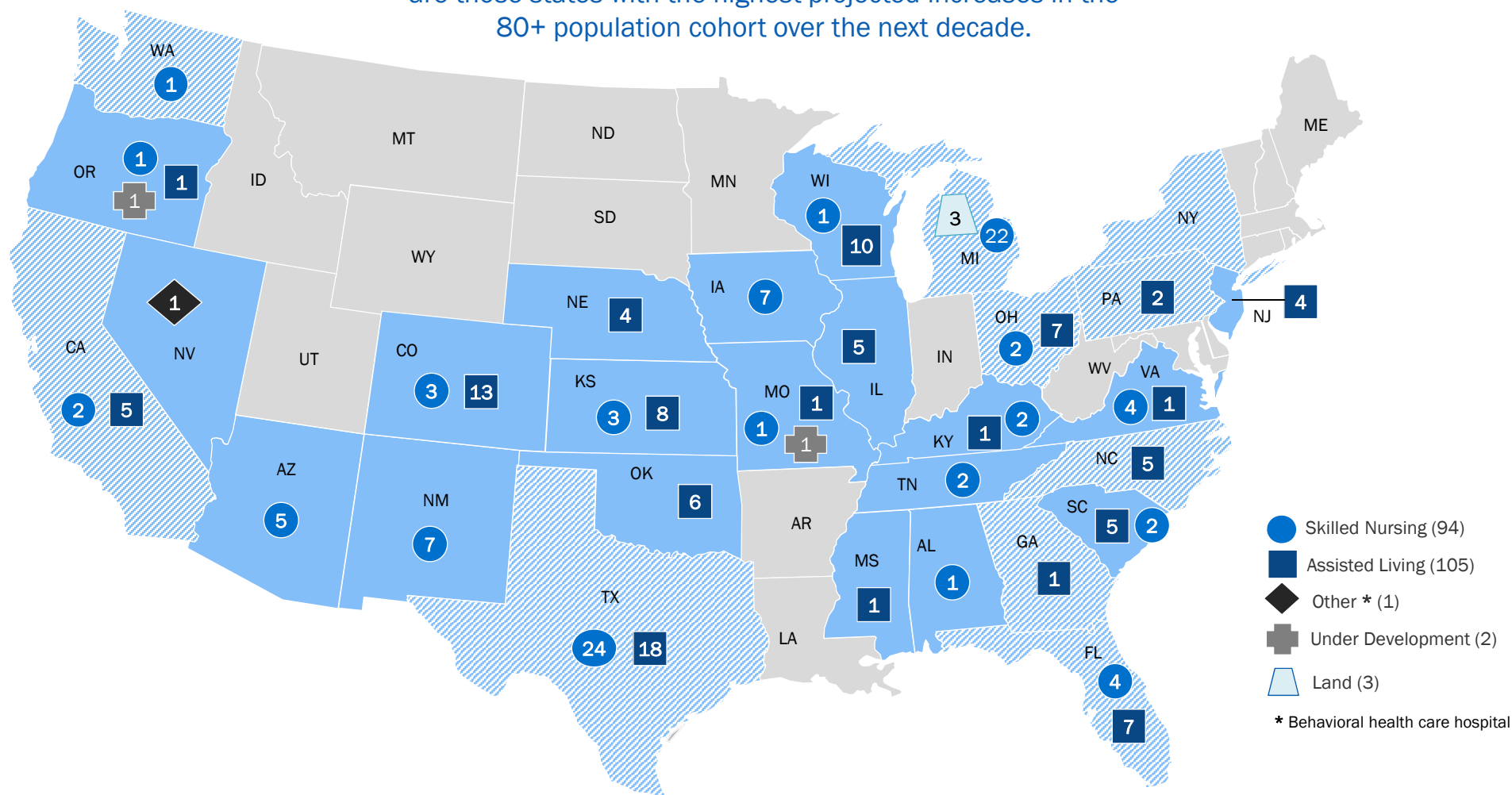
(1) Information is from property level operator financial statements which are unaudited and have not been independently verified by LTC.



# PORTFOLIO DIVERSIFICATION – GEOGRAPHY

(AS OF SEPTEMBER 30, 2019)

States in which we have the highest concentration of properties are those states with the highest projected increases in the 80+ population cohort over the next decade.



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

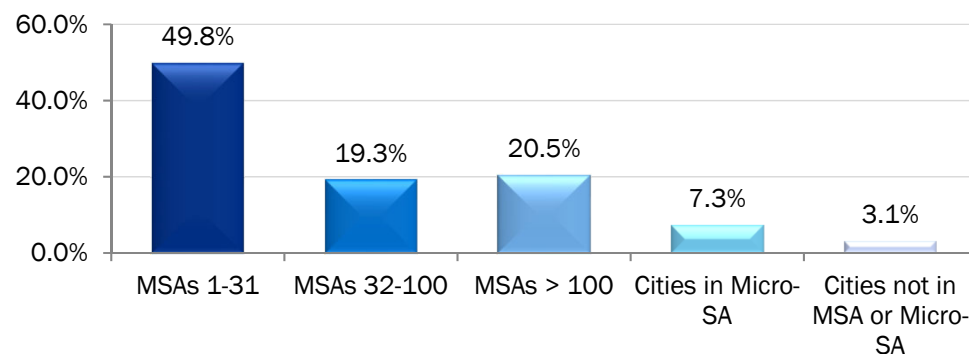
(AS OF SEPTEMBER 30, 2019, DOLLAR AMOUNTS IN THOUSANDS)

STATE <sup>(1)</sup>	# OF PROPS	GROSS INVESTMENT	%	SNF	%	ALF	%	UDP	%	OTH <sup>(2)</sup>	%
Texas	42	\$ 292,238	16.9%	\$ 216,022	25.1%	\$ 76,216	9.0%	\$ —	—	\$ —	—
Michigan	22	256,680	14.8%	255,737	29.7%	—	—	—	—	943	8.3%
Wisconsin	11	149,184	8.6%	13,946	1.6%	135,238	16.0%	—	—	—	—
Colorado	16	114,923	6.6%	8,044	0.9%	106,879	12.7%	—	—	—	—
California	7	102,561	5.9%	22,262	2.6%	80,299	9.5%	—	—	—	—
Illinois	5	87,604	5.1%	—	—	87,604	10.4%	—	—	—	—
Ohio	9	86,452	5.0%	54,000	6.3%	32,452	3.8%	—	—	—	—
Florida	11	72,169	4.2%	32,865	3.8%	39,304	4.7%	—	—	—	—
Kansas	11	71,505	4.1%	14,111	1.6%	57,394	6.8%	—	—	—	—
Kentucky	3	62,220	3.7%	48,042	5.6%	14,178	1.7%	—	—	—	—
All Others	63	434,893	25.1%	196,471	22.8%	215,071	25.4%	12,934	100.0%	10,417	91.7%
Total	200	\$ 1,730,429	100.0%	\$ 861,500	100.0%	\$ 844,635	100.0%	\$ 12,934	100.0%	\$ 11,360	100.0%

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

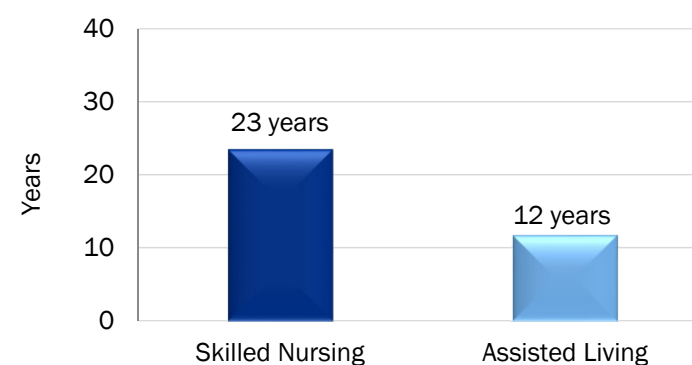
(2) Includes one behavioral health care hospital and three parcels of land.

## GROSS PORTFOLIO BY MSA <sup>(1)</sup>



(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 <sup>(1)</sup>



(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 SEPTEMBER 30, 2019, DOLLAR AMOUNTS IN THOUSANDS)

OPERATORS	# OF PROPS	ANNUALIZED INCOME				GROSS	
		GAAP <sup>(1)</sup>	%	CASH	%	INVESTMENT	%
Prestige Healthcare	24	\$ 31,342	19.6%	\$ 25,795	17.1%	\$ 268,869	15.5%
Senior Lifestyle Corporation	23	19,784	12.3%	17,738	11.8%	191,283	11.1%
Senior Care Centers	11	14,603 <sup>(2)</sup>	9.1%	14,603	9.7%	138,109	8.0%
Anthem Memory Care	11	7,500 <sup>(3)</sup>	4.7%	7,500	5.0%	136,483	7.9%
Brookdale Senior Living	35	13,648	8.5%	13,722	9.1%	98,921	5.7%
Preferred Care	24	662 <sup>(4)</sup>	0.4%	662	0.4%	78,039	4.5%
Carespring Health Care Management	4	11,194	7.0%	9,748	6.4%	102,042	5.9%
Fundamental	7	8,409	5.2%	8,464	5.6%	75,795	4.4%
Traditions Senior Management	7	8,276	5.2%	8,351	5.5%	71,741	4.1%
Genesis Healthcare	6	8,154	5.1%	8,111	5.4%	50,004	2.9%
All Others	48	36,637	22.9%	36,165	24.0%	519,143	30.0%
	200	\$ 160,209	100.0%	\$ 150,859	100.0%	\$ 1,730,429	100.0%

- (1) Represents annualized income for the month of September 2019 for leased properties, except for Senior Care, Anthem and Preferred Care as noted below, and annualized interest income from mortgage loans outstanding as of September 30, 2019.
- (2) 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. During 4Q19, the judge allowed Senior Care to assume LTC’s master lease and required Senior Care to pay LTC the December 2018 unpaid rent, late fees and legal fees totaling approximately \$1,600. The payment is due upon the earlier of the bankruptcy plan effective date or December 16, 2019. Due to the uncertainty regarding Senior Care’s emergence from bankruptcy, the amount reflects contractual annual cash rent.
- (3) Anthem is currently being accounted for on a cash basis. See page 9 for Anthem disclosure.
- (4) We have agreed to sell the properties currently operated by Preferred Care. During 4Q19, we entered into multiple contracts to sell a portion of the properties and are negotiating contracts to sell the remainder of the properties. The contracts are subject to standard due diligence and other contingencies to close. As a result, the certainty of completing these potential sales is unknown. If those transactions are completed successfully, some closings could occur in December 2019 and the remainder in 1Q20. Preferred Care is currently paying monthly rent of \$55 which we are accounting for on a cash basis.



Privately Held	SNF/ALF/ILF Other Rehab	80 Properties	6 States
Privately Held	ALF/ILF/MC/SNF Short Term Stays	172 Properties	27 States
Privately Held	SNF/ALF/ILF/MC Transitional Care & Rehab	100 Properties <sup>(3)</sup>	2 States <sup>(3)</sup>
Privately Held	Exclusively MC	12 Properties	4 States
NYSE: BKD	ILF/ALF/MC Continuing Care	794 Properties	45 States



Privately Held	SNF/ALF/ILF Transitional Care	12 Properties	2 States
Privately Held	SNF/MC Hospitals & Other Rehab	89 Properties	10 States
Privately Held	SNF/ALF/ILF	25 Properties	5 States
NYSE: GEN	SNF/ALF Senior Living	More than 400 Properties	29 States



# PORTFOLIO MATURITY

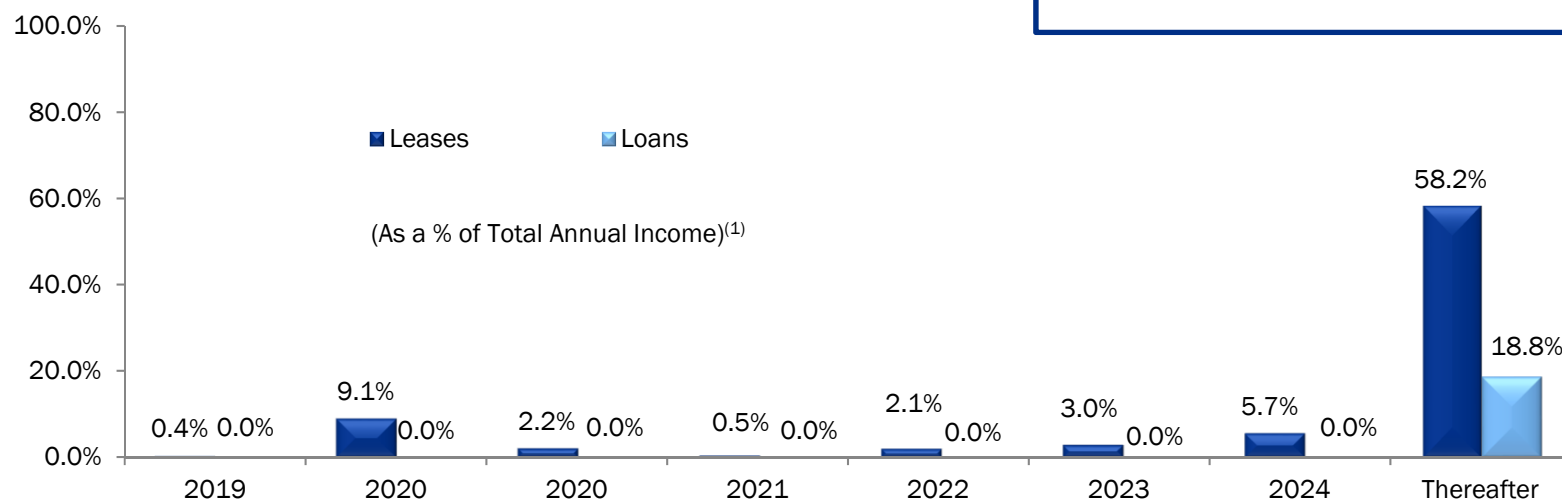
(AS OF SEPTEMBER 30, 2019, DOLLAR AMOUNTS IN THOUSANDS)

YEAR	RENTAL INCOME <sup>(1)</sup>	% OF TOTAL	INTEREST INCOME <sup>(1)</sup>	% OF TOTAL	ANNUAL INCOME <sup>(1)</sup>	% OF TOTAL
2019	\$ 662 <sup>(2)</sup>	0.5%	\$ —	—	\$ 662	0.4%
2020	14,537 <sup>(3)</sup>	11.2%	—	—	14,537	9.1%
2021	3,518	2.7%	—	—	3,518	2.2%
2022	771	0.6%	—	—	771	0.5%
2023	3,332	2.5%	—	—	3,332	2.1%
2024	4,813	3.7%	—	—	4,813	3.0%
2025	9,087	7.0%	—	—	9,087	5.7%
Thereafter	93,382	71.8%	30,107	100.0%	123,489	77.0%
Total	\$ 130,102	100.0%	\$ 30,107	100.0%	\$ 160,209	100.0%

## Near Term Lease Maturities:

- Two in 2019 with an annualized GAAP rent totaling \$0.7 million<sup>(2)</sup>
- Five in 2020 with an annualized GAAP rent totaling \$14.5 million<sup>(3)</sup>
- Three in 2021 with an annualized GAAP rent totaling \$3.5 million

As of September 30, 2019, approximately 94% of owned properties are covered under master leases and approximately 96% of rental revenues come from master leases or cross-default leases.



- (1) Includes annualized GAAP rent for leased properties, except for Anthem, Senior Care and Preferred Care, and annualized interest income from mortgage loans outstanding as of September 30, 2019.
- (2) We have agreed to sell the properties currently operated by Preferred Care. During 4Q19, we entered into multiple contracts to sell a portion of the properties and are negotiating contracts to sell the remainder of the properties. The contracts are subject to standard due diligence and other contingencies to close. As a result, the certainty of completing these potential sales is unknown. If those transactions are completed successfully, some closings could occur in December 2019 and the remainder in 1Q20. Preferred Care is currently paying monthly rent of \$55 which we are accounting for on a cash basis.
- (3) \$13,648 relates to Brookdale.



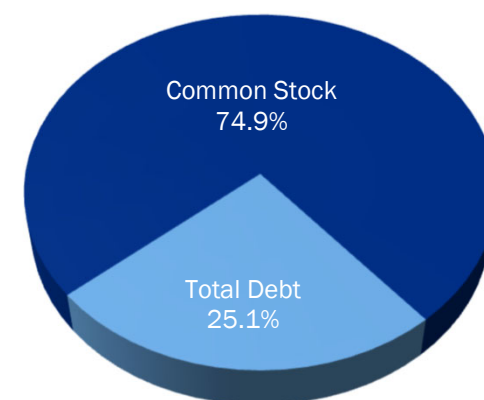


# ENTERPRISE VALUE

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

SEPTEMBER 30, 2019				CAPITALIZATION
<b>DEBT</b>				
Bank borrowings - weighted average rate 3.4% <sup>(1)</sup>		\$	165,400	
Senior unsecured notes, net of debt issue costs - weighted average rate 4.5% <sup>(2)</sup>			518,469	
Total debt - weighted average rate 4.2%			683,869	25.1%
<b>EQUITY</b>				
	09/30/19			
	No. of shares	Closing Price		
Common stock	39,751,704	\$ 51.22 <sup>(3)</sup>	2,036,082	74.9%
<b>TOTAL MARKET VALUE</b>			<b>\$ 2,719,951</b>	<b>100.0%</b>
Add: Non-controlling interest			8,460	
Less: Cash and cash equivalents			(3,960)	
<b>ENTERPRISE VALUE</b>			<b>\$ 2,724,451</b>	
Debt to Enterprise Value				25.1%
Debt to Annualized Adjusted EBITDAre <sup>(4)</sup>				4.4x

## CAPITALIZATION



- (1) Subsequent to September 30, 2019, we paid down \$100,000 under our unsecured revolving line of credit using the proceeds from the sale of senior unsecured notes detailed below. Accordingly, we have \$65,400 outstanding with \$534,600 available for borrowing.
- (2) Represents outstanding balance of \$519,300, net of debt issue costs of \$831. Subsequent to September 30, 2019, we sold \$100,000 aggregate principal amount of 3.85% senior unsecured notes to Prudential. Accordingly, we have \$618,469 outstanding and \$7,500 available under our senior unsecured notes.
- (3) Closing price of our common stock as reported by the NYSE on September 30, 2019.
- (4) See page 22 for reconciliation of annualized adjusted EBITDAre.

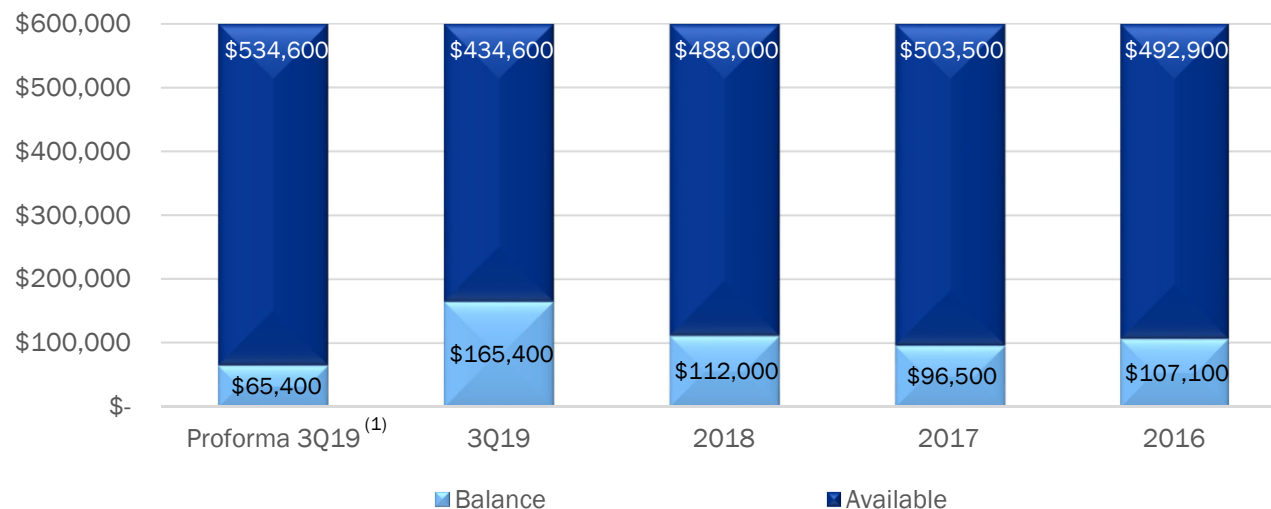




# DEBT METRICS

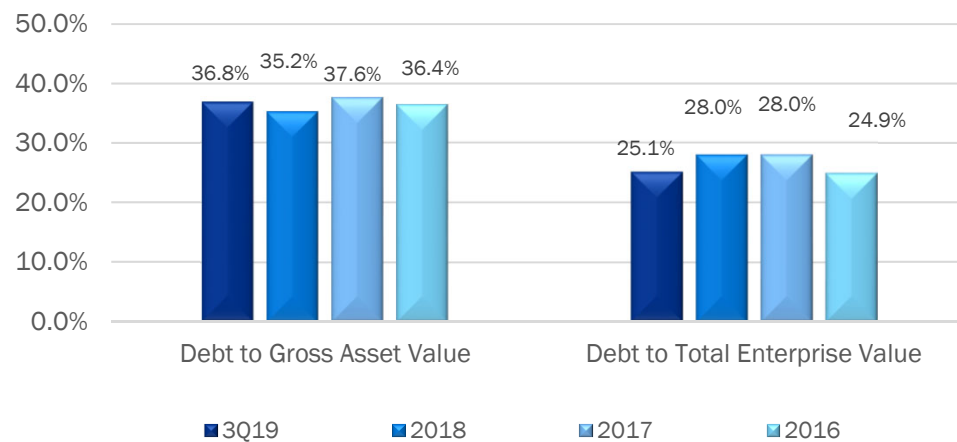
(DOLLAR AMOUNTS IN THOUSANDS)

## LINE OF CREDIT LIQUIDITY

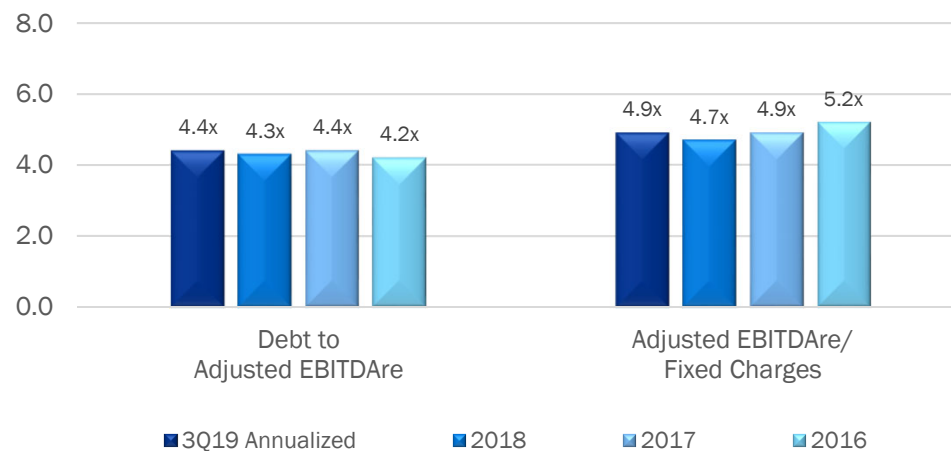


(1) Subsequent to September 30, 2019, we paid down \$100,000 under our unsecured revolving line of credit using the proceeds from the sale of senior unsecured notes.

## LEVERAGE RATIOS



## COVERAGE RATIOS



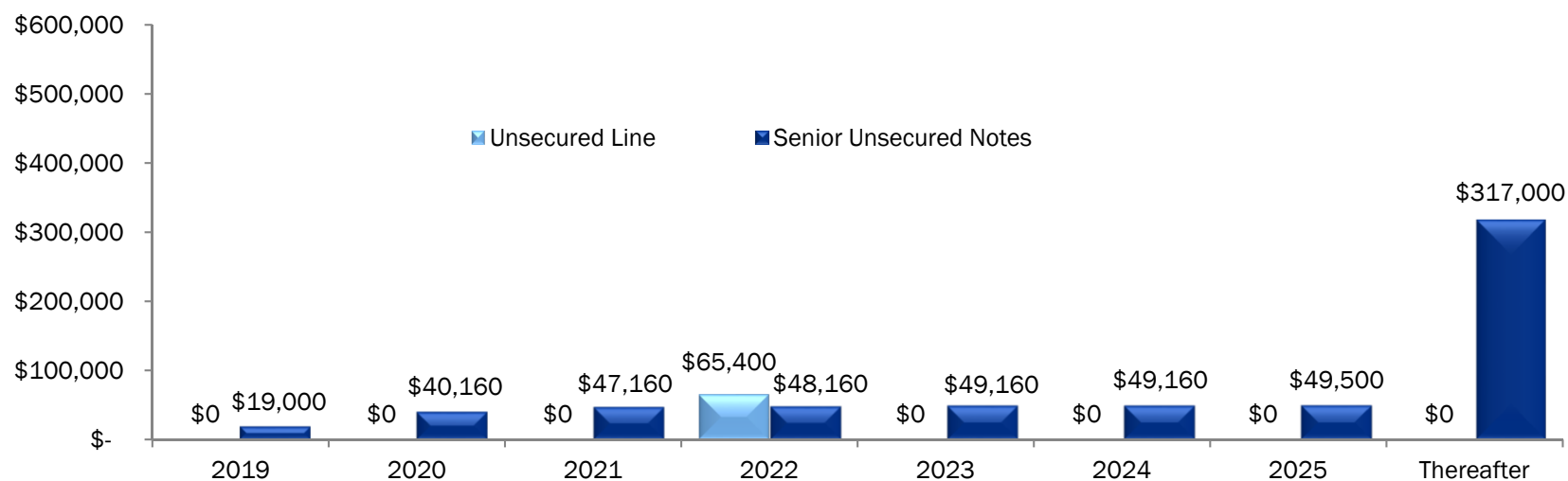
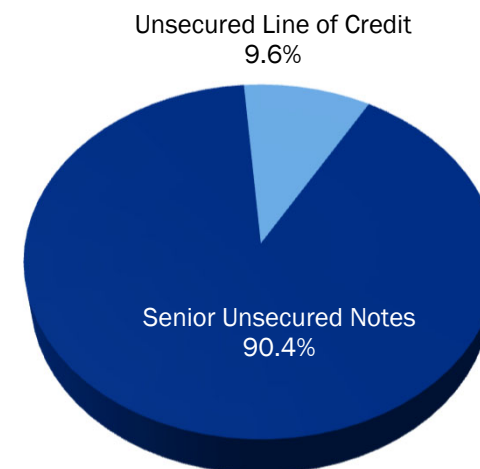


# PROFORMA DEBT MATURITY

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

YEAR	UNSECURED LINE OF CREDIT <sup>(1)</sup>	SENIOR UNSECURED NOTES <sup>(1)(2)</sup>	TOTAL	% OF TOTAL
2019	\$ —	\$ 19,000	\$ 19,000	2.7%
2020	—	40,160	40,160	5.9%
2021	—	47,160	47,160	6.9%
2022	65,400	48,160	113,560	16.6%
2023	—	49,160	49,160	7.2%
2024	—	49,160	49,160	7.2%
2025	—	49,500	49,500	7.2%
Thereafter	—	317,000	317,000	46.3%
Total	\$ 65,400	\$ 619,300 <sup>(3)</sup>	\$ 684,700 <sup>(3)</sup>	100.0%

## DEBT STRUCTURE



(1) Subsequent to September 30, 2019, we sold \$100,000 aggregate principal amount of 3.85% senior unsecured notes to Prudential using the proceeds to pay down our unsecured revolving line of credit. Accordingly, we have \$534,600 available for borrowing under our line of credit and \$7,500 available under our senior unsecured notes.

(2) Reflects scheduled principal payments.

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





# FINANCIAL DATA SUMMARY

(DOLLAR AMOUNTS IN THOUSANDS)

	9/30/19	12/31/18	12/31/17	12/31/16
Gross real estate assets	\$1,730,429	\$1,666,842	\$1,618,284	\$1,533,679
Net real estate investments	\$1,385,457	\$1,349,520	\$1,309,996	\$1,255,503
Gross asset value	\$1,857,380	\$1,831,070	\$1,774,024	\$1,673,238
Total debt <sup>(1)</sup>	\$683,869	\$645,029	\$667,502	\$609,391
Total liabilities <sup>(1)</sup>	\$718,337	\$680,649	\$706,922	\$654,848
Total equity	\$793,894	\$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

	3Q19	4Q19 <sup>(1)</sup>	1Q20 <sup>(1)</sup>	2Q20 <sup>(1)</sup>	3Q20 <sup>(1)</sup>
Straight-line rent	\$ 1,085	\$ 873	\$ 781	\$ 697	\$ 612
Amortization of lease incentives	(100)	(103)	(99)	(107)	(107)
Effective interest	1,528	1,455	1,419	1,420	1,414
Net	\$ 2,513	\$ 2,225	\$ 2,101	\$ 2,010	\$ 1,919

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

## COMPONENTS OF RENTAL INCOME

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2019	2018	2019	2018
Cash rent	\$ 33,831 <sup>(1)</sup>	\$ 31,582	\$ 101,081 <sup>(1)</sup>	\$ 95,668
Revenue related to real estate taxes reimbursed by the operator <sup>(2)</sup>	3,849	—	12,094	—
Straight-line rent	1,085 <sup>(3)</sup>	3,189	3,598 <sup>(3)</sup>	8,629
Straight-line rent write-off	—	—	(1,926) <sup>(4)</sup>	—
Amortization of lease incentives	(100) <sup>(3)</sup>	(560)	(281) <sup>(3)</sup>	(1,651)
Total rental income	\$ 38,665	\$ 34,211	\$ 114,566	\$ 102,646

- (1) Increased due to acquisitions, developments and capital improvement projects partially offset by decreased rent from properties sold in 2018 and 2019 lease transitions.
- (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 revenue. 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.
- (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.



# FINANCIAL DATA SUMMARY

(DOLLAR AMOUNTS IN THOUSANDS)

## RECONCILIATION OF ANNUALIZED ADJUSTED EBITDAre AND FIXED CHARGES

	THREE MONTHS ENDED		FOR THE YEAR ENDED	
	9/30/19	12/31/2018	12/31/2017	12/31/2016
Net income	\$ 27,280	\$ 155,076	\$ 87,340	\$ 85,115
Less: Gain on sale of real estate, net	(6,236)	(70,682)	(3,814)	(3,582)
Add: Impairment charges	—	—	1,880 <sup>(1)</sup>	766 <sup>(2)</sup>
Add: Interest expense	7,827	30,196	29,949	26,442
Add: Depreciation and amortization	9,932	37,555	37,610	35,932
EBITDAre	38,803	152,145	152,965	144,673
Less: Non-recurring one-time items	—	(3,074) <sup>(3)</sup>	(842) <sup>(3)</sup>	—
<b>Adjusted EBITDAre</b>	<b>\$ 38,803</b>	<b>\$ 149,071</b>	<b>\$ 152,123</b>	<b>\$ 144,673</b>
Interest expense	\$ 7,827	\$ 30,196	\$ 29,949	\$ 26,442
Add: Capitalized interest	108	1,248	908	1,408
<b>Fixed charges <sup>(4)</sup></b>	<b>\$ 7,935</b>	<b>\$ 31,444</b>	<b>\$ 30,857</b>	<b>\$ 27,850</b>
Annualized Adjusted EBITDAre	\$ 155,212			
Annualized Fixed Charges	\$ 31,740			
<b>Debt (net of debt issue costs)</b>	<b>\$ 683,869</b>	<b>\$ 645,029</b>	<b>\$ 667,502</b>	<b>\$ 609,391</b>
Debt to Adjusted EBITDAre	4.4x *	4.3x	4.4x	4.2x
Adjusted EBITDAre to Fixed Charges	4.9x *	4.7x	4.9x	5.2x

\* Represents annualized 3Q19 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.





# INCOME STATEMENT DATA

(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	THREE MONTHS ENDED SEPTEMBER 30,		NINE MONTHS ENDED SEPTEMBER 30,	
	2019	2018	2019	2018
	(unaudited)		(unaudited)	
<b>Revenues</b>				
Rental income (see page 21)	\$ 38,665	\$ 34,211	\$ 114,566	\$ 102,646
Interest income from mortgage loans	7,646	7,087	22,308	20,910
Interest and other income	808	478	1,967	1,502
Total revenues	47,119	41,776	138,841	125,058
<b>Expenses</b>				
Interest expense	7,827	7,497	23,004	22,981
Depreciation and amortization	9,932	9,447	29,399	28,159
(Recovery) provision for doubtful accounts	(14)	106	153	76
Transaction costs	75	9	275	19
Property tax expense	4,270	—	12,566	—
General and administrative expenses	4,745	4,879	13,912	14,392
Total expenses	26,835	21,938	79,309	65,627
<b>Other Operating Income</b>				
Gain on sale of real estate, net	6,236	14,353	6,736	62,698
Operating Income	26,520	34,191	66,268	122,129
Income from unconsolidated joint ventures	760	746	1,973	2,103
<b>Net Income</b>	27,280	34,937	68,241	124,232
Income allocated to non-controlling interests	(88)	(17)	(257)	(17)
Net income attributable to LTC Properties, Inc.	27,192	34,920	67,984	124,215
Income allocated to participating securities	(112)	(138)	(298)	(504)
Net income available to common stockholders	\$ 27,080	\$ 34,782	\$ 67,686	\$ 123,711
<b>Earnings per common share:</b>				
Basic	\$0.68	\$0.88	\$1.71	\$3.13
Diluted	\$0.68	\$0.88	\$1.69	\$3.12
<b>Weighted average shares used to calculate earnings per common share:</b>				
Basic	39,586	39,487	39,565	39,470
Diluted	39,965	39,865	39,944	39,845
<b>Dividends declared and paid per common share</b>				
	\$0.57	\$0.57	\$1.71	\$1.71



# CONSOLIDATED BALANCE SHEETS

(AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

	SEPTEMBER 30, 2019	DECEMBER 31, 2018
	(unaudited)	(audited)
<b>ASSETS</b>		
Investments:		
Land	\$ 129,403	\$ 125,358
Buildings and improvements	1,339,543	1,290,352
Accumulated depreciation and amortization	(340,505)	(312,959)
Operating real estate property, net	1,128,441	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	1,132,271	1,106,581
Mortgage loans receivable, net of loan loss reserve: 2019—\$2,551; 2018—\$2,447	253,186	242,939
Real estate investments, net	1,385,457	1,349,520
Notes receivable, net of loan loss reserve: 2019—\$177; 2018—\$128	17,552	12,715
Investments in unconsolidated joint ventures	24,426	30,615
Investments, net	1,427,435	1,392,850
Other assets:		
Cash and cash equivalents	3,960	2,656
Restricted cash	2,108	2,108
Debt issue costs related to bank borrowings	2,380	2,989
Interest receivable	25,099	20,732
Straight-line rent receivable, net of allowance for doubtful accounts: 2019—\$0; 2018—\$746	44,814	73,857
Lease incentives	2,590	14,443
Prepaid expenses and other assets	3,845	3,985
Total assets	\$ 1,512,231	\$ 1,513,620
<b>LIABILITIES</b>		
Bank borrowings	\$ 165,400	\$ 112,000
Senior unsecured notes, net of debt issue costs: 2019—\$831; 2018—\$938	518,469	533,029
Accrued interest	3,996	4,180
Accrued expenses and other liabilities	30,472	31,440
Total liabilities	718,337	680,649
<b>EQUITY</b>		
Stockholders' equity:		
Common stock: \$0.01 par value; 60,000 shares authorized; shares issued and outstanding: 2019—39,752; 2018—39,657	398	397
Capital in excess of par value	865,721	862,712
Cumulative net income	1,280,940	1,255,764
Cumulative distributions	(1,361,625)	(1,293,383)
Total LTC Properties, Inc. stockholders' equity	785,434	825,490
Non-controlling interests	8,460	7,481
Total equity	793,894	832,971
Total liabilities and equity	\$ 1,512,231	\$ 1,513,620



# FUNDS FROM OPERATIONS

(UNAUDITED, AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

## RECONCILIATION OF FFO AND FAD

	THREE MONTHS ENDED		NINE MONTHS ENDED	
	SEPTEMBER 30,		SEPTEMBER 30,	
	2019	2018	2019	2018
GAAP net income available to common stockholders	\$ 27,080	\$ 34,782	\$ 67,686	\$ 123,711
Add: Depreciation and amortization	9,932	9,447	29,399	28,159
Add: Impairment charges	—	—	—	—
Less: Gain on sale of real estate, net	(6,236)	(14,353)	(6,736)	(62,698)
NAREIT FFO attributable to common stockholders	30,776	29,876	90,349	89,172
Add: Non-recurring items <sup>(1)(2)</sup>	—	—	576	—
FFO attributable to common stockholders excluding non-recurring income	\$ 30,776	\$ 29,876	\$ 90,925	\$ 89,172
<b>NAREIT FFO attributable to common stockholders</b>				
	\$ 30,776	\$ 29,876	\$ 90,349	\$ 89,172
Non-cash income:				
Less: Straight-line rental income	(1,085)	(3,189)	(3,598)	(8,629)
Add: Amortization of lease costs	100	560	281	1,651
Add: Other non-cash expense <sup>(1)</sup>	—	—	1,926	—
Less: Effective interest income from mortgage loans	(1,528)	(1,441)	(4,361)	(4,265)
Less: Deferred income from unconsolidated joint ventures	(5)	(31)	(18)	(93)
Total Non-cash income	(2,518)	(4,101)	(5,770)	(11,336)
Non-cash expense:				
Add: Non-cash compensation charges	1,626	1,487	4,938	4,384
Add: Non-cash interest related to earn-out liabilities	—	126	—	377
Less: Capitalized interest	(108)	(298)	(441)	(850)
Total Non-cash expense	1,518	1,315	4,497	3,911
Funds available for distribution (FAD)	29,776	27,090	89,076	81,747
Less: Non-recurring income <sup>(2)</sup>	—	—	(1,350)	—
Funds available for distribution (FAD) excluding non-recurring income	\$ 29,776	\$ 27,090	\$ 87,726	\$ 81,747
NAREIT Diluted FFO attributable to common stockholders per share	\$0.77	\$0.75	\$2.26	\$2.25

(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.



# FUNDS FROM OPERATIONS

(UNAUDITED, AMOUNTS IN THOUSANDS, EXCEPT PER SHARE AMOUNTS)

## RECONCILIATION OF FFO PER SHARE

FOR THE THREE MONTHS ENDED SEPTEMBER 30,	FFO		FAD	
	2019	2018	2019	2018
FFO/FAD attributable to common stockholders	\$ 30,776	\$ 29,876	\$ 29,776	\$ 27,090
Non-recurring one-time items	—	—	—	—
FFO/FAD attributable to common stockholders excluding non-recurring income	30,776	29,876	29,776	27,090
Effect of dilutive securities:				
Participating securities	112	138	112	138
Diluted FFO/FAD assuming conversion	\$ 30,888	\$ 30,014	\$ 29,888	\$ 27,228
Shares for basic FFO/FAD per share	39,586	39,487	39,586	39,487
Effect of dilutive securities:				
Stock options	4	4	4	4
Performance based stock units (MSU)	375	217	375	217
Participating securities	164	157	164	157
Shares for diluted FFO/FAD per share	40,129	39,865	40,129	39,865

FOR THE NINE MONTHS ENDED SEPTEMBER 30,	FFO		FAD	
	2019	2018	2019	2018
FFO/FAD attributable to common stockholders	\$ 90,349	\$ 89,172	\$ 89,076	\$ 81,747
Non-recurring one-time items	576 <sup>(1)</sup>	—	(1,350) <sup>(2)</sup>	—
FFO/FAD attributable to common stockholders excluding non-recurring income	90,925	89,172	87,726	81,747
Effect of dilutive securities:				
Participating securities	298	504	298	504
Diluted FFO/FAD assuming conversion	\$ 91,223	\$ 89,676	\$ 88,024	\$ 82,251
Shares for basic FFO/FAD per share	39,565	39,470	39,565	39,470
Effect of dilutive securities:				
Stock options	4	3	4	3
Performance based stock units (MSU)	375	217	375	217
Participating securities	162	155	162	155
Shares for diluted FFO/FAD per share	40,106	39,845	40,106	39,845

(1) Represents net of \$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.



## GLOSSARY

**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.







## GLOSSARY

**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/lease transition 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.

