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May 2, 2023

VIA OVERNIGHT AND ELECTRONIC MAIL

Heidi Lehrman
Deputy Attorney General
California Department of Justice
Healthcare Rights and Access Section
1300 I Street, 12th Floor
Sacramento, CA 95814

Re: Deficiency Notice Response for Eskaton Fair Oaks, Eskaton Greenhaven, and Eskaton Manzanita
Our File No. 14374.47

Dear Ms. Lehrman:

We received your deficiency letter dated April 20, 2023 regarding the Notice we submitted on April 3, 2023. As requested, we have supplemented our response and added additional information where it exists.

At the outset, we want to note that the transferee does not have audited financial statements (See Deficiency Letter, Item #4). As we explained in the Notice, the three LLCs that will take title to the property are entirely new entities. Similarly, International Equity Partners (“IEP”), which submitted the Letter of Intent, is not a going concern that holds interests in any assets and it does not prepare financial statements. IEP is a brand name where the principals make investments in newly formed single purpose entities, which is the case here. As outlined in the Asset Purchase Agreement and the Notice, the actual purchasers are the three LLCs which are newly formed and do not yet have audited financial statements.

With respect to the request for information about why a potential transferee was excluded, we have added additional information to the narrative to explain why certain potential transferees were excluded. The matrices provided in Section 999.5(d)(11)(B) represent a comparison of each of the offers received, and the final offers that were considered. Offers were excluded based upon a potential transferee’s decision to offer a lower purchase price, or a lack of familiarity with the California regulatory process, among other reasons.

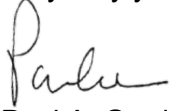
If you require additional information or you have any questions, please do not hesitate to contact me or Johanna Williams at the email addresses and telephone numbers below:

Paul Gordon: pgordon@hansonbridgett.com; 415-995-5014
Johanna Williams: jwilliams@hansonbridgett.com; 916-551-2924

May 2, 2023
Page 2

Thank you for your consideration.

Very truly yours,

A handwritten signature in black ink, appearing to read "Paul A. Gordon". The signature is written in a cursive style with a large initial "P".

Paul A. Gordon
Partner

PAG



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April 20, 2023

Johanna M. Williams
Hanson Bridgett LLP
500 Capitol Mall, Suite 1500
Sacramento, CA 95814
jwilliams@hansonbridgett.com

Sent via email

RE: Eskaton Fair Oaks, Eskaton Greenhaven, and Eskaton Manzanita Sale

Dear Ms. Williams:

On April 6, 2023, the Department of Justice received written notice of the proposed sale of three skilled nursing facilities by Eskaton Properties, Inc., a California nonprofit public benefit corporation, to International Equity Partners LLC, a California limited liability company. We have completed our initial review of your client's written notice and determined that the notice is incomplete. Please provide the following information so that your client's written notice fully complies with the requirements of California Corporations Code section 5914 et seq. and California Code of Regulations, title 11, section 999.5, subdivision (d):

1. A description of all services provided by each health facility. Whereas the attachments include much of the demographic and statistical information required, a description of all services provided by each health facility is lacking. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(5)(C).)
2. A list of the primary languages spoken at the health facility. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(5)(L).)
3. A statement by the chair of the board of directors stating that the contents of the written notice are true, accurate, and correct. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(8).)
4. The most recent audited financial statements for the transferee. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(9).)
5. A description of the applicant's efforts to inform local governmental entities. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(10).)
6. Reasons why any potential transferee was excluded from further consideration. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(11).) If this information is included in the matrices under this section of the notice it is not legible.
7. Business projection data. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(11)(F).)

April 19, 2023

Page 2

8. Current capital asset valuation data. (Cal. Code Regs., tit. 11, § 999.5, subd. (d)(11)(F).)

Please note that the 90-day time period for our decision on the transaction will not begin to run until your client provides all the documents and information required for the notice. (Corp. Code, § 5914, subd. (b); *id.* § 5915.)

Please do not hesitate to contact me if you have any questions or if it would be helpful to set up a call to discuss this issue. Thank you for your attention to this matter.

Sincerely,

Heidi Lehrman

HEIDI LEHRMAN
Deputy Attorney General

For ROB BONTA
Attorney General

HLL:ms
SA2023301913
37069527.docx

SECTION 999.5(d)(5)(C)

(C) A description of all services provided by each health facility or facility that provides similar health care services that is the subject of the agreement or transaction in the past five years to Medi-Cal patients, county indigent patients, and any other class of patients. This description shall include but not be limited to the type and volume of services provided, the payors for the services provided, the demographic characteristics of and zip code data for the patients served by the health facility or facility that provides similar health care services, and the costs and revenues for the services provided.

Each of the three facilities provides primarily skilled nursing services, including both short-term rehabilitation and long-term care. In addition, the facilities provide support for hospice (via third-party providers), PACE, and respite care. Physical, speech, and occupational therapy are provided on-site by facility employees, but could also be provided by contracted therapy providers, as is common in the industry.

The following are attached to this Section:

1. Statistics Report of Payor Mix for Fair Oaks, Greenhaven, and Manzanita dated December 2022.
2. Eskaton Fair Oaks Patient Census Data dated February 22, 2023. Please note that confidential patient information has been redacted.
3. Eskaton Greenhaven Patient Census Data dated March 23, 2023. Please note that confidential patient information has been redacted.
4. Eskaton Manzanita Patient Census Data dated March 23, 2023. Please note that confidential patient information has been redacted.
5. Eskaton 5 Year Patient Census Data dated March 6, 2023.
6. Medi-Cal Cost Report data for Fair Oaks dated December 31, 2021. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.
7. Medi-Cal Cost Report data for Fair Oaks dated December 31, 2020. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.
8. Medi-Cal Cost Report data for Greenhaven dated December 31, 2021. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.
9. Medi-Cal Cost Report data for Greenhaven dated December 31, 2020. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.

10. Medi-Cal Cost Report data for Manzanita dated December 31, 2021. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.
11. Medi-Cal Cost Report data for Manzanita dated December 31, 2020. Please note that information not related to Fair Oaks, Greenhaven, or Manzanita has been redacted.
12. Medicare Cost Report data for Fair Oaks dated December 31, 2021.
13. Medicare Cost Report data for Fair Oaks dated December 31, 2020.
14. Medicare Cost Report data for Greenhaven dated December 31, 2021.
15. Medicare Cost Report data for Greenhaven dated December 31, 2020.
16. Medicare Cost Report data for Manzanita dated December 31, 2021.
17. Medicare Cost Report data for Manzanita dated December 31, 2020.

**SECTION
999.5(d)(5)(L)**

(L) A list of the primary languages spoken at the health facility or facility that provides similar health care and the threshold languages for Medi-Cal beneficiaries, as determined by the State Department of Health Care Services for the county in which the health facility or facility that provides similar health care is located.

The primary languages spoken at Fair Oaks are English, Spanish, Arabic, Japanese and Korean. The primary languages spoken at Greenhaven are English, Spanish, Mandarin, Cantonese, Taishanese, Vietnamese, Greek, Farsi, French, Tagalog, Hindi, Thai, and Amharice (Ethiopian). The primary languages spoken at Manzanita are English, Spanish, Arabic, Farsi, Russian, Mandarin, Cantonese, and Japanese.

All three facilities are located in Sacramento county. As of January 2022, the threshold languages other than English for Medi-Cal beneficiaries in Sacramento County include Spanish, Vietnamese, Cantonese, Russian, and Hmong.

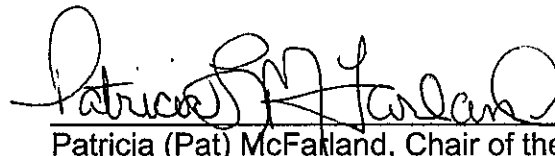
SECTION 999.5(d)(8)

1) A signed statement by the Chair of Eskaton's Board of Directors approving the AG Notice dated April 28, 2023.

ESKATON PROPERTIES, INC.

CERTIFICATION

The undersigned Chair of the Board of Directors of Eskaton Properties, Inc. certifies that the content of the written notice to the California Attorney General regarding the proposed sale of the three skilled nursing facilities Eskaton Fair Oaks, Eskaton Greenhaven, and Eskaton Manzanita and the real property, fixtures, and assets associated with the facility to International Equity Partners and 11300 Fair Oaks Boulevard, LLC, 455 Florin Road, LLC, and 5318 Manzanita Avenue, LLC (the "Purchasers") is true, accurate, and complete. The Purchasers have advised Eskaton Properties, Inc. that the information provided by Buyer and its affiliates is true, accurate, and complete.


Patricia (Pat) McFarland, Chair of the Board
4/28/2023
Date

SECTION 999.5(d)(10)

- (10) The written notice of any proposed agreement or transaction set forth in section 999.5(a)(1) shall include a description of the applicant's efforts to inform local governmental entities, professional staff and employees of the health facility or facility that provides similar health care services and the general public of the proposed transaction. This description shall include any comments or reaction to this effort.**

Eskaton announced the proposed transaction to its internal management team in-person on December 20, 2022, to prepare the leadership for the official public announcement. During the meeting, participants discussed the rationale for the transaction, the impact the transaction would have on employees and residents, and explained the management team's role in sharing the news of the affiliation with residents and staff at each of the three facilities (agendas and notes attached).

In or about December 2022, the Eskaton officers met with the executive directors of the three skilled nursing facilities to notify them that Eskaton had issued an RFP and would be vetting potential buyers for the SNFs.

On January 19, 2023, CEO Todd Murch sent out an announcement of the planned sale via email to the entire executive group of Eskaton, and another announcement the same day to all employees of the Eskaton headquarters (where many employees support the SNFs being sold).

In January and February 2023 Eskaton's CEO held meetings with employees of each of the three facilities for sale and the support center to discuss the transaction.

Beginning on Friday, February 17, 2023, the owners of the new manager, Cypress, were invited to meetings with the employees of each of the three SNFs to answer questions and assuage concerns about continued employment.

On March 10, the board of Eskaton formally approved the transaction. The organization officially announced the transaction via internal and external partner communications including a CEO Memo, President's bi-weekly message, and a press release scheduled to go out in April 2023, following finalization of the transaction details. That press release will be posted publicly on Eskaton's website once it goes live. Notice letters announcing the transaction were sent to all Fair Oaks, Greenhaven, and Manzanita residents.

On April 7, 2023, Eskaton put out a second press release in the Sacramento Business Journal announcing the sale and describing the new operators. On April 24, 2023, the new operators filed the necessary change of ownership applications with the California Department of Public Health. Outside of this Notice sent to the Attorney General, no other government entities have been specially notified.

The following documents are attached to this Section:

1. DRAFT Press release announcing the sale of Fair Oaks, Greenhaven, and Manzanita.
2. DRAFT notice letter to be sent to residents.
3. Eskaton Bi-Weekly Update email dated January 30, 2023

4. Article in the Sacramento Business Journal announcing the sale dated April 7, 2023.

SECTION 999.5(d)(10)

4) Article in the Sacramento Business Journal announcing the sale dated April 7, 2023.

FOR THE EXCLUSIVE USE OF ZACH.MELCHIORI@ESKATON.ORG

From the Sacramento Business Journal:
<https://www.bizjournals.com/sacramento/news/2023/04/07/eskaton-skilled-nursing-cypress.html>

SUBSCRIBER CONTENT:

Eskaton to sell stand-alone skilled nursing facilities to Cypress Healthcare, International Equity for \$35.6M

Apr 7, 2023, 7:06am PDT



Morsa Images, Getty Images

Eskaton is the largest operator of senior living and assisted-living sites in the Sacramento region.

After a rough few years for the industry, Eskaton is exiting stand-alone skilled nursing, and from now on will focus only on its residential living and senior services.

In an announcement last week, the Carmichael-based senior living nonprofit said that it's selling its three skilled nursing facilities that aren't part of a larger residential community: Eskaton Care Center

Manzanita, Eskaton Care Center Greenhaven and Eskaton Care Center Fair Oaks.

Between the three of them, the facilities have a total of 396 beds and 400 employees.

CEO Todd Murch told the Business Journal that Eskaton received multiple offers for the properties but ultimately chose Roseville operator Cypress Healthcare Group, with International Equity Partners Inc. as the capital partner and buyer of the properties. The new operators plan to retain all existing employees. He said the value of the deal is \$35.6 million.

Eskaton has owned all three facilities for more than 30 years.

“The health care component has been a long-standing business line at Eskaton,” Murch told the Business Journal.

The pandemic, inflation, workforce shortages and rising wages have made stand-alone skilled nursing more difficult to keep afloat in recent years.

According to its annual financial disclosure, Eskaton operated a \$16.4 million loss last year.

“Those three buildings accounted for \$14 million of it,” Murch said.

Pre-pandemic, the facilities averaged greater than 90% occupancy, but last year, it was closer to 70%, in part because intermittent Covid-19 cases prompted local health authorities to temporarily restrict admissions, and a shortage of available staff needed to boost patient census.

“I believe at the end of the day, it’s better for the three buildings and it’s better for Eskaton,” Murch said.

Murch said the chosen operator for the facilities, Cypress Healthcare, focuses solely on skilled nursing.

“I think it gets back to expertise, efficiency and focus,” Murch said. “It’s all that they do, so they probably do it more efficiently than we do.”

California Attorney General Rob Bonta approved Cypress Healthcare’s takeover of three other local skilled nursing facilities, as part of the sale of a 16-property portfolio of senior living facilities from another nonprofit owner and operator to a private equity firm at the beginning of this year.

According to documents around that deal, Cypress Healthcare Group operates six additional skilled nursing facilities in the Sacramento region.

The sale of Eskaton's portfolio will also be subject to approval by the attorney general. Murch said he doesn't anticipate any issues gaining approval for the sale.

"It's really just a change in operator," he said "They're basically just taking what we have and running forward with it."



Emily Hamann

Staff Writer - *Sacramento Business Journal*

[Back to Top](#) ▲

SACRAMENTO **BUSINESS JOURNAL**

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SECTION 999.5(d)(11)(B)

(B) Copies of all documents relating or referring to the reasons why any potential transferee was excluded from further consideration as a potential transferee for any of the health facilities or facilities that provide similar health care services that are the subject of the agreement or transaction.

Each of the offers from Eagle Arc Partners LLC and Links Healthcare Group were strongly considered. Their best and final offer was \$35,000,000. However, each offer contained less favorable provisions regarding the consequences if the deal fell through. In addition, these two parties did not have recent experience completing the AG approval process. They also expected the Seller to bear the cost of preparing the purchase and sale agreement, which would have added a substantial legal cost to the transaction. Based upon the above factors, the best overall offer was the offer received from IEP.

The offer from Cascade Capital Group was substantially higher, but the prospective purchaser was not able to articulate a basis for how they arrived at this pricing or specify their funding sources for the transaction. The fact that the initial offer was so much higher raised concerns about whether it was a genuine offer or a means of committing the parties to an agreement with the goal of negotiating down the final purchase price. Eskaton recently experienced a similar strategy when attempting to sell another property. In addition, this prospective buyer did not have experience operating in California.

Bespoke Healthcare Management did not operate in California at all and they had not gone through the AG approval or change of ownership process in California. The offers from Aspen Skilled Healthcare, Ensign Group, and Generations were dramatically and substantially lower than the other offers received from their competitors. These offers were excluded early on in the review process based upon the purchase price offered.

1. Final Matrix Comparing Letters of Intent dated January 31, 2023. Please note that the material terms of each entity's offer have been redacted.
2. Letter of Intent Matrix with Finalist Offers dated January 4, 2023. Please note that the material terms of each entity's offer have been redacted.
3. Letter of Intent Matrix with Finalist Offers dated December 28, 2022. Please note that the material terms of each entity's offer have been redacted.
4. Letter of Intent and Offers Matrix dated December 27, 2022. Please note that the material terms of each entity's offer have been redacted.
5. Initial Matrix Comparing Letters of Intent dated December 2022. Please note that the material terms of each entity's offer have been redacted.

SECTION 999.5(d)(11)(F)

(F) The applicant's prior two annual audited financial statements, the applicant's most current unaudited financial statement, business projection data and current capital asset valuation data.

Attached are the following financial information for Eskaton:

1. FY 2022 current unaudited financial statements, as of December 31, 2022;
2. FY 2021 audited consolidated financial statements;
3. FY 2020 audited consolidated financial statements.
4. The most current business projection data is outlined in the Business Lifecycle Analysis attachment included in Section 999.5(d)(11)(A).
5. The Ziegler Valuation included in Section 999.5(d)(2)(B) includes the most current capital asset valuation data and additional business projection data.

*Please note that information pertaining to other facilities not involved in this transaction has been redacted.

SECTION 999.5(d)(11)(F)

4) The most current business projection data is outlined in the Business Lifecycle Analysis attachment included in Section 999.5(d)(11)(A).

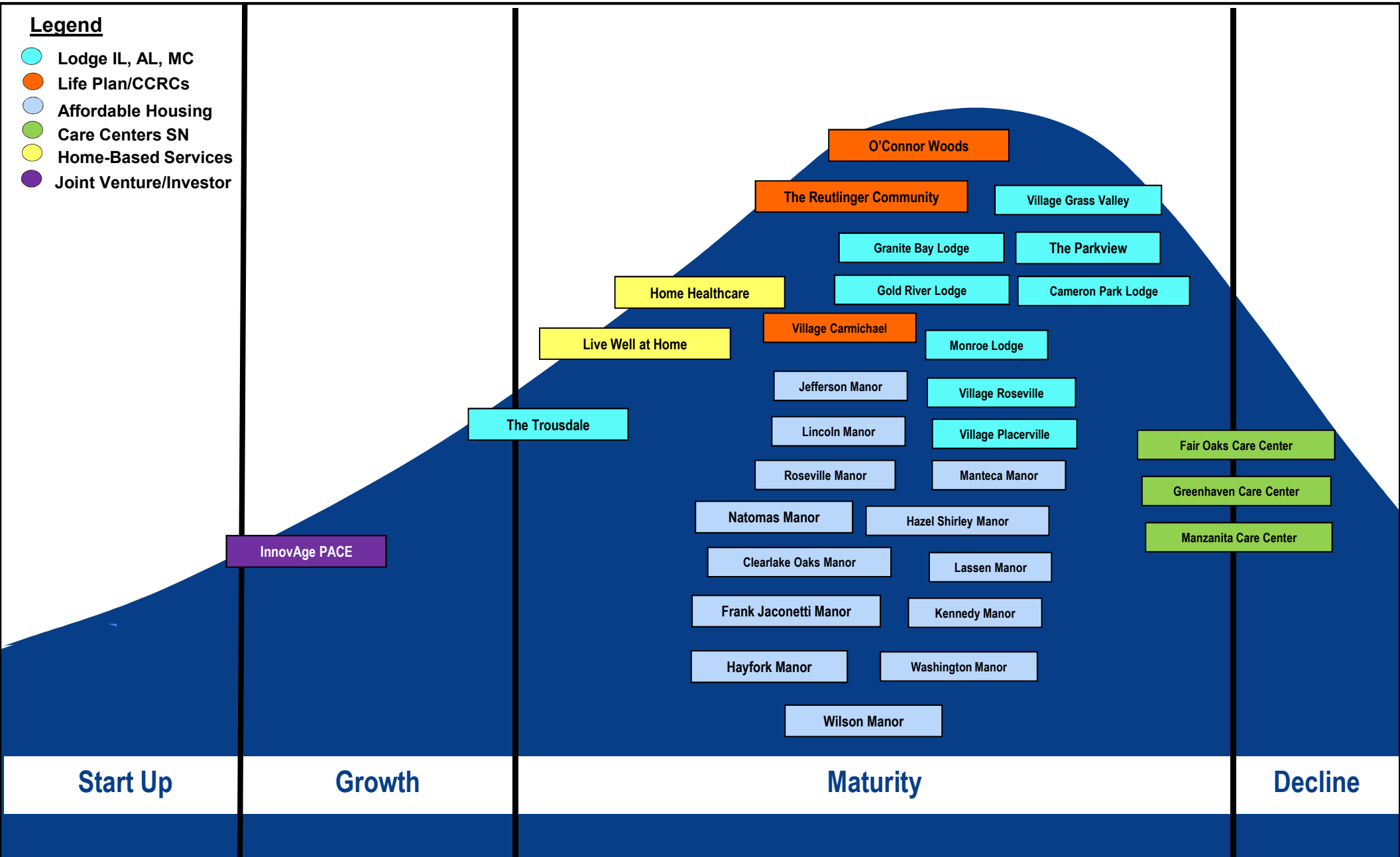
Life Cycle

Relative Position by Management's Assessment of Business Sustainability

Version 03/2023

Legend

- Lodge IL, AL, MC
- Life Plan/CCRCs
- Affordable Housing
- Care Centers SN
- Home-Based Services
- Joint Venture/Investor



SECTION 999.5(d)(11)(F)

5) The Ziegler Valuation included in Section 999.5(d)(2)(B) includes the most current capital asset valuation data and additional business projection data.



Eskaton Skilled Nursing Portfolio

PRELIMINARY VALUE ESTIMATE

Summer 2022

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TABLE OF CONTENTS

Section I. – Estimation of Value

Section II. – Senior Housing & Care Finance Practice

Section III. – Ziegler Investment Banking

SECTION I.

ESTIMATION OF VALUE

ESTIMATION OF PORTFOLIO VALUE

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

As requested, the following is Ziegler’s preliminary valuation estimate for Eskaton’s 391-bed / 3-community skilled nursing portfolio located in the greater Sacramento, California area (the “Portfolio”).

Ziegler relied, primarily, on a blend of two valuation methodologies to arrive at a range of values the Portfolio might achieve if properly marketed: the **Income Capitalization Approach** and the **Comparable Sales Approach**.

Ziegler thoroughly reviewed each community’s historical financial statements, census, unit mix, and other publicly available information on the Portfolio as part of this analysis. Additionally, Ziegler reviewed nationwide transaction data, transactions for comparable assets in the relevant market and region, as well as our own sales experience in California. Ziegler also conducted a preliminary review of the competitive marketplace, comparing the Portfolio’s base rates to the local and nationwide marketplace averages.

Given our team’s history of successfully transacting for our clients, Ziegler identified site-specific and external / market factors that will influence value, both positively and negatively, and incorporated their impact herein.

Income Capitalization – Ziegler typically applies suitable capitalization rates to historical cash flows and adjusted cash flows to arrive at a range of potential values. Given in-place historic cash flows and margins of the Portfolio, more relevance was placed on the comparable sales approach and our knowledge of these markets given our historical experience with comparable communities.

Comparable Sales – Ziegler has recent and relevant sell-side experience in California and throughout the country and unmatched expertise selling skilled nursing and senior housing communities/portfolios. We have identified “per bed” transaction values for comparable **Skilled Nursing** portfolios to illustrate the Portfolio’s intrinsic real estate value. Average per bed values – based on a subset of regional and local transactions, as well as Ziegler’s transaction experience – were applied to the go-forward unit capacity of 391 operating beds. A higher emphasis and weighting was placed on the comparable sales approach given the recent operational performance of the Portfolio.

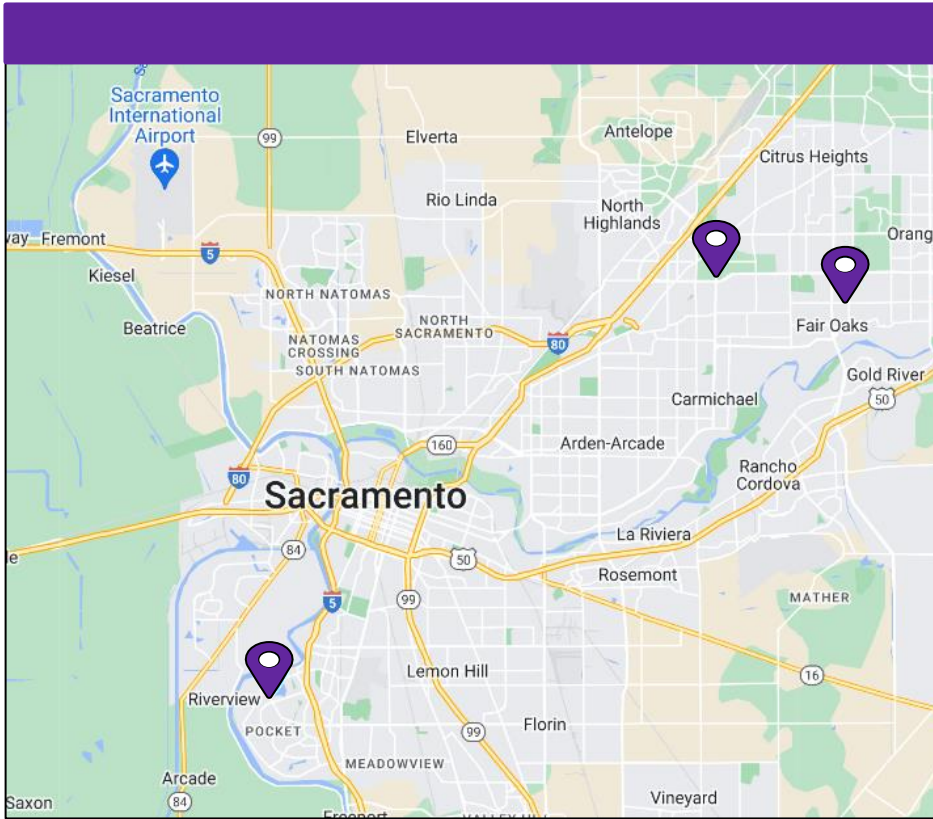
| | |
|----------------------------|------------------------------------|
| Estimated Valuation | \$35,190,000 – \$44,965,000 |
| Value Per Bed* | \$90,000 – \$115,000 |

*Based on 391 operating beds.

NOTE: For purposes of rendering a value estimate, Ziegler has relied upon information provided by management. Ziegler has not independently verified any of the foregoing information and has relied on it being complete and accurate in all material respects. It should be noted that Ziegler’s Senior Housing Care & Finance Practice (“SHCFP”) team has not toured the Portfolio, as such, the analysis represents a “best estimate” valuation and may be subject to change upon further analysis and vetting of the assets and marketplaces.

PORTFOLIO SUMMARY & OPERATIONS ANALYSIS

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA



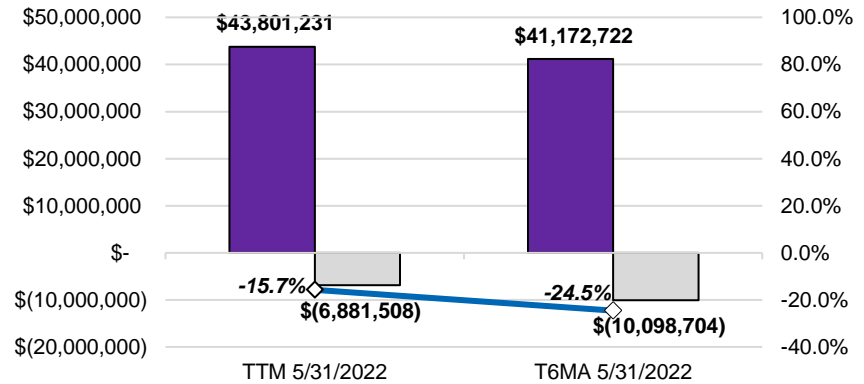
Portfolio Characteristics

| | | | |
|----------------------------|-------------------------------------|---|-------|
| Location: | Greater Sacramento, California Area | | |
| Operating SNF Beds: | 95 + 148 + 148 = 391 | Average Overall CMS Star Rating: | 4.7 |
| Licensed SNF Beds: | 99 + 149 + 148 = 396 | May 2022 Occupancy %: | 71.7% |

Operations Analysis



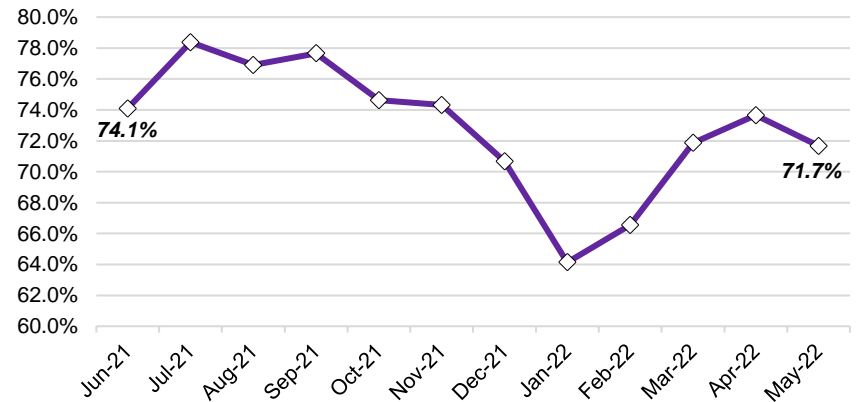
Trailing Revenue & EBITDA* Trends



Total Operating Revenue
 EBITDA
 EBITDA Margin %



Trailing Occupancy Trend



*EBITDA = Earnings Before Interest, Taxes, Depreciation, and Amortization.

FINANCIAL REVIEW & HISTORIC TRENDS – ESKATON CARE CENTER MANZANITA

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Source Period | Actual 6/30/2021 | Actual 7/31/2021 | Actual 8/31/2021 | Actual 9/30/2021 | Actual 10/31/2021 | Actual 11/30/2021 | Actual 12/31/2021 | Actual 1/31/2022 | Actual 2/28/2022 | Actual 3/31/2022 | Actual 4/30/2022 | Actual 5/31/2022 | Actual TTM 5/31/2022 | |
|---------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-----------------------|--------------------|
| Days in Period | 30 | 31 | 31 | 30 | 31 | 30 | 31 | 31 | 28 | 31 | 30 | 31 | 365 | |
| OCCUPANCY | | | | | | | | | | | | | Mix % | |
| Private Pay Days | 112 | 71 | 54 | 104 | 126 | 108 | 65 | 93 | 56 | 78 | 162 | 131 | 1,160 | 5.4% |
| Complex Care Days | 96 | 153 | 155 | 108 | 50 | 8 | 19 | 26 | 92 | 61 | 75 | - | 843 | 3.9% |
| Other Managed Care Days | 356 | 483 | 386 | 327 | 369 | 481 | 329 | 92 | 337 | 528 | 417 | 632 | 4,737 | 21.9% |
| Medicare Days | 194 | 101 | 77 | 179 | 132 | 115 | 218 | 83 | 81 | 147 | 208 | 205 | 1,740 | 8.1% |
| Medi-Cal Days | 1,005 | 1,038 | 1,042 | 1,043 | 1,201 | 1,182 | 1,169 | 1,083 | 960 | 1,040 | 927 | 863 | 12,553 | 58.1% |
| Hospice/Respite Days | 85 | 60 | 28 | 5 | 30 | - | - | 59 | 56 | 87 | 79 | 89 | 578 | 2.7% |
| Total SNF Patient Days | 1,848 | 1,906 | 1,742 | 1,766 | 1,908 | 1,894 | 1,800 | 1,436 | 1,582 | 1,941 | 1,868 | 1,920 | 21,611 | 100.0% |
| Operating SNF Beds | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | 95 | |
| Overall SNF Occupancy % | 64.8% | 64.7% | 59.2% | 62.0% | 64.8% | 66.5% | 61.1% | 48.8% | 59.5% | 65.9% | 65.5% | 65.2% | 62.3% | |
| OPERATING REVENUES | | | | | | | | | | | | | | \$ PPD |
| Routine Revenues | \$ 859,695 | \$ 901,881 | \$ 828,241 | \$ 828,835 | \$ 847,604 | \$ 850,415 | \$ 778,240 | \$ 663,404 | \$ 763,138 | \$ 910,836 | \$ 880,601 | \$ 867,608 | \$ 9,980,498 | \$ 461.82 |
| Ancillary Revenues | 195,467 | 205,900 | 165,461 | 176,190 | 174,719 | 168,216 | 144,840 | 59,552 | 171,238 | 287,449 | 218,891 | 252,490 | 2,220,413 | 102.74 |
| Gross SNF Patient Revenue | 1,055,162 | 1,107,781 | 993,702 | 1,005,025 | 1,022,323 | 1,018,631 | 923,080 | 722,956 | 934,376 | 1,198,285 | 1,099,492 | 1,120,098 | 12,200,911 | 564.57 |
| Contractual Allowances | (149,400) | (69,164) | (135,239) | (174,843) | (96,706) | (86,343) | (87,669) | (130,390) | (194,222) | (207,074) | (99,946) | 33,691 | (1,397,305) | (64.66) |
| Net SNF Patient Revenue | 905,762 | 1,038,617 | 858,463 | 830,182 | 925,617 | 932,288 | 835,411 | 592,566 | 740,154 | 991,211 | 999,546 | 1,153,789 | 10,803,606 | 499.91 |
| Other Operating Revenues | 1,405 | 1,629 | 1,587 | 1,365 | 1,555 | 12,169 | 1,267 | 1,059 | 1,233 | 1,616 | 1,668 | 1,412 | 27,965 | 1.29 |
| Total Operating Revenue | \$ 907,167 | \$ 1,040,246 | \$ 860,050 | \$ 831,547 | \$ 927,172 | \$ 944,457 | \$ 836,678 | \$ 593,625 | \$ 741,387 | \$ 992,827 | \$ 1,001,214 | \$ 1,155,201 | \$ 10,831,571 | \$ 501.21 |
| OPERATING EXPENSES | | | | | | | | | | | | | | \$ PPD |
| Salaries (Prod & Non-Prod) | \$ 530,996 | \$ 557,086 | \$ 527,019 | \$ 540,953 | \$ 592,532 | \$ 521,672 | \$ 551,861 | \$ 514,776 | \$ 534,536 | \$ 691,318 | \$ 598,386 | \$ 651,854 | \$ 6,812,989 | \$ 315.26 |
| Employee Benefits | 182,885 | 198,488 | 187,853 | 178,566 | 186,346 | 187,773 | 195,501 | 194,762 | 174,777 | 197,675 | 193,495 | 191,802 | 2,269,923 | 105.04 |
| Registry | 45,377 | 58,776 | 39,822 | 39,707 | 131,647 | 126,744 | 79,508 | 49,390 | 91,751 | 78,672 | 81,781 | 77,260 | 900,435 | 41.67 |
| Professional Fees | 8,738 | 11,103 | 14,071 | 13,246 | (477) | 10,616 | 4,413 | 9,618 | 8,783 | 10,178 | 9,183 | 8,483 | 107,955 | 5.00 |
| Supplies | 56,352 | 54,463 | 54,299 | 64,745 | 59,954 | 70,940 | 11,329 | 72,084 | 21,678 | 58,298 | 54,644 | 51,412 | 630,198 | 29.16 |
| Purchased Services | 38,943 | 16,413 | 42,676 | 14,534 | 24,173 | 27,306 | 18,116 | 17,628 | 11,640 | 19,002 | 38,481 | 17,712 | 286,624 | 13.26 |
| Ancillary Costs | 82,728 | 45,418 | 59,790 | 105,737 | 54,171 | 104,570 | 18,449 | (2,646) | 67,922 | 110,978 | 68,749 | 86,086 | 801,952 | 37.11 |
| Utilities | 27,983 | 22,387 | 32,497 | 25,389 | 19,670 | 36,756 | 41,755 | 30,856 | 30,215 | 26,681 | 21,449 | 22,166 | 337,804 | 15.63 |
| Insurance & Other | 74,862 | 71,842 | 74,378 | 69,950 | 90,607 | 75,871 | 96,015 | 68,327 | 76,067 | 92,095 | 71,818 | 103,083 | 964,915 | 44.65 |
| Total Operating Expenses | \$ 1,048,864 | \$ 1,035,976 | \$ 1,032,405 | \$ 1,052,827 | \$ 1,158,623 | \$ 1,162,248 | \$ 1,016,947 | \$ 954,795 | \$ 1,017,369 | \$ 1,284,897 | \$ 1,137,986 | \$ 1,209,858 | \$ 13,112,795 | \$ 606.76 |
| EBITDAM | \$ (141,697) | \$ 4,270 | \$ (172,355) | \$ (221,280) | \$ (231,451) | \$ (217,791) | \$ (180,269) | \$ (361,170) | \$ (275,982) | \$ (292,070) | \$ (136,772) | \$ (54,657) | \$ (2,281,224) | \$ (105.56) |
| EBITDAM Margin % | -15.6% | 0.4% | -20.0% | -26.6% | -25.0% | -23.1% | -21.5% | -60.8% | -37.2% | -29.4% | -13.7% | -4.7% | -21.1% | |
| 5% Management Fee | 45,358 | 52,012 | 43,003 | 41,577 | 46,359 | 47,223 | 41,834 | 29,681 | 37,069 | 49,641 | 50,061 | 57,760 | 541,579 | 25.06 |
| EBITDA | \$ (187,055) | \$ (47,742) | \$ (215,358) | \$ (262,857) | \$ (277,810) | \$ (265,014) | \$ (222,103) | \$ (390,851) | \$ (313,051) | \$ (341,711) | \$ (186,833) | \$ (112,417) | \$ (2,822,803) | \$ (130.62) |
| EBITDA Margin % | -20.6% | -4.6% | -25.0% | -31.6% | -30.0% | -28.1% | -26.5% | -65.8% | -42.2% | -34.4% | -18.7% | -9.7% | -26.1% | |

*PPD = Per Patient Day.

FINANCIAL REVIEW & HISTORIC TRENDS – ESKATON CARE CENTER FAIR OAKS

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Source Period | Actual 6/30/2021 | Actual 7/31/2021 | Actual 8/31/2021 | Actual 9/30/2021 | Actual 10/31/2021 | Actual 11/30/2021 | Actual 12/31/2021 | Actual 1/31/2022 | Actual 2/28/2022 | Actual 3/31/2022 | Actual 4/30/2022 | Actual 5/31/2022 | Actual TTM 5/31/2022 | |
|---------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|-------------------|
| Days in Period | 30 | 31 | 31 | 30 | 31 | 30 | 31 | 31 | 28 | 31 | 30 | 31 | 365 | |
| OCCUPANCY | | | | | | | | | | | | | | Mix % |
| Private Pay Days | 230 | 252 | 314 | 257 | 237 | 284 | 409 | 348 | 255 | 340 | 394 | 381 | 3,701 | 8.5% |
| Complex Care Days | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| Other Managed Care Days | 805 | 844 | 816 | 775 | 835 | 640 | 467 | 303 | 473 | 648 | 641 | 682 | 7,929 | 18.2% |
| Medicare Days | 227 | 352 | 223 | 267 | 224 | 123 | 220 | 213 | 138 | 273 | 289 | 188 | 2,737 | 6.3% |
| Medi-Cal Days | 2,396 | 2,560 | 2,525 | 2,475 | 2,579 | 2,346 | 2,323 | 2,322 | 2,005 | 2,109 | 2,024 | 2,237 | 27,901 | 64.1% |
| Hospice/Respite Days | 123 | 105 | 130 | 98 | 122 | 97 | 91 | 76 | 53 | 111 | 120 | 154 | 1,280 | 2.9% |
| Total SNF Patient Days | 3,781 | 4,113 | 4,008 | 3,872 | 3,997 | 3,490 | 3,510 | 3,262 | 2,924 | 3,481 | 3,468 | 3,642 | 43,548 | 100.0% |
| Operating SNF Beds | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | |
| Overall SNF Occupancy % | 85.2% | 89.6% | 87.4% | 87.2% | 87.1% | 78.6% | 76.5% | 71.1% | 70.6% | 75.9% | 78.1% | 79.4% | 80.6% | |
| OPERATING REVENUES | | | | | | | | | | | | | | \$ PPD |
| Routine Revenues | \$ 1,465,211 | \$ 1,595,794 | \$ 1,539,336 | \$ 1,494,938 | \$ 1,545,559 | \$ 1,336,810 | \$ 1,329,197 | \$ 1,308,092 | \$ 1,181,129 | \$ 1,421,864 | \$ 1,420,336 | \$ 1,479,654 | \$ 17,117,920 | \$ 393.08 |
| Ancillary Revenues | 314,802 | 326,523 | 314,015 | 322,385 | 348,379 | 280,614 | 250,553 | 170,586 | 209,646 | 327,978 | 328,855 | 288,995 | 3,483,331 | 79.99 |
| Gross SNF Patient Revenue | 1,780,013 | 1,922,317 | 1,853,351 | 1,817,323 | 1,893,938 | 1,617,424 | 1,579,750 | 1,478,678 | 1,390,775 | 1,749,842 | 1,749,191 | 1,768,649 | 20,601,251 | 473.07 |
| Contractual Allowances | (110,070) | (30,055) | (176,595) | (179,547) | (263,409) | (148,565) | (207,336) | (196,133) | (191,753) | (242,044) | (186,009) | (175,839) | (2,107,355) | (48.39) |
| Net SNF Patient Revenue | 1,669,943 | 1,892,262 | 1,676,756 | 1,637,776 | 1,630,529 | 1,468,859 | 1,372,414 | 1,282,545 | 1,199,022 | 1,507,798 | 1,563,182 | 1,592,810 | 18,493,896 | 424.68 |
| Other Operating Revenues | 549 | 340 | 278 | 303 | 262 | 301 | 217 | 381 | 373 | 1,900 | 2,084 | 360 | 7,348 | 0.17 |
| Total Operating Revenue | \$ 1,670,492 | \$ 1,892,602 | \$ 1,677,034 | \$ 1,638,079 | \$ 1,630,791 | \$ 1,469,160 | \$ 1,372,631 | \$ 1,282,926 | \$ 1,199,395 | \$ 1,509,698 | \$ 1,565,266 | \$ 1,593,170 | \$ 18,501,244 | \$ 424.85 |
| OPERATING EXPENSES | | | | | | | | | | | | | | \$ PPD |
| Salaries (Prod & Non-Prod) | \$ 792,162 | \$ 811,667 | \$ 761,543 | \$ 755,413 | \$ 871,357 | \$ 721,525 | \$ 733,477 | \$ 647,727 | \$ 718,076 | \$ 837,832 | \$ 827,949 | \$ 843,132 | \$ 9,321,860 | \$ 214.06 |
| Employee Benefits | 247,655 | 263,569 | 251,302 | 247,838 | 251,055 | 245,728 | 256,030 | 252,857 | 241,871 | 260,162 | 247,074 | 265,256 | 3,030,397 | 69.59 |
| Registry | 118,241 | 153,524 | 223,091 | 75,442 | 259,933 | 281,049 | 282,319 | 160,754 | 124,828 | 145,027 | 191,407 | 99,587 | 2,115,202 | 48.57 |
| Professional Fees | 8,121 | 4,847 | 5,313 | 4,493 | 5,033 | 10,657 | 4,083 | 3,253 | 22,683 | 14,436 | 3,243 | 4,273 | 90,435 | 2.08 |
| Supplies | 99,523 | 100,073 | 98,979 | 80,831 | 77,827 | 78,542 | 82,966 | 73,845 | 72,049 | 61,879 | 70,090 | 85,441 | 982,045 | 22.55 |
| Purchased Services | 53,102 | 37,668 | 22,107 | 28,591 | 62,310 | 18,783 | 42,875 | 36,354 | 19,227 | 22,860 | 27,540 | 31,795 | 403,212 | 9.26 |
| Ancillary Costs | 72,673 | 75,214 | 80,108 | 70,805 | 74,620 | 70,478 | 50,467 | 36,765 | 45,225 | 64,107 | 62,988 | 69,485 | 772,935 | 17.75 |
| Utilities | 32,044 | 32,819 | 33,408 | 31,629 | 27,567 | 27,571 | 31,124 | 31,566 | 25,759 | 27,264 | 25,651 | 32,370 | 358,772 | 8.24 |
| Insurance & Other | 116,757 | 116,565 | 116,402 | 119,396 | 115,746 | 114,661 | 116,393 | 113,352 | 104,411 | 112,598 | 109,143 | 107,777 | 1,363,201 | 31.30 |
| Total Operating Expenses | \$ 1,540,278 | \$ 1,595,946 | \$ 1,592,253 | \$ 1,414,438 | \$ 1,745,448 | \$ 1,568,994 | \$ 1,599,734 | \$ 1,356,473 | \$ 1,374,129 | \$ 1,546,165 | \$ 1,565,085 | \$ 1,539,116 | \$ 18,438,059 | \$ 423.40 |
| EBITDAM | \$ 130,214 | \$ 296,656 | \$ 84,781 | \$ 223,641 | \$ (114,657) | \$ (99,834) | \$ (227,103) | \$ (73,547) | \$ (174,734) | \$ (36,467) | \$ 181 | \$ 54,054 | \$ 63,185 | \$ 1.45 |
| EBITDAM Margin % | 7.8% | 15.7% | 5.1% | 13.7% | -7.0% | -6.8% | -16.5% | -5.7% | -14.6% | -2.4% | 0.0% | 3.4% | 0.3% | |
| 5% Management Fee | 83,525 | 94,630 | 83,852 | 81,904 | 81,540 | 73,458 | 68,632 | 64,146 | 59,970 | 75,485 | 78,263 | 79,659 | 925,062 | 21.24 |
| EBITDA | \$ 46,689 | \$ 202,026 | \$ 929 | \$ 141,737 | \$ (196,197) | \$ (173,292) | \$ (295,735) | \$ (137,693) | \$ (234,704) | \$ (111,952) | \$ (78,082) | \$ (25,605) | \$ (861,877) | \$ (19.79) |
| EBITDA Margin % | 2.8% | 10.7% | 0.1% | 8.7% | -12.0% | -11.8% | -21.5% | -10.7% | -19.6% | -7.4% | -5.0% | -1.6% | -4.7% | |

*PPD = Per Patient Day.

FINANCIAL REVIEW & HISTORIC TRENDS – ESKATON CARE CENTER GREENHAVEN

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Source Period | Actual 6/30/2021 | Actual 7/31/2021 | Actual 8/31/2021 | Actual 9/30/2021 | Actual 10/31/2021 | Actual 11/30/2021 | Actual 12/31/2021 | Actual 1/31/2022 | Actual 2/28/2022 | Actual 3/31/2022 | Actual 4/30/2022 | Actual 5/31/2022 | Actual TTM 5/31/2022 | Actual TTM 5/31/2022 |
|---------------------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-----------------------|----------------------|
| Days in Period | 30 | 31 | 31 | 30 | 31 | 30 | 31 | 31 | 28 | 31 | 30 | 31 | 365 | |
| OCCUPANCY | | | | | | | | | | | | | | Mix % |
| Private Pay Days | 138 | 234 | 149 | 72 | 88 | 102 | 182 | 211 | 131 | 93 | 96 | 97 | 1,593 | 4.1% |
| Complex Care Days | - | - | - | - | - | - | - | - | - | - | - | - | - | 0.0% |
| Other Managed Care Days | 524 | 608 | 669 | 655 | 390 | 447 | 419 | 222 | 175 | 378 | 400 | 299 | 5,186 | 13.3% |
| Medicare Days | 144 | 218 | 145 | 118 | 79 | 175 | 65 | 17 | 77 | 143 | 180 | 74 | 1,435 | 3.7% |
| Medi-Cal Days | 2,160 | 2,275 | 2,396 | 2,432 | 2,458 | 2,448 | 2,507 | 2,554 | 2,369 | 2,628 | 2,566 | 2,624 | 29,417 | 75.6% |
| Hospice/Respite Days | 96 | 146 | 213 | 195 | 126 | 161 | 83 | 72 | 28 | 47 | 61 | 31 | 1,259 | 3.2% |
| Total SNF Patient Days | 3,062 | 3,481 | 3,572 | 3,472 | 3,141 | 3,333 | 3,256 | 3,076 | 2,780 | 3,289 | 3,303 | 3,125 | 38,890 | 100.0% |
| Operating SNF Beds | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | 148 | |
| Overall SNF Occupancy % | 69.0% | 75.9% | 77.9% | 78.2% | 68.5% | 75.1% | 71.0% | 67.0% | 67.1% | 71.7% | 74.4% | 68.1% | 72.0% | |
| OPERATING REVENUES | | | | | | | | | | | | | | \$ PPD |
| Routine Revenues | \$ 1,286,175 | \$ 1,467,051 | \$ 1,494,995 | \$ 1,457,951 | \$ 1,301,682 | \$ 1,396,010 | \$ 1,347,885 | \$ 1,326,670 | \$ 1,212,308 | \$ 1,427,966 | \$ 1,432,591 | \$ 1,333,719 | \$ 16,485,003 | \$ 423.89 |
| Ancillary Revenues | 164,440 | 191,764 | 183,942 | 196,995 | 113,320 | 177,847 | 133,173 | 90,498 | 90,189 | 189,219 | 179,939 | 131,207 | 1,842,533 | 47.38 |
| Gross SNF Patient Revenue | 1,450,615 | 1,658,815 | 1,678,937 | 1,654,946 | 1,415,002 | 1,573,857 | 1,481,058 | 1,417,168 | 1,302,497 | 1,617,185 | 1,612,530 | 1,464,926 | 18,327,536 | 471.27 |
| Contractual Allowances | (280,070) | (15,186) | (315,773) | (334,494) | (406,261) | (302,243) | (277,513) | (461,331) | (386,999) | (405,297) | (351,372) | (330,617) | (3,867,156) | (99.44) |
| Net SNF Patient Revenue | 1,170,545 | 1,643,629 | 1,363,164 | 1,320,452 | 1,008,741 | 1,271,614 | 1,203,545 | 955,837 | 915,498 | 1,211,888 | 1,261,158 | 1,134,309 | 14,460,380 | 371.83 |
| Other Operating Revenues | 484 | 329 | 786 | 1,883 | 617 | 230 | 674 | 1,443 | 564 | 124 | 570 | 332 | 8,036 | 0.21 |
| Total Operating Revenue | \$ 1,171,029 | \$ 1,643,958 | \$ 1,363,950 | \$ 1,322,335 | \$ 1,009,358 | \$ 1,271,844 | \$ 1,204,219 | \$ 957,280 | \$ 916,062 | \$ 1,212,012 | \$ 1,261,728 | \$ 1,134,641 | \$ 14,468,416 | \$ 372.03 |
| OPERATING EXPENSES | | | | | | | | | | | | | | \$ PPD |
| Salaries (Prod & Non-Prod) | \$ 648,806 | \$ 729,520 | \$ 708,729 | \$ 655,609 | \$ 700,576 | \$ 612,690 | \$ 649,172 | \$ 605,596 | \$ 662,171 | \$ 746,703 | \$ 705,175 | \$ 725,437 | \$ 8,150,184 | \$ 209.57 |
| Employee Benefits | 213,882 | 233,894 | 218,867 | 204,825 | 216,408 | 214,109 | 222,452 | 230,434 | 219,263 | 236,477 | 230,648 | 242,975 | 2,684,234 | 69.02 |
| Registry | 100,406 | 133,341 | 196,921 | 80,727 | 295,034 | 69,713 | 426,363 | 138,766 | 245,542 | 363,861 | 293,920 | 226,090 | 2,570,684 | 66.10 |
| Professional Fees | 4,091 | 6,681 | 4,451 | 4,301 | 4,181 | 4,301 | 2,500 | 4,571 | 6,042 | 4,271 | 4,390 | 4,470 | 54,250 | 1.39 |
| Supplies | 46,109 | 56,547 | 66,030 | 74,869 | 71,720 | 62,390 | 85,544 | 45,152 | 86,554 | 64,293 | 55,753 | 91,005 | 805,966 | 20.72 |
| Purchased Services | 23,486 | 26,423 | 38,902 | 32,690 | 47,647 | 24,355 | 42,188 | 19,539 | 22,704 | 40,725 | 23,518 | 30,920 | 373,097 | 9.59 |
| Ancillary Costs | 47,325 | 67,911 | 80,900 | 88,645 | 32,195 | 46,650 | 28,185 | 40,796 | 65,935 | 52,870 | 53,330 | 60,189 | 664,931 | 17.10 |
| Utilities | 25,300 | 29,005 | 25,076 | 26,580 | 25,014 | 22,631 | 34,108 | 30,984 | 28,596 | 26,911 | 25,384 | 23,377 | 322,966 | 8.30 |
| Insurance & Other | 97,701 | 107,575 | 118,417 | 114,503 | 107,604 | 109,134 | 120,974 | 116,258 | 103,732 | 104,892 | 107,217 | 107,504 | 1,315,511 | 33.83 |
| Total Operating Expenses | \$ 1,207,106 | \$ 1,390,897 | \$ 1,458,293 | \$ 1,282,749 | \$ 1,500,379 | \$ 1,165,973 | \$ 1,611,486 | \$ 1,232,096 | \$ 1,440,539 | \$ 1,641,003 | \$ 1,499,335 | \$ 1,511,967 | \$ 16,941,823 | \$ 435.63 |
| EBITDAM | \$ (36,077) | \$ 253,061 | \$ (94,343) | \$ 39,586 | \$ (491,021) | \$ 105,871 | \$ (407,267) | \$ (274,816) | \$ (524,477) | \$ (428,991) | \$ (237,607) | \$ (377,326) | \$ (2,473,407) | \$ (63.60) |
| EBITDAM Margin % | -3.1% | 15.4% | -6.9% | 3.0% | -48.6% | 8.3% | -33.8% | -28.7% | -57.3% | -35.4% | -18.8% | -33.3% | -17.1% | |
| 5% Management Fee | 58,551 | 82,198 | 68,198 | 66,117 | 50,468 | 63,592 | 60,211 | 47,864 | 45,803 | 60,601 | 63,086 | 56,732 | 723,421 | 18.60 |
| EBITDA | \$ (94,628) | \$ 170,863 | \$ (162,541) | \$ (26,531) | \$ (541,489) | \$ 42,279 | \$ (467,478) | \$ (322,680) | \$ (570,280) | \$ (489,592) | \$ (300,693) | \$ (434,058) | \$ (3,196,828) | \$ (82.20) |
| EBITDA Margin % | -8.1% | 10.4% | -11.9% | -2.0% | -53.6% | 3.3% | -38.8% | -33.7% | -62.3% | -40.4% | -23.8% | -38.3% | -22.1% | |

*PPD = Per Patient Day.

FINANCIAL REVIEW & HISTORIC TRENDS – CONSOLIDATED PORTFOLIO

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Source Period | Actual 6/30/2021 | Actual 7/31/2021 | Actual 8/31/2021 | Actual 9/30/2021 | Actual 10/31/2021 | Actual 11/30/2021 | Actual 12/31/2021 | Actual 1/31/2022 | Actual 2/28/2022 | Actual 3/31/2022 | Actual 4/30/2022 | Actual 5/31/2022 | Actual TTM 5/31/2022 | |
|---------------------------------|---------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------------|---------------------|-----------------------|---------------------|---------------------|---------------------|-----------------------|-------------------|
| Days in Period | 30 | 31 | 31 | 30 | 31 | 30 | 31 | 31 | 28 | 31 | 30 | 31 | 365 | |
| OCCUPANCY | | | | | | | | | | | | | Mix % | |
| Private Pay Days | 480 | 557 | 517 | 433 | 451 | 494 | 656 | 652 | 442 | 511 | 652 | 609 | 6,454 | 6.2% |
| Complex Care Days | 96 | 153 | 155 | 108 | 50 | 8 | 19 | 26 | 92 | 61 | 75 | - | 843 | 0.8% |
| Other Managed Care Days | 1,685 | 1,935 | 1,871 | 1,757 | 1,594 | 1,568 | 1,215 | 617 | 985 | 1,554 | 1,458 | 1,613 | 17,852 | 17.2% |
| Medicare Days | 565 | 671 | 445 | 564 | 435 | 413 | 503 | 313 | 296 | 563 | 677 | 467 | 5,912 | 5.7% |
| Medi-Cal Days | 5,561 | 5,873 | 5,963 | 5,950 | 6,238 | 5,976 | 5,999 | 5,959 | 5,334 | 5,777 | 5,517 | 5,724 | 69,871 | 67.2% |
| Hospice/Respite Days | 304 | 311 | 371 | 298 | 278 | 258 | 174 | 207 | 137 | 245 | 260 | 274 | 3,117 | 3.0% |
| Total SNF Patient Days | 8,691 | 9,500 | 9,322 | 9,110 | 9,046 | 8,717 | 8,566 | 7,774 | 7,286 | 8,711 | 8,639 | 8,687 | 104,049 | 100.0% |
| Operating SNF Beds | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | 391 | |
| Overall SNF Occupancy % | 74.1% | 78.4% | 76.9% | 77.7% | 74.6% | 74.3% | 70.7% | 64.1% | 66.6% | 71.9% | 73.6% | 71.7% | 72.9% | |
| OPERATING REVENUES | | | | | | | | | | | | | | \$ PPD |
| Routine Revenues | \$ 3,611,081 | \$ 3,964,726 | \$ 3,862,572 | \$ 3,781,724 | \$ 3,694,845 | \$ 3,583,235 | \$ 3,455,322 | \$ 3,298,166 | \$ 3,156,575 | \$ 3,760,666 | \$ 3,733,528 | \$ 3,680,981 | \$ 43,583,421 | \$ 418.87 |
| Ancillary Revenues | 674,709 | 724,187 | 663,418 | 695,570 | 636,418 | 626,677 | 528,566 | 320,636 | 471,073 | 804,646 | 727,685 | 672,692 | 7,546,277 | 72.53 |
| Gross SNF Patient Revenue | 4,285,790 | 4,688,913 | 4,525,990 | 4,477,294 | 4,331,263 | 4,209,912 | 3,983,888 | 3,618,802 | 3,627,648 | 4,565,312 | 4,461,213 | 4,353,673 | 51,129,698 | 491.40 |
| Contractual Allowances | (539,540) | (114,405) | (627,607) | (688,884) | (766,376) | (537,151) | (572,518) | (787,854) | (772,974) | (854,415) | (637,327) | (472,765) | (7,371,816) | (70.85) |
| Net SNF Patient Revenue | 3,746,250 | 4,574,508 | 3,898,383 | 3,788,410 | 3,564,887 | 3,672,761 | 3,411,370 | 2,830,948 | 2,854,674 | 3,710,897 | 3,823,886 | 3,880,908 | 43,757,882 | 420.55 |
| Other Operating Revenues | 2,438 | 2,298 | 2,651 | 3,551 | 2,434 | 12,700 | 2,158 | 2,883 | 2,170 | 3,640 | 4,322 | 2,104 | 43,349 | 0.42 |
| Total Operating Revenue | \$ 3,748,688 | \$ 4,576,806 | \$ 3,901,034 | \$ 3,791,961 | \$ 3,567,321 | \$ 3,685,461 | \$ 3,413,528 | \$ 2,833,831 | \$ 2,856,844 | \$ 3,714,537 | \$ 3,828,208 | \$ 3,883,012 | \$ 43,801,231 | \$ 420.97 |
| OPERATING EXPENSES | | | | | | | | | | | | | | \$ PPD |
| Salaries (Prod & Non-Prod) | \$ 1,971,964 | \$ 2,098,273 | \$ 1,997,291 | \$ 1,951,975 | \$ 2,164,465 | \$ 1,855,887 | \$ 1,934,510 | \$ 1,768,099 | \$ 1,914,783 | \$ 2,275,853 | \$ 2,131,510 | \$ 2,220,423 | \$ 24,285,033 | \$ 233.40 |
| Employee Benefits | 644,422 | 695,951 | 658,022 | 631,229 | 653,809 | 647,610 | 673,983 | 678,053 | 635,911 | 694,314 | 671,217 | 700,033 | 7,984,554 | 76.74 |
| Registry | 264,024 | 345,641 | 459,834 | 195,876 | 686,614 | 477,506 | 788,190 | 348,910 | 462,121 | 587,560 | 567,108 | 402,937 | 5,586,321 | 53.69 |
| Professional Fees | 20,950 | 22,631 | 23,835 | 22,040 | 8,737 | 25,574 | 10,996 | 17,442 | 37,508 | 28,885 | 16,816 | 17,226 | 252,640 | 2.43 |
| Supplies | 201,984 | 211,083 | 219,308 | 220,445 | 209,501 | 211,872 | 179,839 | 191,081 | 180,281 | 184,470 | 180,487 | 227,858 | 2,418,209 | 23.24 |
| Purchased Services | 115,531 | 80,504 | 103,685 | 75,815 | 134,130 | 70,444 | 103,179 | 73,521 | 53,571 | 82,587 | 89,539 | 80,427 | 1,062,933 | 10.22 |
| Ancillary Costs | 202,726 | 188,543 | 220,798 | 265,187 | 160,986 | 221,698 | 97,101 | 74,915 | 179,082 | 227,955 | 185,067 | 215,760 | 2,239,818 | 21.53 |
| Utilities | 85,327 | 84,211 | 90,981 | 83,598 | 72,251 | 86,958 | 106,987 | 93,406 | 84,570 | 80,856 | 72,484 | 77,913 | 1,019,542 | 9.80 |
| Insurance & Other | 289,320 | 295,982 | 309,197 | 303,849 | 313,957 | 299,666 | 333,382 | 297,937 | 284,210 | 309,585 | 288,178 | 318,364 | 3,643,627 | 35.02 |
| Total Operating Expenses | \$ 3,796,248 | \$ 4,022,819 | \$ 4,082,951 | \$ 3,750,014 | \$ 4,404,450 | \$ 3,897,215 | \$ 4,228,167 | \$ 3,543,364 | \$ 3,832,037 | \$ 4,472,065 | \$ 4,202,406 | \$ 4,260,941 | \$ 48,492,677 | \$ 466.06 |
| EBITDAM | \$ (47,560) | \$ 553,987 | \$ (181,917) | \$ 41,947 | \$ (837,129) | \$ (211,754) | \$ (814,639) | \$ (709,533) | \$ (975,193) | \$ (757,528) | \$ (374,198) | \$ (377,929) | \$ (4,691,446) | \$ (45.09) |
| EBITDAM Margin % | -1.3% | 12.1% | -4.7% | 1.1% | -23.5% | -5.7% | -23.9% | -25.0% | -34.1% | -20.4% | -9.8% | -9.7% | -10.7% | |
| 5% Management Fee | 187,434 | 228,840 | 195,052 | 189,598 | 178,366 | 184,273 | 170,676 | 141,692 | 142,842 | 185,727 | 191,410 | 194,151 | 2,190,062 | 21.05 |
| EBITDA | \$ (234,994) | \$ 325,147 | \$ (376,969) | \$ (147,651) | \$ (1,015,495) | \$ (396,027) | \$ (985,315) | \$ (851,225) | \$ (1,118,035) | \$ (943,255) | \$ (565,608) | \$ (572,080) | \$ (6,881,508) | \$ (66.14) |
| EBITDA Margin % | -6.3% | 7.1% | -9.7% | -3.9% | -28.5% | -10.7% | -28.9% | -30.0% | -39.1% | -25.4% | -14.8% | -14.7% | -15.7% | |

*PPD = Per Patient Day.

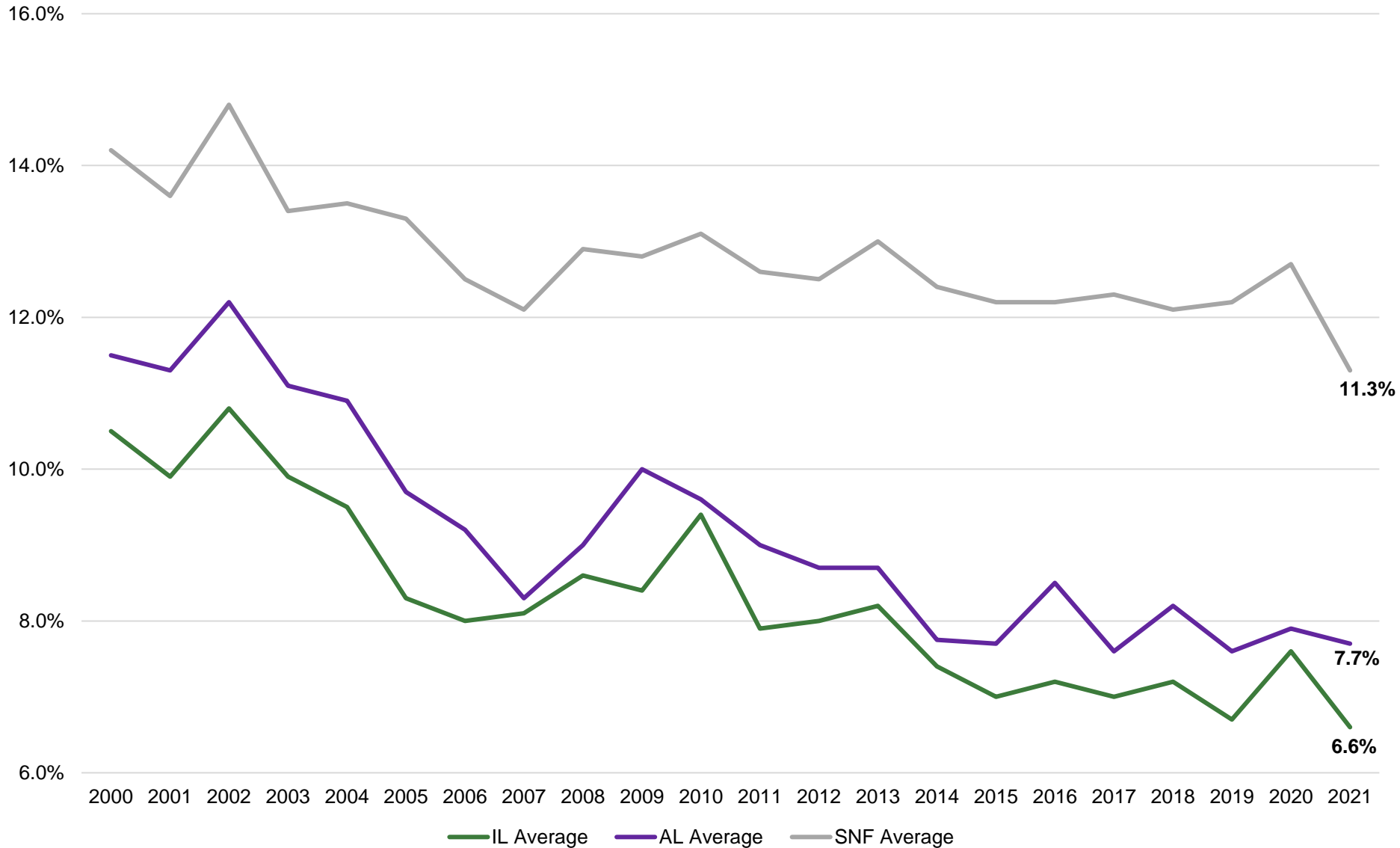
CALIFORNIA COMPARABLE SNF TRANSACTIONS (2017 – PRESENT)

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Type | Seller | Community Name(s) | City | State(s) | No. Facilities | Total Beds | Buyer | Price | Price Per Bed | Cap Rate | Date |
|------|----------------------|-------------------------------|---------------|------------|----------------|------------|------------------------------|---------------|---------------|----------|------------|
| SNF | LTC Properties, Inc. | Skilled nursing facility | | CA | 1 | 121 | Not disclosed | \$13,300,000 | \$109,917 | | 04/27/2022 |
| SNF | NA | SNF in Southern California | | CA | 1 | 99 | Undisclosed buyer | \$10,400,000 | \$105,051 | | 01/18/2022 |
| SNF | NA | SNF in Southern California | | CA | 1 | 175 | Operator | \$30,400,000 | \$173,714 | | 01/18/2022 |
| SNF | NA | SNF in L.A. County | LA MSA | CA | 1 | 99 | Operator | \$22,384,000 | \$226,101 | | 01/18/2022 |
| SNF | NA | SNF in southern San Diego | San Diego | CA | 1 | 123 | Undisclosed buyer | \$10,300,000 | \$83,740 | | 01/18/2022 |
| SNF | Invesque Inc. | Five-property portfolio | | CA, KS, AZ | 5 | 580 | The Ensign Group | \$93,000,000 | \$160,345 | 7.00% | 11/16/2021 |
| SNF | NA | 3 skilled nursing facilities | San Bernadino | CA | 3 | 191 | Summit Healthcare REIT, Inc. | \$20,055,000 | \$105,000 | | 07/07/2021 |
| SNF | NA | Buena Vista Care Center | Santa Barbara | CA | 1 | 150 | CareTrust REIT, Inc. | \$15,860,000 | \$105,733 | 13.24% | 03/09/2021 |
| SNF | NA | 2 skilled nursing facilities | San Diego | CA | 2 | 260 | O&M Investments, LLC | \$17,000,000 | \$65,385 | | 12/28/2020 |
| SNF | NA | Senior care facility | Riverside | CA | 1 | 113 | Individual buyer | \$5,400,000 | \$47,788 | 9.00% | 12/08/2020 |
| SNF | NA | Skilled nursing facility | Ukiah | CA | 1 | 78 | Mendocino County | \$2,900,000 | \$37,179 | | 05/03/2020 |
| SNF | NA | Bradley Court | El Cajon | CA | 1 | 56 | Generations Healthcare | \$3,800,000 | \$67,857 | | 03/23/2020 |
| SNF | NA | Creekside Care Center | Stockton | CA | 1 | 75 | Partnership buyer | \$8,300,000 | \$110,667 | 14.40% | 02/28/2020 |
| SNF | NA | Skilled nursing facility | LA MSA | CA | 1 | 50 | Real estate investor | \$4,000,000 | \$80,000 | | 01/16/2020 |
| SNF | NA | 2 senior care facilities | Sacramento | CA | 2 | 241 | CareTrust REIT, Inc. | \$22,760,000 | \$94,440 | 22.28% | 10/02/2019 |
| SNF | NA | 4 skilled nursing facilities | | CA | 4 | 503 | CareTrust REIT, Inc. | \$43,500,000 | \$86,481 | 13.33% | 02/12/2019 |
| SNF | NA | Our Lady of Fatima Villa | | CA | 1 | 122 | CareTrust REIT, Inc. | \$18,600,000 | \$152,459 | 12.80% | 09/05/2018 |
| SNF | NA | Parkview Julian Convalescent | | CA | 1 | 99 | Regional owner | \$8,118,000 | \$82,000 | 1.23% | 02/20/2018 |
| SNF | NA | 3 skilled nursing facilities | | CA | 3 | 528 | CareTrust REIT, Inc. | \$69,000,000 | \$130,682 | 12.83% | 10/31/2017 |
| SNF | NA | 24 skilled nursing facilities | | CA, WA | 24 | 2,216 | Sabra Health Care REIT, Inc. | \$430,000,000 | \$194,043 | 11.21% | 09/25/2017 |

Simple Avg.
Price Per Bed **\$110,929**

SENIOR HOUSING & CARE INDUSTRY DATA – PREVAILING CAPITALIZATION RATES



VALUATION SUMMARY

ESKATON | 391-BED / 3-COMMUNITY SNF PORTFOLIO | GREATER SACRAMENTO, CA AREA

| Debt Summary | | | |
|------------------|--------------------|------------|-----------------|
| Community | Debt | Beds | Debt / Bed |
| Manzanita | \$441,000 | 95 | \$4,642 |
| Fair Oaks | 1,618,000 | 148 | 10,932 |
| Greenhaven | 1,930,000 | 148 | 13,041 |
| Portfolio | \$3,989,000 | 391 | \$10,202 |

| Per Bed Estimate | |
|------------------|-----------|
| Low | High |
| \$90,000 | \$115,000 |
| 90,000 | 115,000 |
| 90,000 | 115,000 |

Per Bed:

| Value Estimate | |
|---------------------|---------------------|
| Low | High |
| \$8,550,000 | \$10,925,000 |
| 13,320,000 | 17,020,000 |
| 13,320,000 | 17,020,000 |
| \$35,190,000 | \$44,965,000 |
| Low | High |
| \$90,000 | \$115,000 |

| Less: |
|--------------------|
| Debt |
| \$441,000 |
| 1,618,000 |
| 1,930,000 |
| \$3,989,000 |

| Net Proceeds | |
|---------------------|---------------------|
| Low | High |
| \$8,109,000 | \$10,484,000 |
| 11,702,000 | 15,402,000 |
| 11,390,000 | 15,090,000 |
| \$31,201,000 | \$40,976,000 |

SECTION II.

SENIOR HOUSING & CARE FINANCE PRACTICE

SENIOR HOUSING & CARE FINANCE PRACTICE – OVERVIEW

Leveraging 115 Years of Ziegler's Corporate History Advising the Senior Living & Post-Acute Care Industry

22

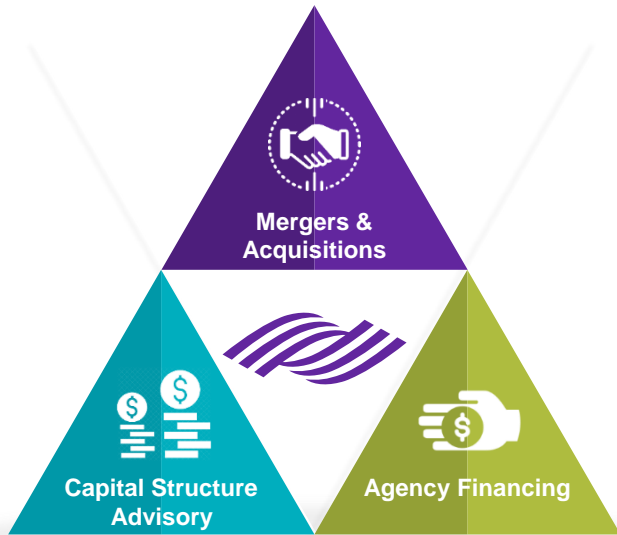
Associates Dedicated to For-Profit Senior Housing & Care

275+

Combined Years of Industry Experience

400+

Transactions Completed over last 20 Years



- Extraordinarily deep resources in senior housing and post-acute care, including extensive investment banking, corporate development, and operational experience
- Long-standing relationships with industry leaders, operators, emerging growth companies and financial sponsors
- Services include:

Mergers & Acquisitions

- Sell-side Advisory
- Buy-side Advisory
- Joint Venture Advisory

Capital Structure Advisory

- Bond Financing
- Senior Debt
- Mezzanine Debt
- Preferred Equity
- Common Equity

Agency Financing

- HUD 232 LEAN Program
- Fannie Mae
- Freddie Mac

Select Recent Clients & Deal Counterparties



SENIOR HOUSING & CARE FINANCE PRACTICE – MERGERS & ACQUISITIONS ADVISORY

Ziegler's Senior Housing & Care M&A Advisory Practice is focused on delivering best-in-class advisory solutions for organizations across the healthcare industry. In our core practice areas of senior living, healthcare services, hospitals, and information technology, Ziegler is one of the most active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity private placement, and strategic partnering services.

Long-standing relationships with industry leaders, emerging growth companies, and financial sponsors.

Multi-disciplinary culture that is long-term relationship-driven not transaction-oriented.



SENIOR HOUSING & CARE FINANCE PRACTICE – CAPITAL STRUCTURE ADVISORY

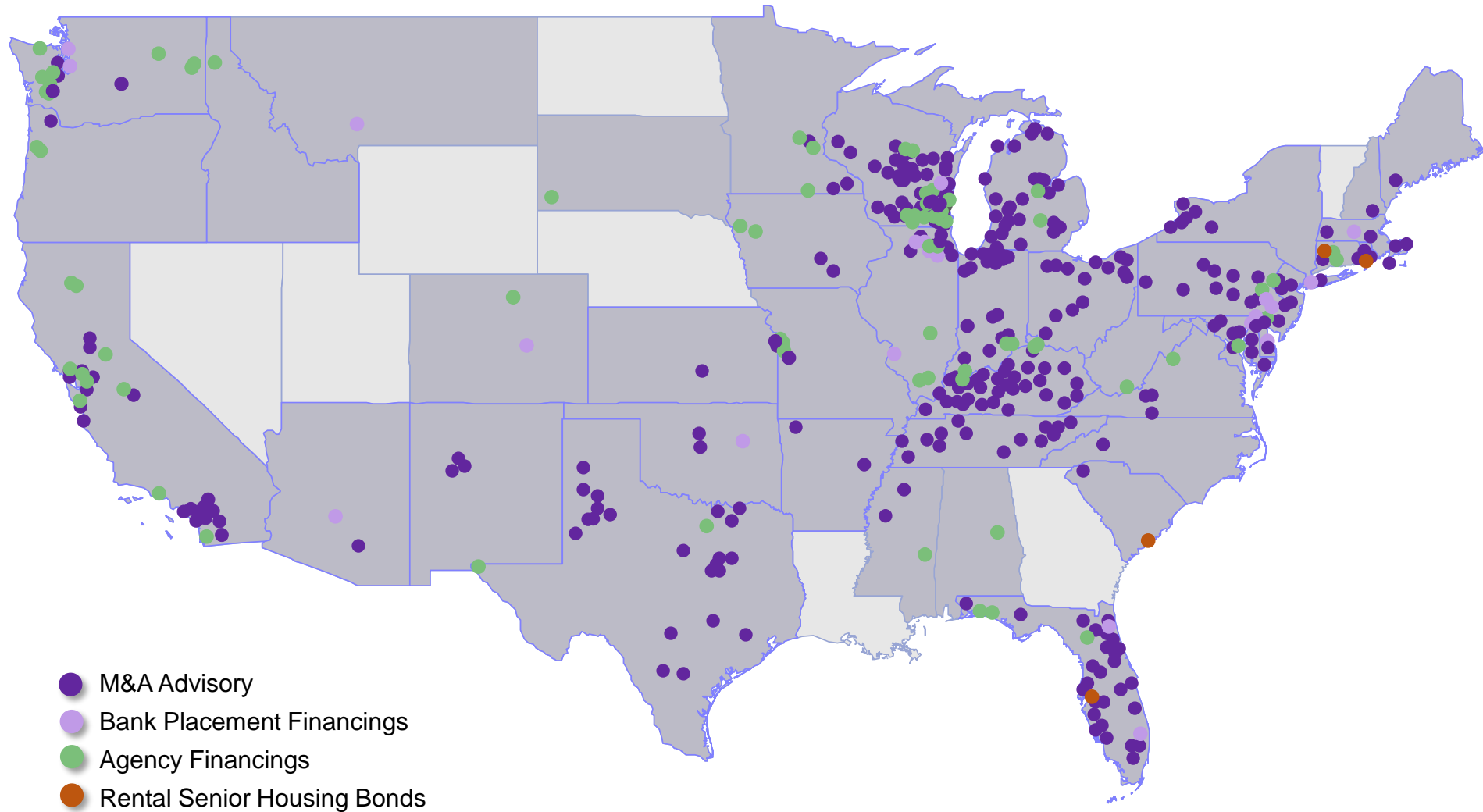
Ziegler can provide clients with the following product executions in **all areas of the capital stack**:

- **Bond Financing**
 - Section 142(d) Rental Senior Housing Bonds
- **Senior Debt**
 - Ziegler has forged relationships with over 500 foreign, national, and regional banks that pursue quality senior living projects
 - Ziegler boasts a strong relationship with the top conventional lenders in the senior housing space both nationally and regionally
 - From 2009 - present, Ziegler has performed nearly \$7 billion of bank direct placements
 - Ziegler experience results in the knowledge of key insights, which results in superior management of the bank credit process
 - Additionally, interest rate risk can be mitigated with hedges & other special products
- **Mezzanine Debt**
 - via Locust Point Capital
- **Preferred / Common Equity**
 - Primarily Family Office & Private Equity

Capital Raising Process:

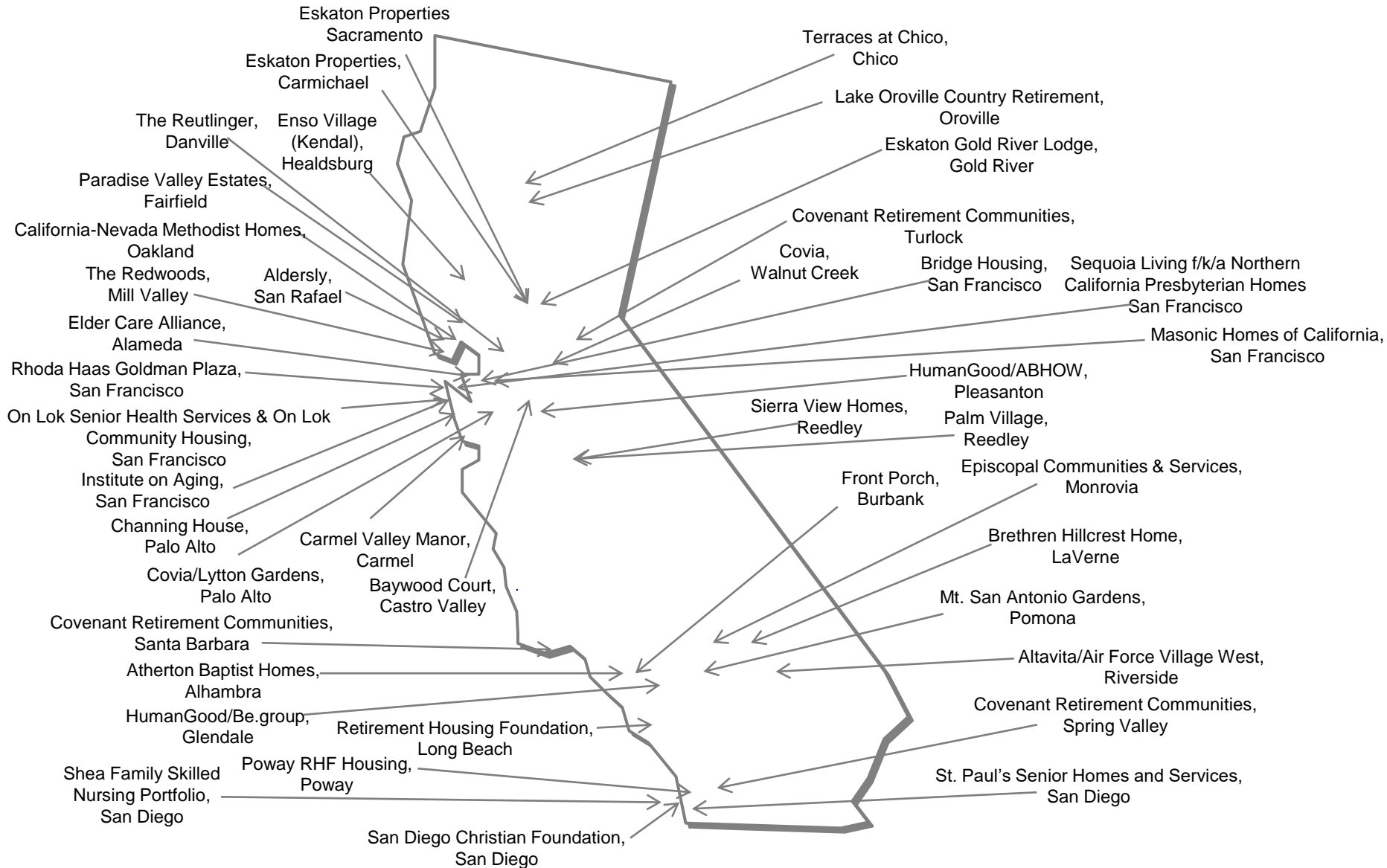
- Preparing extensive information package
- Conducting site visits
- Negotiating terms with banks

SENIOR HOUSING & CARE FINANCE PRACTICE – DEAL EXPERIENCE MAP



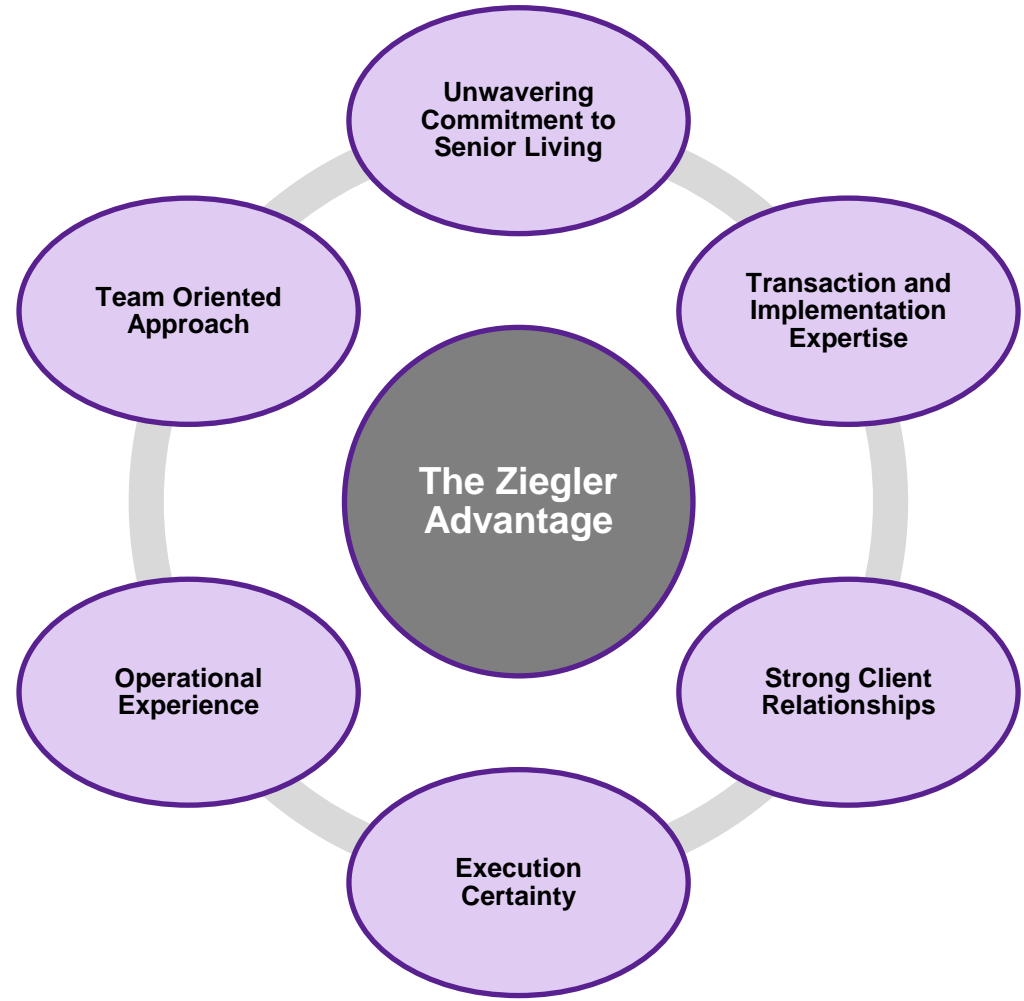
- M&A Advisory
- Bank Placement Financings
- Agency Financings
- Rental Senior Housing Bonds

ZIEGLER'S REPRESENTATIVE CALIFORNIA EXPERIENCE – TRANSACTION MAP



THE ZIEGLER DIFFERENCE

- **Execution Certainty** – Believed to be the best in the industry!
 - 87% for all deals engaged;
 - 94% for all deals with a signed LOI;
 - 98% for all deals that achieve a signed asset purchase agreement.
- **Team Oriented Approach** – A client doesn't just work with one person, but gets the attention they deserve through our team approach. Every transaction Ziegler takes on receives senior level guidance and attention.
- **Unwavering Commitment to Senior Living** – Senior living and post-acute care have been core businesses of Ziegler since the company's founding in 1902. We have dedicated our firm's resources and capital to supporting clients through numerous business cycles.
- **Strong Client Relationships** – Ziegler's relationship approach to investment banking is validated by the large number of providers who view Ziegler as a **"trusted partner"** and have, in a number of instances, worked with our firm for decades.
- **Operational Experience** – Our team includes professionals with prior healthcare operational experience, which includes senior housing executive directors, skilled nursing administrators, and development executives.












KEY HALLMARKS OF THE ZIEGLER PROCESS

- **Deep Understanding of Business Fundamentals Drives Value (Add)** — Ziegler performs deep analysis of the facilities being divested to establish a thorough understanding of fundamentals and to identify credible opportunities to improve cash flow. This thorough understanding allows us to fully convey the value proposition for buyers and achieve stronger valuations.
- **Thorough Disclosure** — We are routinely told that our offering memorandums are the “best in the business” making it easy for buyers to come to a preliminary value conclusion. Also, by thoroughly disclosing key facts (both good and bad), surprises are minimized. This has been critical in achieving our high execution success rate.
- **Fair, Competitive Process with Credible, Capable Buyers** — Ziegler typically establishes a competitive process by soliciting credible, capable buyers, versus a “blast e-mail” approach. This way, buyers know they have a real opportunity and Ziegler can spend more time with each interested buyer.
- **Involved Throughout Process** — Ziegler is involved throughout the process, including writing the offering memorandum, soliciting buyers, evaluating proposals, negotiating terms, coordinating due diligence, monitoring financing, and negotiating transaction agreements. This consistency of service helps to assure execution certainty and prevents key terms from changing.
- **Teamwork** — Ziegler clients get the resources of one of the, if not the, largest boutique healthcare investment bank. We take a team approach to engagements, so success does not depend on one person.
- **Remain Flexible** — Each engagement is unique. We listen to our clients and their goals and customize processes to maximize results. We are also always considering new ways to achieve client goals.

SENIOR HOUSING & CARE FINANCE PRACTICE – SELECT CASE STUDIES

Leveraging 115 Years of Ziegler’s Corporate History Advising the Senior Living & Post-Acute Care Industry

| | Business | Discussion Goal(s) | Outcome | Economics |
|--|--|---|--|--|
|  | <p>Joint Venture between Brookdale and Healthpeak Properties: jointly owned two CCRCs in Missouri and Indiana.</p> | <p>Helped both parties unwind these non-core assets, which were two of the three remaining assets still part of the joint venture.</p> | <p>Ziegler identified a buyer for both assets during COVID-19 pandemic. Acquired Covington Investments, LLC.</p> | <p>Ziegler achieved significant value despite the distressed nature of the assets and headwinds caused by the COVID-19 pandemic.</p> |
|  | <p>Massachusetts-based non-profit senior living owner/operator with 6 senior living communities throughout Massachusetts.</p> | <p>Divest non-core independent living / skilled nursing facility on Cape Cod.</p> | <p>Acquired by a Massachusetts based for-profit owner/operator.</p> | <p>Closed in Nov 2019. Complex transaction with condo and affordable units along with the skilled nursing facility.</p> |
|  | <p>Dallas-based not-for-profit senior living and hospice provider.</p> | <p>Divest 200+ unit entry fee CCRC south of Dallas. Negative cash flow, complex campus and mix of assets classes</p> | <p>Per unit valuation and assigned entry fee liability to buyer </p> | <p>Complex transaction completed in less than 5 months. Required buyer with vision and comprehensive approach to market</p> |
|  | <p>Publicly traded owner operator of senior housing communities with locations throughout the country.</p> | <p>Divest 250+ unit entry fee CCRC located in a northern suburb of Oklahoma City.</p> | <p>The operations and owned real estate was acquired by: </p> | <p>Achieved significant value despite negative trailing cash flow and aged campus exceeding client expectations.</p> |
| <p>Waukeee Manor & Sun Prairie Healthcare Center</p> | <p>Family owned and Wisconsin based senior living owner/operator with two locations in primary Wisconsin markets.</p> | <p>Divest the company’s entire portfolio which consisted of one CCRC and one AL/SNF. Both located in affluent suburbs of Madison, WI.</p> | <p>Owned real estate was acquired by </p> | <p>Achieved a value at a 7.9% cap rate despite declining occupancy and aged physical plant.</p> |
|  | <p>Developer of six senior housing communities (653 units) in Northern Indiana & Southern Michigan managed by Brookdale.</p> | <p>Exit the real estate while also finding a new operator as Brookdale elected not to renew the leases for some of the communities.</p> | <p>Acquired by  under a RIDEA structure</p> | <p>Achieved a value of \$115,000 per unit at a 6.0% cap rate 3rd time Ziegler was engaged by the seller</p> |

SENIOR HOUSING & CARE FINANCE – SELECT RECENTLY COMPLETED TRANSACTIONS

Repeat clients range from large, publically-traded companies to mid-size not-for-profits.

June 2022



Sold an IL/AL/MC Community in FL

\$90,000,000

SELL SIDE ADVISOR

June 2022



Financing to acquire and renovate AL/MC Community in Charlotte, NC

\$7,988,275

FINANCIAL ADVISOR

June 2022



Financing to acquire an AL/SNF Community in Muskego, WI.

\$4,952,000

FINANCIAL ADVISOR

May 2022



Financing to acquire a CCRC in Farmville, VA

\$35,250,000

FINANCIAL ADVISOR

April 2022



Financing to acquire a 2-Community AL/MC Portfolio in FL

\$20,525,000

FINANCIAL ADVISOR

March 2022



Construction Financing for an AL Community in Springfield, OR

\$24,000,000

FINANCIAL ADVISOR

February 2022



Refinancing of a 3-Community AL/MC/SNF Portfolio in WI

\$25,825,000

FINANCIAL ADVISOR

January 2022



HUD Refinancing for a SNF in Rochester, NY

\$12,778,600

HUD FINANCING

January 2022



HUD Refinancing for an AL/SNF Community in Garfield Heights, OH

\$11,873,000

HUD FINANCING

December 2021



Sold a CCRC in Pikesville, MD to

New York-Based Owner/Operator

\$7,000,000

SELL SIDE ADVISOR

December 2021



Sold a MC Community in Arlington Heights, IL to



\$12,600,000

SELL SIDE ADVISOR

December 2021



Refinancing of a CCRC in Honolulu, HI

\$52,000,000

FINANCIAL ADVISOR

December 2021


Private Equity Investor & Regional Owner/Operator

Financing to acquire a SNF in Houston, TX

\$5,100,000

FINANCIAL ADVISOR

November 2021



Fannie Mae Refinancing for a 55+ IL Community in Lincoln, NE

\$8,518,500

FANNIE MAE FINANCING*

November 2021




Sold an IL/AL Community in Everett, WA to

Washington Local Owner/Operator

42 Units

SELL SIDE ADVISOR

September 2021




Refinancing of an AL/MC Community in Tulsa, OK

\$17,500,000

FINANCIAL ADVISOR

September 2021



Refinancing of an AL/MC Community in Lake Worth, FL

\$20,250,000

FINANCIAL ADVISOR

August 2021



Refinancing of a 2-Community AL/MC Portfolio in AZ & CO

\$24,000,000

FINANCIAL ADVISOR

* Fannie Mae refinancing facilitated by M&T Realty Capital Corporation, a fully accredited Fannie Mae DUS® lender. M&T Realty Capital Corporation is a wholly-owned subsidiary of M&T Bank. Equal Housing Lender. Member FDIC. "DUS®" is a registered trademark of Fannie Mae.

SENIOR HOUSING & CARE FINANCE – SELECT RECENTLY COMPLETED TRANSACTIONS

Repeat clients range from large, publically-traded companies to mid-size not-for-profits.

| | | | | | |
|--|---|--|---|--|---|
| <p>August 2021</p>  <p>HUD Refinancing for a Critical Access Hospital in Grand Coulee, WA</p> <p>\$18,864,200</p> <p>HUD FINANCING</p> | <p>August 2021</p>  <p>Construction Financing for a CCRC Community in Kiawah Island, SC</p> <p>\$21,305,000 Series 2021A BANs</p> <p>BOND FINANCING</p> | <p>August 2021</p>  <p>HUD Refinancing for a SNF Community in El Paso, TX</p> <p>\$13,600,000</p> <p>HUD FINANCING</p> | <p>July 2021</p>  <p>Sold a 240-Bed SNF Community in Skokie, IL to a JV</p>  <p>\$17,100,000</p> <p>SELL SIDE ADVISOR</p> | <p>July 2021</p>  <p>Sold a CCRC in Mequon, WI to</p>  <p>257 Beds/Units</p> <p>SELL SIDE ADVISOR</p> | <p>June 2021</p>  <p>Sold a CCRC in Deland, FL to</p> <p>COVINGTON INVESTMENTS, LLC</p> <p>303 Beds/Units</p> <p>SELL SIDE ADVISOR</p> |
| <p>June 2021</p>  <p>Financing to acquire a 3-Community SNF/SLF Portfolio in IL</p> <p>\$48,950,000</p> <p>FINANCIAL ADVISOR</p> | <p>May 2021</p>  <p>Fannie Mae Refinancing for a 55+ IL Community in Kearney, NE</p> <p>\$4,370,000</p> <p>FANNIE MAE FINANCING*</p> | <p>May 2021</p>  <p>HUD Refinancing for a SNF Community in Olympia, WA</p> <p>\$4,936,400</p> <p>HUD FINANCING</p> | <p>May 2021</p>  <p>HUD Refinancing for a SNF Community in Poulosbo, WA</p> <p>\$13,105,200</p> <p>HUD FINANCING</p> | <p>May 2021</p>  <p>JV sold a 2-Community CCRC Portfolio in MO & IN to</p> <p>COVINGTON INVESTMENTS, LLC</p> <p>1,135 Beds/Units</p> <p>SELL SIDE ADVISOR</p> | <p>March 2021</p>  <p>Sold an AL Community in Terre Haute, IN to</p>  <p>70 Units</p> <p>SELL SIDE ADVISOR</p> |
| <p>March 2021</p>  <p>HUD Refinancing for an Acute Care Hospital in Chicago, IL</p> <p>\$25,255,900</p> <p>HUD FINANCING</p> | <p>March 2021</p>  <p>HUD Refinancing for a 2-Community AL/SNF Portfolio in Wisconsin</p> <p>\$9,557,500</p> <p>HUD FINANCING</p> | <p>February 2021</p>  <p>Fannie Mae Refinancing for a 55+ IL Community in St. Charles, IL</p> <p>\$15,145,000</p> <p>FANNIE MAE FINANCING*</p> | <p>January 2021</p>  <p>Acquired a Skilled Nursing Community in Milwaukee, WI from</p> <p>Wisconsin Local Owner/Operator</p> <p>50 Beds</p> <p>BUY SIDE ADVISOR</p> | <p>December 2020</p>  <p>AL/MC Community in Kansas City, KS sold to a JV</p>  <p>120 Units</p> <p>SELL SIDE ADVISOR</p> | <p>December 2020</p> <p>Publicly-Traded Healthcare REIT</p> <p>Sold a 3-Community AL/MC/SNF Portfolio in Wisconsin to</p> <p>Midwest Regional Owner/Operator</p> <p>554 Beds/Units</p> <p>SELL SIDE ADVISOR</p> |

* Fannie Mae refinancing facilitated by M&T Realty Capital Corporation, a fully accredited Fannie Mae DUS® lender. M&T Realty Capital Corporation is a wholly-owned subsidiary of M&T Bank. Equal Housing Lender. Member FDIC. "DUS®" is a registered trademark of Fannie Mae.



Dan Hermann

President & CEO
dhermann@ziegler.com

Dan Hermann joined Ziegler in 1987. In 2018 he was named President and CEO. He also is the Head of Investment Banking, and a member of the Ziegler Board and Executive Committee. As the head of both the healthcare and senior living practices, Dan was instrumental in the creation of and fundraising for the Ziegler Link•Age Longevity Fund, L.P. ("Fund"). During his 30-year tenure with Ziegler, Dan has become a leading investment banker in the senior living industry. He has structured and led or co-led more than 325 senior living financings exceeding \$8.2 billion, cumulating far-ranging experience in the management, structuring and financial analysis of every type of senior living financing. Dan has utilized his expertise to create financing structures for a large clientele – from stand-alone nursing homes to multi-facility, multi-state systems, including start-up campuses and campuses undergoing major renovation projects. His particular emphasis in recent years has been to provide resources for key decision-makers in an organization to effectuate sound financial and strategic planning efforts. Dan received a B.S. in finance and accounting from Illinois State University, Normal, Illinois, and an M.B.A. with an emphasis in health services management from Kellogg Graduate School of Management at Northwestern University, Evanston, Illinois. He is a Certified Public Accountant and holds a number of securities certifications.



Don Husi

MD & Group Co-Head
dhusi@ziegler.com

Don Husi joined Ziegler's Senior Housing & Care Finance team as Managing Director and Co-Head in 2018. He specializes in complex structured seniors housing transactions, including debt and equity transactions, financial advisory, and mergers and acquisitions assignments. Don has a unique combination of operational experience, turn-around/distressed asset management, financial structuring and strategic planning experience spanning over 32 years within the senior living industry operations, REIT and finance sectors. Prior to joining Ziegler, Don spent over 16 years with American Retirement Corporation, now Brookdale Senior Living. In 2001 Healthcare Realty Trust recruited Mr. Husi as their vice president of senior housing investments managing a large portfolio of senior living assets and mortgages. Don joined Red Capital Group in 2005 as a senior living loan production specialist. Don received a Bachelor of Science degree in healthcare administration from the University of Wisconsin-Eau Claire. He also received a Senior Housing Executive Certificate from the University of Southern California-Davis School of Gerontology and the USC Marshall School of Business in 2016. He holds a FINRA Series 79 license.



Dan Revie

MD & Group Co-Head
drevie@ziegler.com

As Managing Director and co-head of Ziegler's Senior Housing & Care Finance team, Dan Revie specializes in strategic advisory assignments including: mergers, acquisitions, divestitures, and recapitalizations, as well as financial advisory services for healthcare entities including: skilled nursing, assisted living, memory care facilities, and entrance fee and rental continuing care retirement communities / life plan communities. Dan has completed numerous M&A assignments for public, private and non-profit organizations, and has been involved with several recapitalization assignments for skilled nursing and large assisted living portfolios. He has also frequently represented non-profit clients with divesting non-core assets. Dan also has extensive experience with FHA/HUD. Dan holds a B.B.A. in Accounting and Finance from the University of Wisconsin – Madison and an M.B.A. from the University of Wisconsin – Milwaukee. Dan is a Certified Public Accountant. He holds a FINRA Series 79 license.



Lindsay Konkel

MD & COO, FHA/HUD
lkonkel@ziegler.com

Lindsay Konkel joined Ziegler in 2020. Lindsay has an extensive background in FHA-insured loans for both multifamily and seniors housing. As COO, she is responsible for overseeing loan production, underwriting, servicing and asset management of Ziegler's FHA-insured loan business. Prior to joining Ziegler, Lindsay was COO of PGIM Real Estate's FHA and Affordable Lending groups, where she focused on expanding loan originations efforts through talent initiatives, new products and strategic relationships. During her time with PGIM Real Estate, Lindsay served in multiple roles beginning as an underwriter as well as director of operations of the FHA Lending group where she implemented strategies to improve efficiency and quality in all aspects of the business. Lindsay received a B.S.B.A. and M.B.A. from the University of Denver. She is also MAP and LEAN approved.



Chris Utz

Managing Director
cutz@ziegler.com

Christopher Utz joined the Healthcare Investment Banking team at Ziegler in 2018. As Managing Director he specializes in complex structured seniors housing transactions, including debt and equity transactions, financial advisory, and mergers and acquisitions. Chris has over 12 years of healthcare banking and finance experience on both the buy-side and the sell-side. Prior to joining Ziegler, Chris was a Managing Director at Pinta Capital Partners where he was responsible for transaction sourcing, deal execution and the monitoring of portfolio companies. Specifically, he managed the firm's Senior Housing investment portfolio with over 1,400 beds in the Northeastern United States. Chris has held corporate finance and banking positions with CIT, Greystone, Fifth Street Finance Corp's Healthcare Finance Group (HFG), BNY Mellon, and Merrill Lynch where he completed more than 30 corporate finance and private equity related transactions totaling over \$3.0 billion in aggregate deal value. Chris received his Bachelor of Science degree with dual concentrations in Finance and Management from Ithaca College and is an MBA candidate at Cornell University. Chris holds his FINRA Series 79 – Investment Banking Representative – license.



Chad Himel

Managing Director
chimmel@ziegler.com

Chad Himel joined the senior living team at Ziegler in November of 2014 to provide investment banking services to not-for-profit senior living providers across the Northeastern United States. In addition to his investment banking services, Chad assists clients nationwide in securing FHA-insured loans for residential health care, multifamily housing and affordable housing properties. Chad brings to Ziegler a wealth of experience financing senior housing, healthcare, affordable housing and multifamily housing properties. Immediately prior to joining Ziegler, he originated FHA-insured loans for Prudential Mortgage Capital Company, the mortgage lending arm of Prudential Financial. Prior to Prudential, Chad spent nearly 12 years at HJ Sims and its FHA lending affiliate, Sims Mortgage Funding, Inc. Chad also provided financial advisory services to banks and institutional bond investors in the restructuring of distressed credits. At Sims Mortgage Funding, he provided FHA-insured financing for health care facilities and apartments communities. In total, Chad has closed approximately \$2.5 billion in financings for health care and senior housing providers since 2001. Chad earned a B.A. in History from Louisiana State University and an M.B.A. in Finance from the Crummer Graduate School of Business at Rollins College.



Rob Gall

Director
rgall@ziegler.com

Rob Gall has completed more than 60 senior living and long-term care financings, totaling more than \$2 billion. Rob works with a spectrum of clients, including mostly start-up communities that face complex financing challenges. Rob specializes in the development, acquisition, refinancing, restructuring, disposition and repositioning of continuing care retirement communities, independent living, assisted living, memory care, and skilled nursing facilities for both not-for-profit and for-profit organizations. His experience includes structures such as investment grade rated bonds, non-rate bonds, variable rate debt (bank loans, tax-exempt bank bonds, and credit enhancement), construction loans, draw-down fixed-rate bonds, bridge loans, mezzanine/subordinate financing, preferred equity, joint venture partnerships, seed capital, lease arrangements, portfolio financing and sale-manage-back transactions.



Nick Glaisner

Director
nnglaisner@ziegler.com

Nick Glaisner joined Ziegler in January 2000. He specializes in mergers and acquisitions and strategic advisory engagements for senior living and healthcare providers. Nick has significant transaction experience involving skilled nursing facilities, assisted living centers, CCRCs, and home health organizations. In his 20+ years with Ziegler, he has focused on sell-side transactions involving both public and private healthcare providers, and has been involved with several recapitalization assignments for skilled nursing and large assisted living portfolios. He has participated in over \$2 billion worth of healthcare, senior living, and long-term care transactions and has also worked closely with Ziegler Finance Corporation on over \$100 million of refinancing projects using the FHA/HUD 232 LEAN Program and other structures. Nick graduated from the University of Wisconsin with a B.B.A in Marketing and Finance. He holds a FINRA Series 79 license.



Eric Johnson

Director
ejohnson@ziegler.com

Eric Johnson joined the corporate finance team at Ziegler in 2019. He specializes in complex structured senior housing transactions, including debt and equity transactions, financial advisory, as well as mergers and acquisitions. Eric has a unique background in finance, market analysis, project management and engineering. Prior to joining Ziegler, Eric was a Senior Relationship Manager at Bank of the West / BNP Paribas where he was responsible for transaction sourcing, deal execution and for managing relationships with private and institutional healthcare groups across the US. Eric received his Master of Science in Real Estate Finance and Construction Management from the University of Denver. He also received a Master of Science with an emphasis in Structural Engineering from the University of Colorado and a Bachelor of Science in Civil Engineering from Colorado State University.



Clint Miller

Director
cmiller@ziegler.com

Clint Miller joined Ziegler in February 2022 as a Director in the Senior Housing and Care Finance Practice. He brings over 15 years of healthcare experience, beginning his career with a large global healthcare software company. Clint has spent the last nine years in banking and finance. Prior to joining Zeigler, Clint worked at Dwight Capital, where he focused on debt and equity solutions for skilled nursing and private pay senior housing. He was responsible for the origination of FHA, bridge and mezzanine financing for senior housing owner-operators across the U.S. In addition, Clint was previously a relationship manager for BOK Financial, where he was responsible for transaction sourcing, as well as portfolio management for regional senior housing owner-operators, hospitals, health systems and several institutional clients throughout the southwest. Clint holds a BS in Management and an MBA in Finance, both from Oklahoma State University.



Samantha Morrow

Director, FHA/HUD
smorrow@ziegler.com

Samantha Morrow is a Director & Deputy Chief Underwriter for Ziegler with over 11 years' experience in underwriting FHA multifamily and Section 232 Health Care applications. Ms. Morrow received her MAP Multifamily underwriter approval on June 5, 2014 and Section 232 Underwriter Approval on August 11, 2015. In 2016 Ms. Morrow received a Master of Science in Real Estate in Infrastructure from The Johns Hopkins University, The Carey Business School. Ms. Morrow has worked on the underwriting of numerous HUD Applications under the Section 232 Healthcare and Multifamily (Affordable and Market Rate) programs. Application types include: 232/223(f), 232/223(a)(7), 232/241 Supplemental, 223(f), 223(a)(7), Transfer of Physical Assets, Corporate Credit Reviews, Interest Rate Modifications.



Kristin Michels

Senior VP, FHA/HUD
kmichels@ziegler.com

Kristin Michels joined the FHA/HUD team at Ziegler in April 2006. She is a vice president and operations manager of Ziegler Financing Corporation. Kristin is involved with every step of the FHA-insured lending process at Ziegler, coordinating the assembly of HUD mortgage insurance applications and subsequently directing servicing activities of those loans. Her focus is on providing superior customer service to our clients throughout all stages of the financing process. Kristin received her B.S. in finance from Grove City College and undertook master's coursework at The Ohio State University. She has earned the Professional Certificate towards a Certified Mortgage Servicer (CMS) Specialist Designation through the Mortgage Bankers Association. Kristin is also a HUD approved MAP and LEAN Underwriter and Construction Loan Administrator.



Adam Shealy

Senior Vice President
ashealy@ziegler.com

Adam Shealy joined Ziegler in 2019 as a vice president in the Senior Housing & Care Finance Practice. He specializes in mergers and acquisitions as well as capital formation engagements for both senior living and healthcare owners and providers. Adam has a diverse background in healthcare real estate, institutional banking and capital markets. Prior to Ziegler, Adam was at Lancaster Pollard & Co. where he provided debt and equity capital to owner-operators and developers focused on the senior living and healthcare sectors. Adam has also held credit, capital markets and front office positions with BNP Paribas and Lloyds Banking Group in New York and London. Adam received his B.A. in economics from Capital University and M.A. in financial economics from Ohio University.



Patrick Mallen

Vice President
pmallen@ziegler.com

Patrick Mallen joined Ziegler in 2020 as a vice president in the Senior Housing & Care Finance Practice. Patrick's Primary responsibilities include providing analytical, underwriting support, and ensuring efficient and effective transaction execution. Patrick has worked to bring over \$2.4 billion of capital for senior living providers and \$2.3 billion of general municipal bond transactions. Prior to joining Ziegler, Patrick spent five years at Herbert J. Sims and Company and four years at Public Financial Management (PFM). While at Sims, Patrick worked exclusively with senior living and healthcare organizations on achieving their capital needs, with structures that have included taxable and tax-exempt debt, rated and nonrated bonds, bank and public fixed rate debt, temporary and permanent debt, fixed and variable interest rate bonds and lines of credit. While at PFM, Patrick provided analytical support on structuring and pricing competitive and negotiated municipal bond transactions. Patrick received his B.S.B.A in finance with a concentration in accounting from York College of Pennsylvania.



Michael Anthony

Assistant Vice President
manthony@ziegler.com

Michael Anthony is an Assistant Vice President on the Senior Housing & Care Finance team having joined Ziegler in 2019 as a Senior Analyst. He works with mergers and acquisitions, strategic advisory, and capital formation engagements for senior living and healthcare providers. Since joining Ziegler, Michael has had extensive involvement in providing analytical support for new business origination and deal execution involving both public and private healthcare providers on numerous sell-side and buy-side M&A engagements, equity raises, and bank direct placements. He also has experience working with the FHA/HUD, FNMA, and FHLMC financing programs and mezzanine debt/preferred equity providers. Prior to Ziegler, Michael worked as an investment banking analyst at Regions Securities LLC first in the healthcare corporate finance coverage vertical and later in the healthcare real estate coverage vertical where he focused on sponsor acquisition financing, leveraged loan syndications, and sell-side M&A advisory engagements across the healthcare space. Michael graduated with a B.A. in Economics from Vanderbilt University where he also minored in Finance and Corporate Strategy. He holds FINRA Series 79 and 63 securities licenses.



Jacqueline Robey

Assistant VP, FHA/HUD
jrobey@ziegler.com

Jacqueline Robey joined the FHA/HUD team at Ziegler in October 2012. She is an assistant vice president and mortgage loan analyst of Ziegler Financing Corporation. Jacqueline is involved with every step of the FHA-insured lending process, from assembling HUD mortgage insurance applications to completing servicing activities of those loans. Providing excellent customer service is her goal. Prior to joining Ziegler, Jacqueline served as a customer service specialist at JPMorgan Chase, where she responded to a variety of customer inquiries and requests. Jacqueline earned a B.S. in business administration from the Ohio State University with a marketing specialization.



Michael McGinnis

Analyst
mmcginnis@ziegler.com

Michael McGinnis joined the Senior Housing & Care Finance team at Ziegler in 2022. He works with mergers and acquisitions, strategic advisory, and capital formation engagements for senior living and healthcare providers. Since joining Ziegler, Michael has had extensive involvement in providing analytical support for new business origination and deal execution involving both public and private healthcare providers on numerous sell-side transactions, equity raises, and bank direct placements, as well as work with the HUD/FHA, FNMA, and FHLMC financing programs. Prior to Ziegler, Michael was a financial analyst at Texas Capital Bank. Michael graduated with his B.A.'s in Accounting and Finance and an M.A. in Finance from Texas Tech University.



Megan Cunningham

Research Assistant
mcunningham@ziegler.com

Megan Cunningham joined Ziegler in 2022. Her primary responsibilities include executing industry research projects and assisting with research module creation/updates. She gathers data and assists on presentation materials for conferences and speaking engagements, as well as maintaining Ziegler's library of research materials. Additionally, Megan provides indirect research support to the banking team. Prior to joining Ziegler, Megan spent several years in marketing at a senior living community in Chicago, as well as online marketing for FTD.com. She has also held positions with Williamson County Schools, Northwestern Mutual, and Revlon International. Megan graduated from Lake Forest College with a B.A. in Communications and a minor in History.



Jake Sexton

Analyst
jsexton@ziegler.com

Jake Sexton joined the Senior Housing & Care Finance team at Ziegler in 2022. He works with mergers and acquisitions, strategic advisory, and capital formation engagements for senior living and healthcare providers. Prior to Ziegler, Jake held a summer analyst position in Ziegler's Chicago office. Jake graduated with a B.A. in economics with a minor in data analysis from Wesleyan University.



Melanie Shaffer

Analyst
mshaffer@ziegler.com

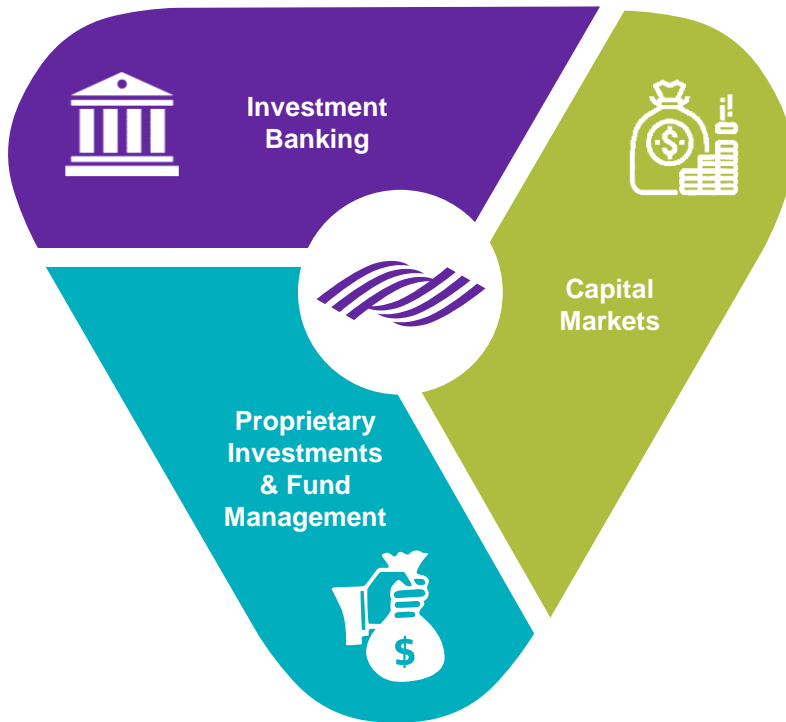
Melanie Shaffer joined the Senior Housing & Care Finance team at Ziegler in 2022. She works with mergers and acquisitions, strategic advisory, and capital formation engagements for senior living and healthcare providers. Prior to Ziegler, Melanie held a summer analyst position in Ziegler's Chicago office. Melanie graduated with a B.A.A. in finance from William & Mary College.

SECTION III.

ZIEGLER INVESTMENT BANKING

ZIEGLER INVESTMENT BANKING PLATFORM

Ziegler is a privately held, national boutique **investment bank, capital markets** and **proprietary investments** firm. Specializing in the **healthcare, senior living** and **education sectors**, as well as **general municipal** and **structured finance**, enables us to generate a positive impact on the communities we serve.



Investment Banking

Strategic advisory, financing and capital planning solutions in healthcare, senior living and educational sectors as well as general municipal and structured finance

Capital Markets

Active participant in municipal sales and trading including public, tax-exempt, taxable, private placement and preferred trading markets

Proprietary Investments & Fund Management

Providing opportunities for investors in senior living, healthcare services & technology solutions

ZIEGLER'S NATIONAL FOOTPRINT

HEADQUARTERED at One North Wacker Drive in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales & trading and research.




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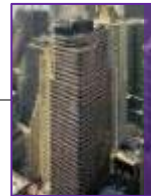
MINNEAPOLIS, MN
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MILWAUKEE, WI
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Suite 1000
Milwaukee, WI 53202




CHICAGO, IL
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Suite 2000
Chicago, IL 60606




NEW YORK, NY
2 Grand Central Tower
140 East 45th Street
Suite 2200
New York, NY 10017




BETHESDA, MD
7500 Old Georgetown Rd
Suite 750
Bethesda, MD 20817




SCOTTSDALE, AZ
14850 N. Scottsdale Road
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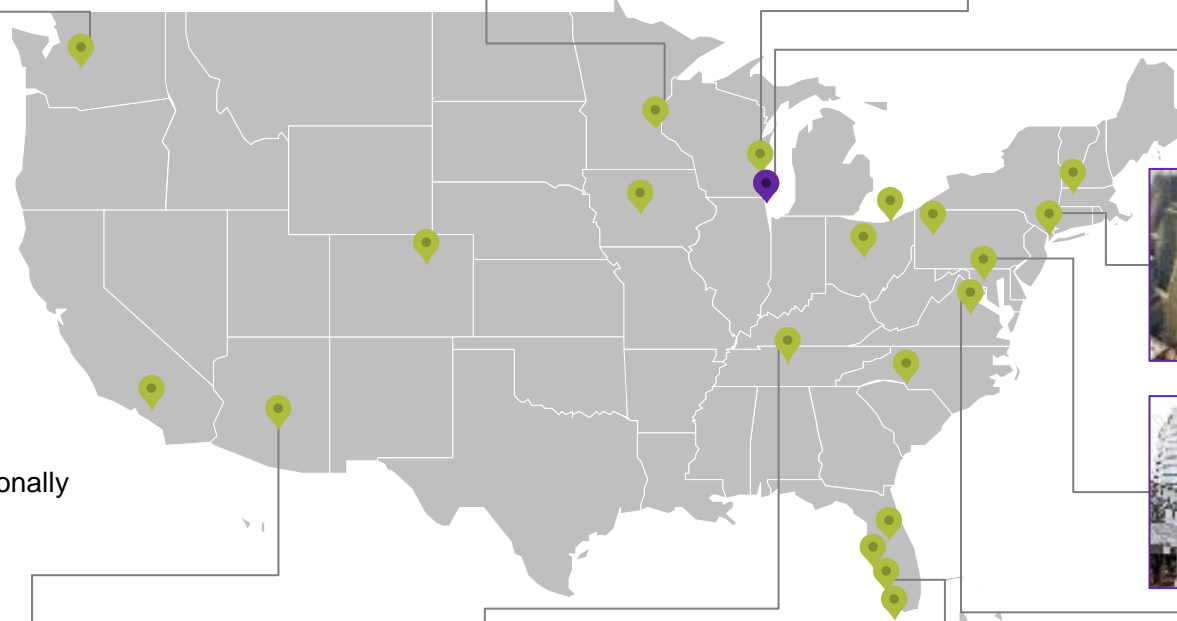
NASHVILLE, TN
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SARASOTA, FL
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Sarasota, FL 34236



RICHMOND, VA
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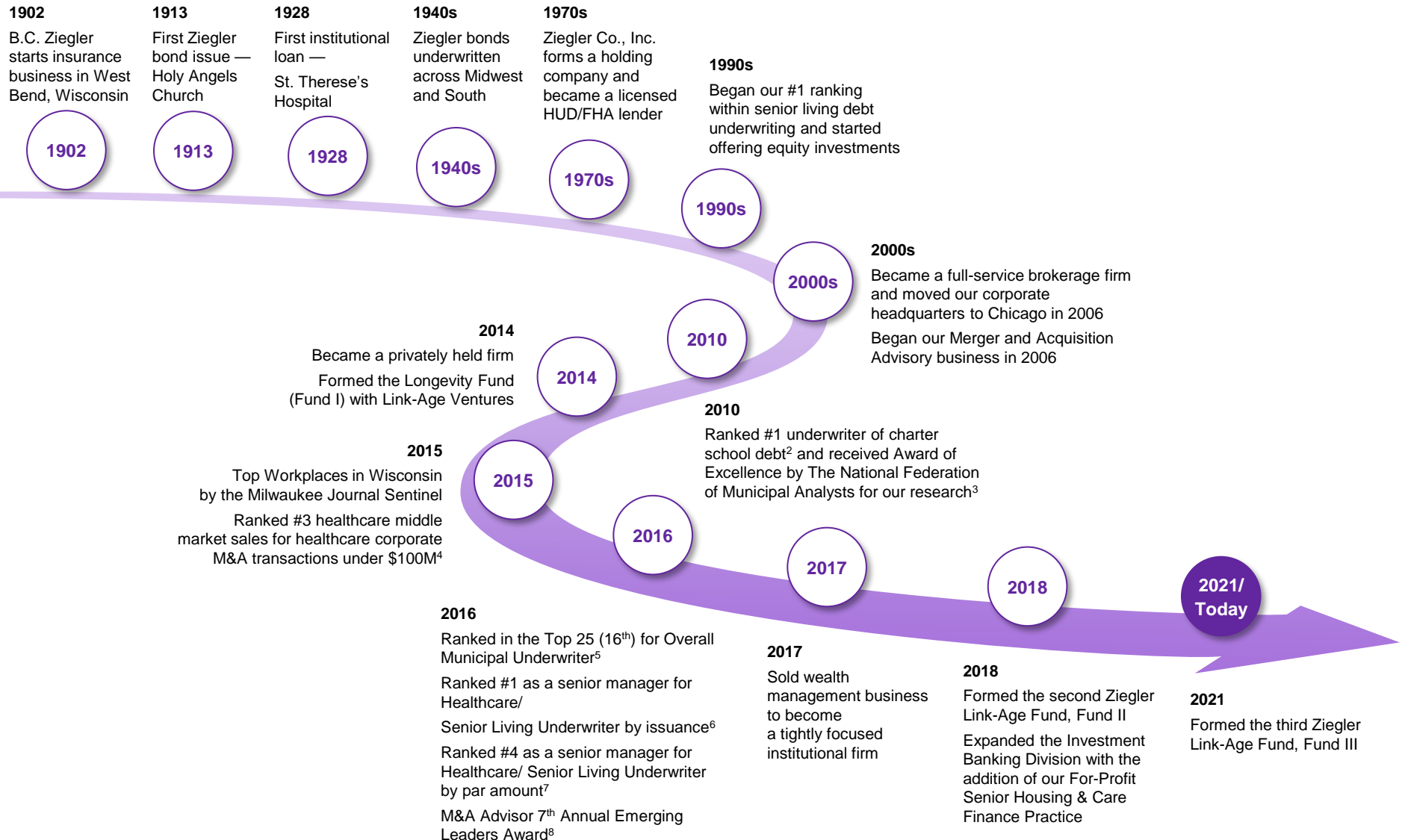


Established
1902

Number of employees
185+

Registered offices nationally
21

THE ZIEGLER HISTORY – A CONTINUOUS EVOLUTION



ZIEGLER INVESTMENT BANKING – COVERAGE VERTICALS

Healthcare



For-Profit

Corporate Finance Healthcare

- Healthcare IT
- Physician Practices
- Telehealth
- Home Health & Hospice
- Behavioral Health
- Lab & Pharma Services

Senior Housing & Care Finance

- Individual assets and portfolios of for-profit:
- Independent Living
 - Assisted Living
 - Memory Care
 - Skilled Nursing
 - CCRCs
 - Affordable Senior Housing

Not-for-Profit

Senior Living Finance

- Multi-site senior living campuses/organizations
- Single-site senior living campuses/organizations

Healthcare Finance

- Large regional health systems
- Independent community hospitals

Educational Institutions



Charter School Finance & Higher Education Finance

- Charter Schools
- K-12 Private Schools
- Religious K-12 Private Schools
- Colleges & Universities
- Religious Colleges & Universities

General Municipal & Structured Finance



- State & Local Governments
- Governmental Agencies
- Data Center Developers
- Solar Power & Waste to Energy Developers
- Recreational/Sports Complexes

ZIEGLER'S COMPREHENSIVE SENIOR LIVING SERVICES AND RELATIONSHIPS

Top Lead Managing Underwriters Senior Living Finance Issues 2021

| Rank | Underwriter | # of Issues | \$ Millions |
|------|----------------------------|-------------|-------------|
| 1 | Ziegler | 51 | \$ 3,077.4 |
| 2 | Herbert J. Sims & Co. | 12 | 1,270.7 |
| 3 | Hilltop Securities | 1 | 507.3 |
| 4 | Piper Sandler & Co. | 12 | 392.8 |
| 5 | Bank of America Securities | 1 | 305.6 |
| 6 | Truist Securities | 2 | 194.2 |
| 7 | RBC Capital Markets | 3 | 188.9 |
| 8 | KeyBanc Capital Markets | 4 | 168.8 |
| 9 | Odeon Capital Group | 3 | 75.2 |
| 10 | Robert W. Baird & Co. | 2 | 59.2 |

Top Lead Managing Underwriters Senior Living Finance Issues 2000 - 2021

| Rank | Underwriter | # of Issues | \$ Millions |
|------|-------------------------|-------------|-------------|
| 1 | Ziegler | 721 | \$ 34,707.4 |
| 2 | Herbert J. Sims & Co. | 221 | 10,283.7 |
| 3 | KeyBanc Capital Markets | 148 | 5,968.5 |
| 4 | Piper Sandler & Co. | 193 | 5,637.2 |
| 5 | Truist Securities | 137 | 5,294.5 |
| 6 | RBC Capital Markets | 139 | 2,284.2 |
| 7 | Colliers Securities | 60 | 1,753.2 |
| 8 | UBS Securities | 34 | 1,728.4 |
| 9 | Wachovia | 133 | 1,436.4 |
| 10 | Citi | 24 | 1,314.5 |

Based on full credit given to senior manager of lead-managed underwriting principal volume for senior living transactions completed nationally. Rankings and amounts through Refinitiv data as of 12/31/21

Education

- Industry Conferences / Symposiums
- (Annual Ziegler Senior Living Finance + Strategy Conference)
- LeadingAge Ziegler National CFO Workshop
- Ziegler National Senior Living Investor Workshop SeriesSM

External Research

- LeadingAge Ziegler 200
- CARF Financial Ratios and Trends Publication (*Baker Tilly, CARF*)
- Resident Contract Study
- Statewide CCRC Report (MD; VA; TX) (*My LifeSite*)

Industry Communication

- Z-News
- White papers
- Ziegler CFO HotlineSM

Internal Information and Research

- Ziegler CCRC National Listing & Profile
- Client-requested research
- Client education sessions

Secondary Market Investor Research

- Surveillance updates on current credits
- Supports active secondary trading

Investor Market Research

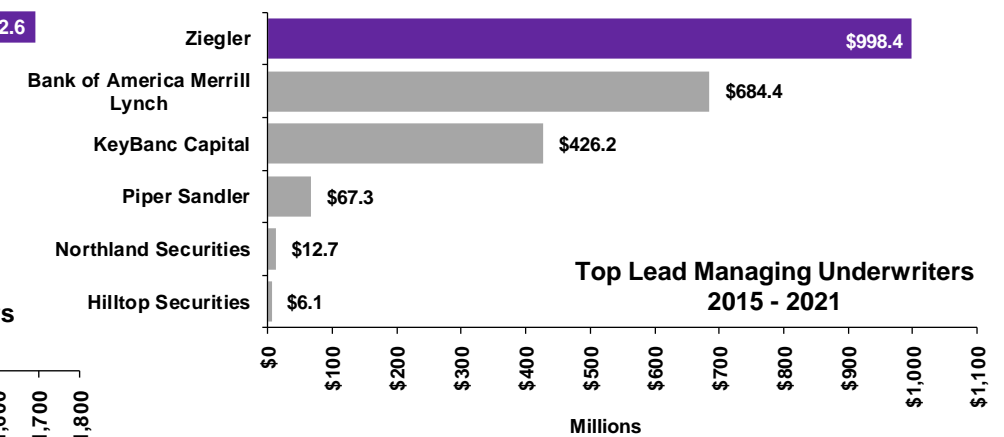
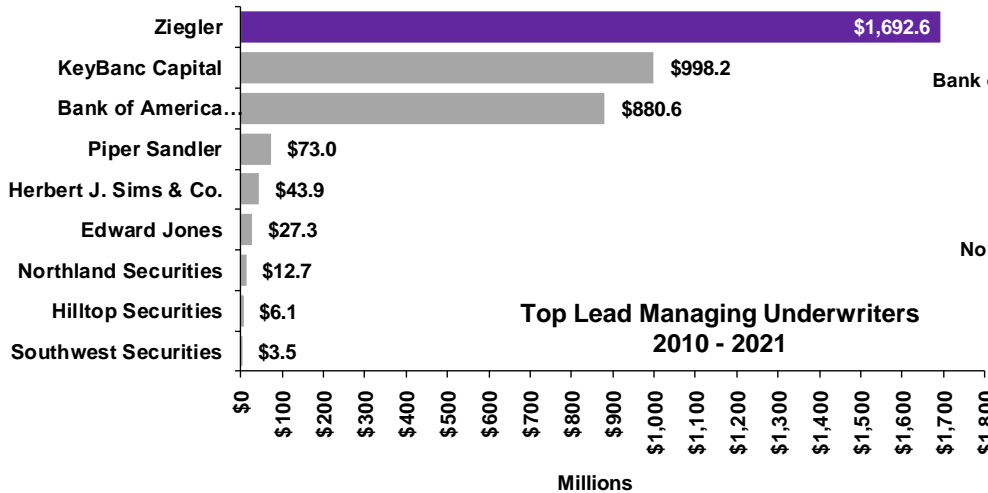
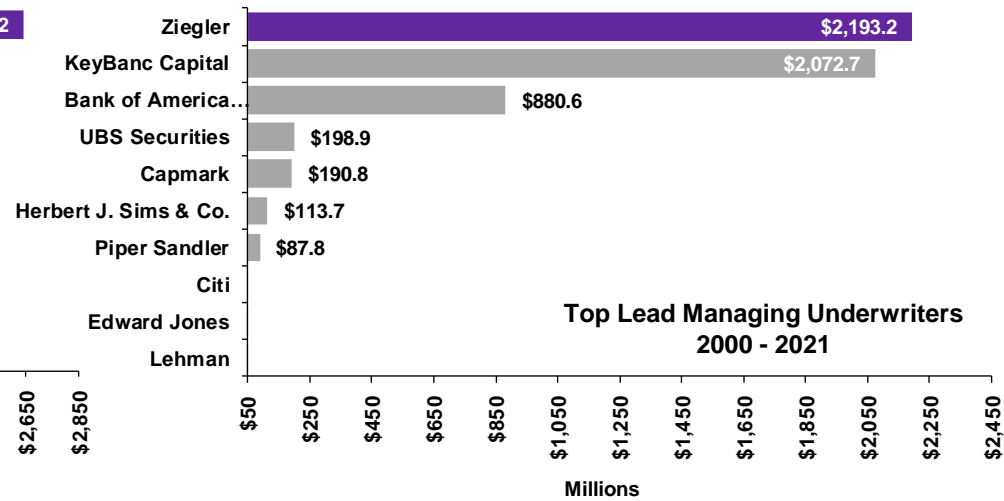
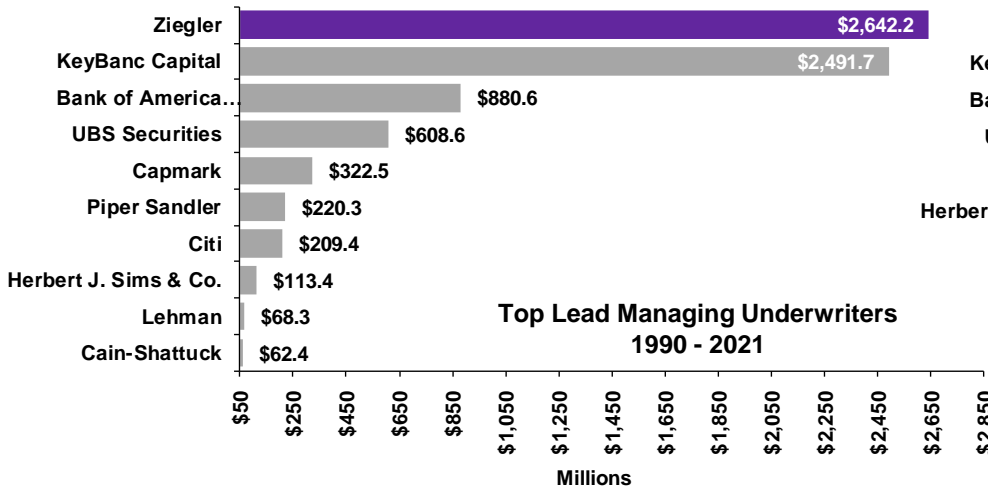
- ZieglerResearch.com

Databases

- Industry trends (e.g. *CCaH, Rental CCRC's*)
- All senior living financings
- All new communities (*start-up CCRC's*) since 1990
- Senior living rated organizations

(1) Excludes FP & 142(d) Issues.

ZIEGLER'S REPRESENTATIVE CALIFORNIA EXPERIENCE – LEAGUE TABLES



ZIEGLER'S REPRESENTATIVE CALIFORNIA EXPERIENCE – TRANSACTION LISTING

| ZIEGLER'S CALIFORNIA FINANCINGS | | | | | | | |
|---------------------------------|--|---------------|---------------|----------|---|---------------|-----------------|
| YEAR | PROVIDER | LOCATION | PAR AMOUNT | YEAR | PROVIDER | LOCATION | PAR AMOUNT |
| 2022 | Mt. San Antonio Gardens | Pomona | \$43,780,000 | 2011 | *Retirement Housing Foundation | Long Beach | \$117,615,000 |
| | The Redwoods | Mill Valley | \$23,550,000 | (cont'd) | *Lytton Gardens | Palo Alto | \$11,885,000 |
| 2021 | Enso Village (The Kendal Corporation) | Healdsburg | \$297,030,000 | 2010 | Baywood Court | Castro Valley | \$18,940,000 |
| | *Carmel Valley Manor | Carmel | \$10,274,272 | | American Baptist Homes of the West | Pleasanton | \$106,580,000 |
| | HumanGood California Obligated Group | Pleasanton | \$120,000,000 | 2009 | Southern California Presbyterian Homes | Glendale | \$77,805,000 |
| 2020 | *HumanGood California Obligated Group | Pleasanton | \$125,000,000 | | *The Episcopal Home Communities | Alhambra | \$26,150,000 |
| | *Brethren Hillcrest Homes | La Verne | \$42,610,000 | | Retirement Housing Foundation | Long Beach | \$116,545,000 |
| 2019 | HumanGood California Obligated Group | Pleasanton | \$141,705,000 | 2007 | Front Porch | Burbank | \$110,000,000 |
| | *HumanGood California Obligated Group | Pleasanton | \$25,610,000 | 2006 | American Baptist Homes of the West | Pleasanton | \$50,000,000 |
| | Mt. San Antonio Gardens | Pomona | \$31,610,000 | | Elder Care Alliance of San Francisco | San Francisco | \$33,895,000 |
| | Paradise Valley Estates | Fairfield | \$95,685,000 | | Southern California Presbyterian Homes | Glendale | \$62,185,000 |
| 2018 | California Armenian Home | Fresno | \$24,660,000 | 2004 | Elder Care Alliance of San Rafael | San Rafael | \$24,650,000 |
| | *HumanGood National Obligated Group | Pleasanton | \$20,000,000 | 2002 | Aldersly | San Rafael | \$7,125,000 |
| 2017 | Channing House | San Francisco | \$44,120,000 | 2001 | Country Crest | Oroville | \$18,445,000 |
| | Retirement Housing Foundation Obligated Group | Long Beach | \$25,620,000 | 1998 | Eskaton Gold River Lodge | Gold River | \$12,710,000 |
| | Retirement Housing Foundation Obligated Group | Long Beach | \$45,685,000 | | Rhoda Haas Goldman Plaza | San Francisco | \$37,770,000 |
| | *Retirement Housing Foundation Obligated Group | Long Beach | \$21,820,000 | 1997 | Home for Jewish Parents | Danville | \$12,555,000 |
| | Institute on Aging | San Francisco | \$34,355,000 | | SCPH Redwood Senior Homes and Services | Escondido | \$6,120,000 |
| | Channing House | Palo Alto | \$54,045,000 | 1995 | Covenant Retirement Communities, Inc. | Santa Barbara | \$24,000,000 |
| 2016 | Paradise Valley Estates | Fairfield | \$22,080,000 | 1994 | Northern California Presbyterian Homes | San Francisco | \$12,000,000 |
| | Atherton Baptist Homes | Alhambra | \$31,390,000 | | St. Paul's Episcopal Home | San Diego | \$7,140,000 |
| 2015 | Aldersly | San Rafael | \$6,635,000 | 1993 | Walker Senior Housing Corp. VII-The Lodge | Chico | \$5,270,000 |
| | American Baptist Homes of the West | Pleasanton | \$52,080,000 | | Eden Hospital Health Services Corp. | Casto Valley | \$23,675,000 |
| | *Episcopal Senior Communities | Walnut Creek | \$8,718,000 | | Odd Fellows Housing of Napa, Inc. | Napa | \$18,995,000 |
| | *be.group (SCPH) | Glendale | \$47,900,000 | | Eskaton Properties, Inc. | Carmichael | \$50,790,000 |
| 2014 | Brethren Hillcrest Homes | La Verne | \$38,660,000 | 1992 | Covenant Retirement Communities, Inc. | Santa Barbara | \$21,600,000 |
| | *Retirement Housing Foundation | Long Beach | \$110,120,000 | | On Lok Senior Health Services | San Francisco | \$13,300,000 |
| | **MonteCedro | Altadena | \$70,152,500 | | Air Force Village West | Riverside | \$64,275,000 |
| 2013 | The Redwoods | Mill Valley | \$29,970,000 | | San Diego Christian Foundation | San Diego | \$8,360,000 |
| | Poway RHF Housing | Poway | \$13,345,000 | | Mayflower Gardens Health Facilities | Los Angeles | \$43,400,000 |
| | Covenant Retirement Communities, Inc. | Santa Barbara | \$20,450,000 | | Eskaton Properties, Inc. | Carmichael | \$17,300,000 |
| | The Terraces at Los Altos (ABHOW) | Pleasanton | \$71,250,000 | 1991 | Association for Retarded Citizens | San Diego | \$8,475,000 |
| 2012 | Episcopal Communities & Services | Alhambra | \$64,160,000 | | Sierra View Homes | Reedley | \$4,240,000 |
| | The Terraces at San Joaquin Gardens (ABHOW) | Fresno | \$71,035,000 | | Walker Senior Housing Corp. VII | Chico | \$15,000,000 |
| | *American Baptist Homes of the West | Pleasanton | \$20,000,000 | | Channing House | Palo Alto | \$9,800,000 |
| 2011 | Episcopal Senior Communities | Walnut Creek | \$62,200,000 | 1990 | Eskaton Properties, Inc. | Carmichael | \$40,700,000 |
| | *American Baptist Homes of the West | Pleasanton | \$15,000,000 | | | | |
| | *Other Transactions / **Co-Manager | | | | | TOTAL | \$3,221,599,772 |