ENSIGN GROUP

May 2025

# INVESTOR PRESENTATION

www.ensigngroup.net

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## About US

Since 1999, the independent subsidiaries of The Ensign Group, Inc. (ENSG) have provided communities with exceptional, post-acute care.

## Portfolio

Each of the 350+ businesses are run independently encompassing services delivered by more than 50,500 employees. We foster an entrepreneurial culture of ownership coupled with a field-driven, flat structure.

## Our Services

Our independent subsidiaries offer a broad spectrum of post-acute care including skilled nursing, senior living, ancillary businesses and healthcare-related properties.

## Financials

A clinically strong foundation combined with solid operational fundamentals provides an avenue for strong results.

# Disclaimers

This presentation contains, and other communications of The Ensign Group, Inc. (“Ensign” or the “Company”) may contain, forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These statements can be identified by the fact that they do not relate strictly to historical or current facts. Forward-looking statements often use words such as “believe,” “expect,” “anticipate,” “intend,” “estimate,” “project,” “outlook,” “forecast,” “target,” “trend,” “plan,” “goal,” or other words of comparable meaning or future-tense or conditional verbs such as “may,” “will,” “should,” “would,” or “could.”

Statements in this presentation concerning the Company’s future prospects are forward-looking statements, and are based on management’s current expectations, assumptions and beliefs about our business, financial performance, operating results, the industry in which we operate and possible future events. These statements include, but are not limited to, statements regarding our growth prospects and future operating and financial performance. Forward-looking statements convey our expectations, intentions, or forecasts about future events, circumstances, results, or aspirations. Forward-looking statements are not guarantees of future results and are subject to risks, uncertainties and assumptions, which may change over time and many of which are beyond our control, and that could cause our actual results to materially and adversely differ from those expressed in any forward-looking statement.

Readers should not place undue reliance on any forward-looking statements and are encouraged to review our periodic filings with the Securities and Exchange Commission, including our recently filed Forms 10-K and 10-Q, or other applicable documents that are filed or furnished by the Company with the U.S. Securities and Exchange Commission (the “SEC”), for a more complete discussion of the risks and other factors that may cause actual results or other future events, circumstances, or aspirations to differ from those in forward-looking statements. These documents are available on our website at www.ensigngroup.net (information on our website is not incorporated by reference into this presentation and should not be considered part of this document). This information is provided as of today’s date only, and except as required by federal securities law, Ensign does not undertake to publicly update or revise any forward-looking statements, whether as a result of new information, future events, changing circumstances or for any other reason after the date of this presentation.

We supplement our GAAP reporting with EBITDA, adjusted EBITDA, adjusted EBITDAR, adjusted EBT, adjusted net income, adjusted EPS, Funds from Operations (FFO) metrics, as well as segment income and FFO metrics, all of which are supplemental non-GAAP financial measures. They reflect an additional way of looking at aspects of our operations that, when viewed with our GAAP results, provide a more complete understanding of factors and trends affecting our business. They should not be relied upon to the exclusion of GAAP financial measures. A more ample discussion of these GAAP financial measures is available on the “Investor Relations” tab of our website and a reconciliation to GAAP is included as an Appendix to this presentation.

During this presentation we may reference operations in any or all of the skilled and assisted living operations and other businesses operated by our independent subsidiaries. Each such business is operated as a separate, wholly owned independent subsidiary that has its own management, employees and assets. References in the presentation to the consolidated “Company” and “its” assets and activities, as well as the use of the terms “we,” “us,” “our,” and similar verbiage are not meant to imply that The Ensign Group, Inc. has direct operating assets, employees or revenue, or that any of the operations, the Service Center, Standard Bearer Healthcare REIT, Inc., or the captive insurance subsidiary are operated by the same entity.

# Our Mission

We rely on our culture to accomplish our mission


## CAPLICO

Our mission is to support the operations we serve in dignifying post-acute care in the eyes of the world. We do that through “Moments of Truth” – everyday situations that are met with out-of-the-ordinary service that surpasses all reasonable expectations. We strive to capture and share these moments of truth on a daily basis.

# Leading Healthcare Services Operator With Proven Track Record

1999
Founded

344
Operated Facilities

38,500+
Beds / Units Across the Care Continuum

50,500+
Employees

17
States

144
Owned Properties

82.6%
Occupancy Rate[1]

33.1%
Skilled Mix Days[1]

15%
Annual Revenue Growth Rate Since 2014

16%
Annual EBITDAR Growth Rate Since 2014

1,340%
Total Shareholder Return in the Past 10 years

3,629%
Total Shareholder Return Since IPO *(2007)*

$4.91B
2025 Revenue Guidance[1]

$6.30
2025 EPS Guidance[1]
*($136.68/sh as of 05/09/2025)*

Refer to pages 50 - 51 for end notes. Source: Data as of 05/09/2025.

# Entrepreneurial Evolution Of Ensign

**1999** — The Ensign Group was **founded**

**2006** — Established **New Market CEO program**

**2007** — Ensign completes an **IPO** in November 2007

**2010** — Ensign entered into the **home health industry**

**2011** — **Senior living** portfolio company was formed in June 2011

**2014** — Completed the **spin-off** of its real estate business, **CareTrust REIT**

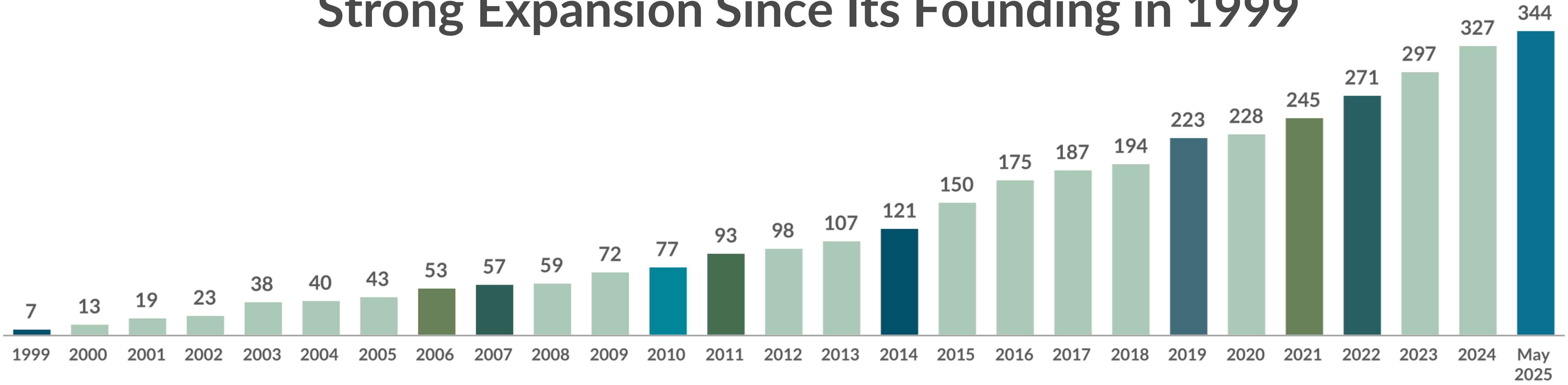
**2019** — Completed **spin-off** of home health & hospice as well as senior living segments, forming **The Pennant Group**

**2021** — Continues to execute on **local leadership model** to grow through the **pandemic**

**2022** — Ensign formed a Captive REIT, **Standard Bearer Healthcare REIT, Inc.**

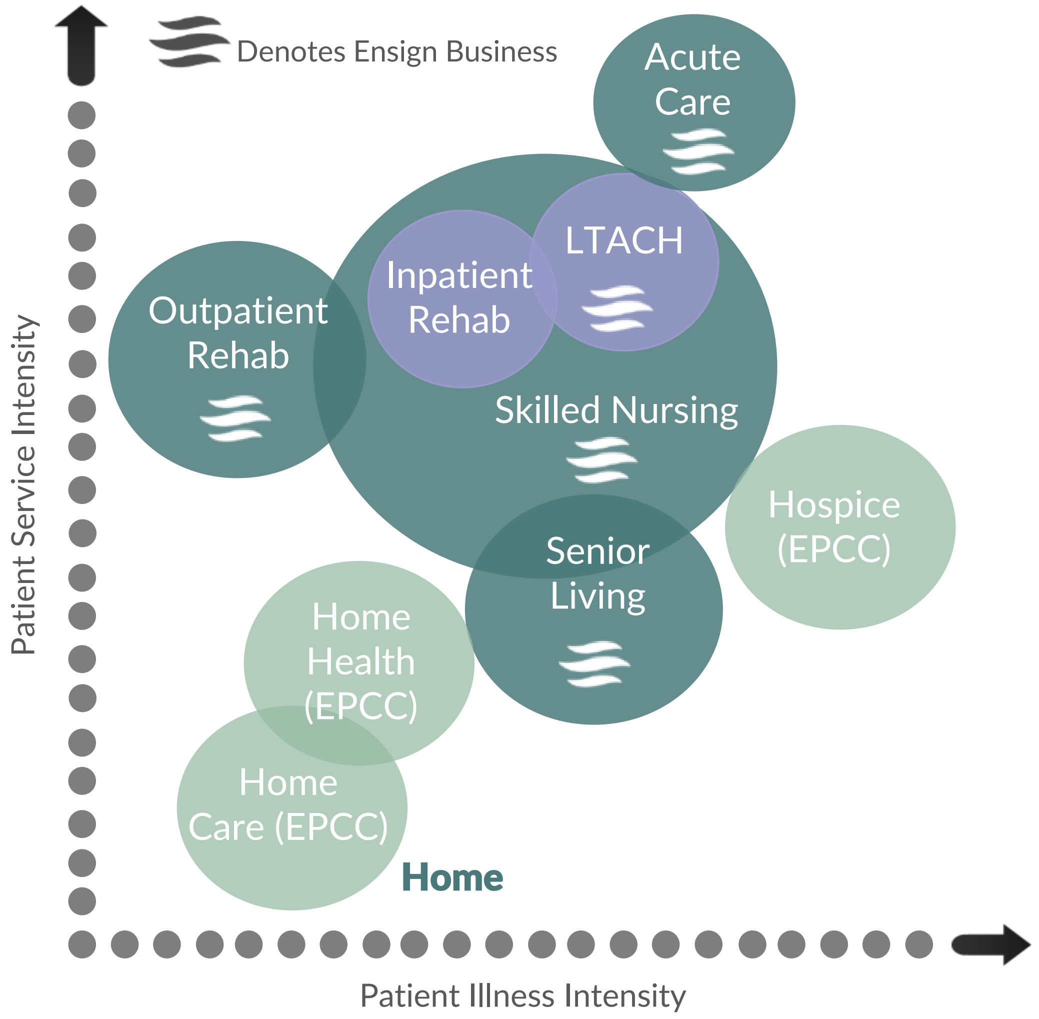
**2025** — Ensign completed 74 **acquisitions since 2023**, entering its next phase of growth.

## Strong Expansion Since Its Founding in 1999




Healthcare Facilities Operated

# Ensign's Commitment to The Care Continuum




- Local leadership strategy focused on acquisitions in fragmented markets.
- High quality healthcare outcomes across the continuum driving local reputation and partnerships.
- Opportunistically drive new ventures in ancillary businesses and markets through its unique leadership model.
- Access to care continuum through Ensign Pennant Care Continuum (EPCC).

# Ensign Strategically Positioned to Deliver Long-Term Value

## Experienced Management

Management team with combined experience over 90 years at Ensign alone.

## Presence in Attractive Markets

Presence in strategic markets across 17 states with attractive reimbursement and growth profile.

## Multiple Business Lines

Diversified operations including skilled services (SNFs), strategic healthcare campuses, senior living operations, real estate ownership and new ventures.

## Several Growth Levers

Delivering organic and strategic growth through SNFs and ancillary business.

## Strong Financial Profile

Discipline and consistent growth and profitability; stellar balance sheet and strong cash flow conversion.

Ensign's Capabilities Create an Ecosystem that Enables Connectivity Among All Stakeholders and Drives a Virtuous Cycle of Success

# Ensign's Investment Thesis

Ensign is Positioned to Deliver Superior Clinical Results that Will Generate Strong Financial and Operating Results

**Superior Results**

**Growth Opportunities**

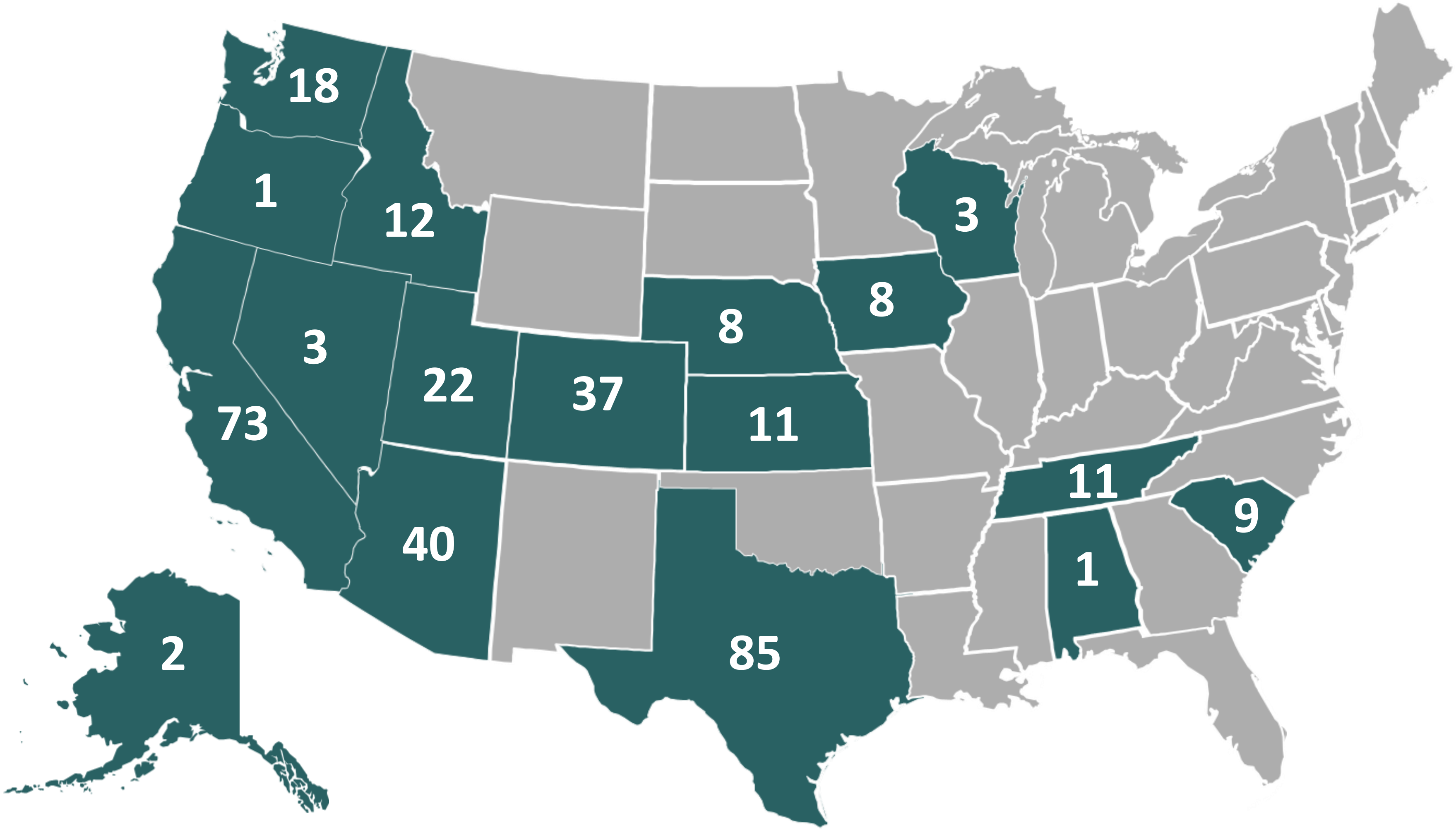
Organic, Strategic, Real Estate and New Ventures

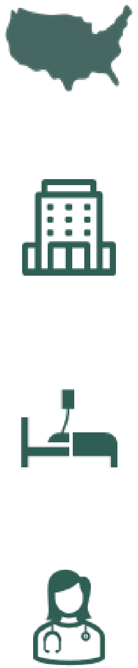
**Clinical Excellence**

**Strategic Continuum of Care**

**Culture**

# Leading Operational Presence in Attractive Markets



17
States

344
Facilities

38,000+
Beds

50,500+
Employees

Skilled Nursing Operations - 299    Senior Living Operations - 13    Campus Operations - 31    LTAC – 1

Source: Data as of 05/01/2025

# High-Quality Portfolio Of Assets

Ensign's real estate portfolio includes attractive assets in appealing markets that provide the foundation for patient care and well-being.

### Katella Senior Living Community
California


Facilities are purpose-built or customized to accommodate specialty needs

### Hillside Village of De Soto
Kansas

Assets include a mix of state-of-the-art and hands-on therapeutic approaches to provide specific care plans for each individual

### Alamitos West Health & Rehabilitation
California

Facilities offer a wide variety of services that provide all the benefits of being at home.

# Business Leaders Drive Results

Track record of attracting, empowering & retaining clinically-focused business leaders.

## Local Leadership Clusters

Empowering local leaders and their teams to provide superior solutions to the specific medical needs of the communities they serve.

## Superior Clinical Outcomes

We partner with many other healthcare organizations with the goal of ensuring our patients are receiving the best possible care.

## Local Operation of Choice

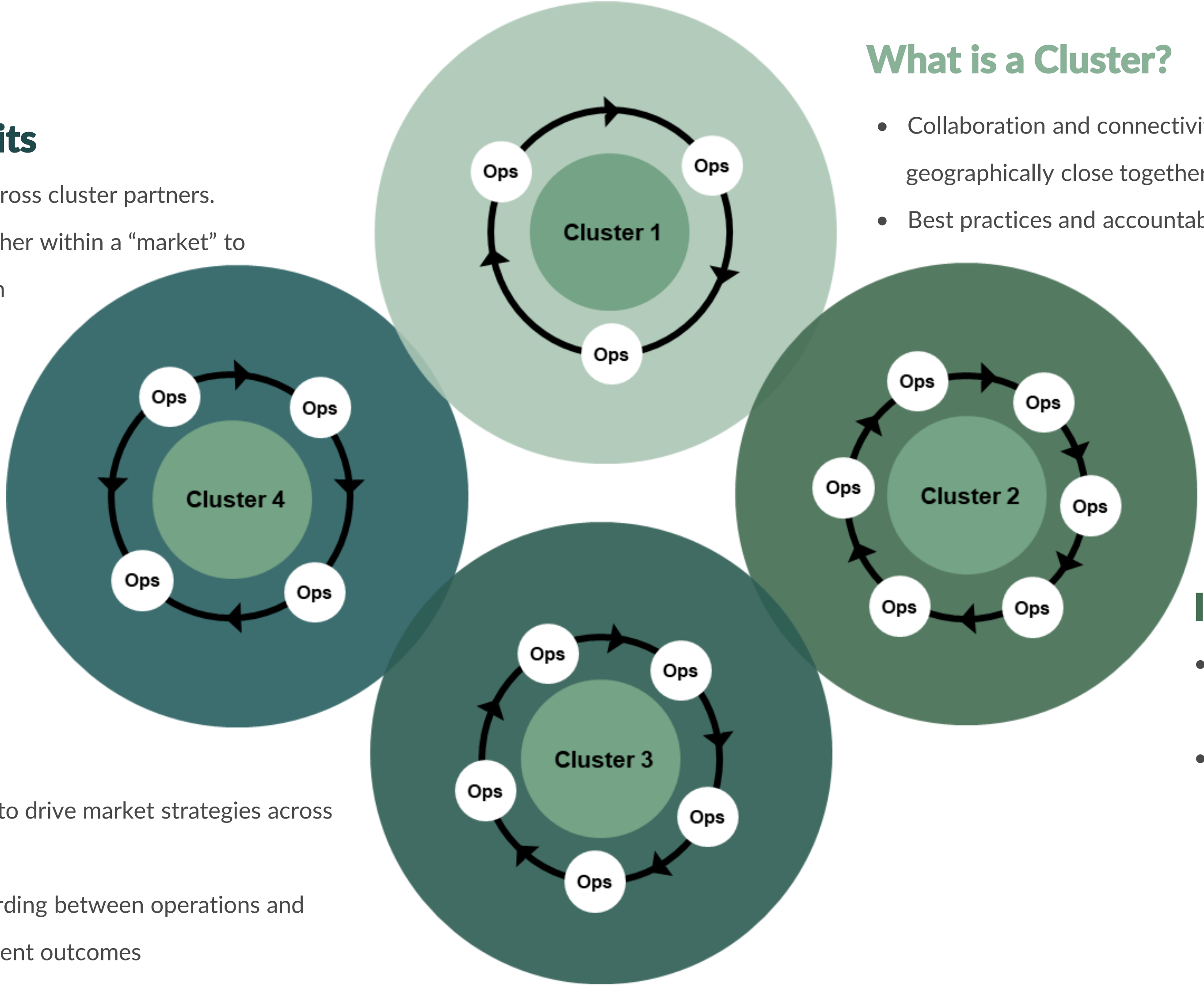
Our independent subsidiaries offer a broad spectrum of post-acute care, including skilled nursing, senior living and other healthcare-related properties and other ancillary businesses.

# Local Leaders are Empowered by our Cluster Model

Best Practices Shared Across Clusters Along with Economic and Payor Benefits at Cluster Level

## Economic Benefits

- Sharing of resources across cluster partners.
- Clusters combine together within a “market” to assess and drive growth




## What is a Cluster?

- Collaboration and connectivity between operations (“ops”) that are geographically close together.
- Best practices and accountability are shared.

## Incentive Driven

- Each operation has full visibility into and accountability for results.
- Compensation is linked.

## Payor Benefits

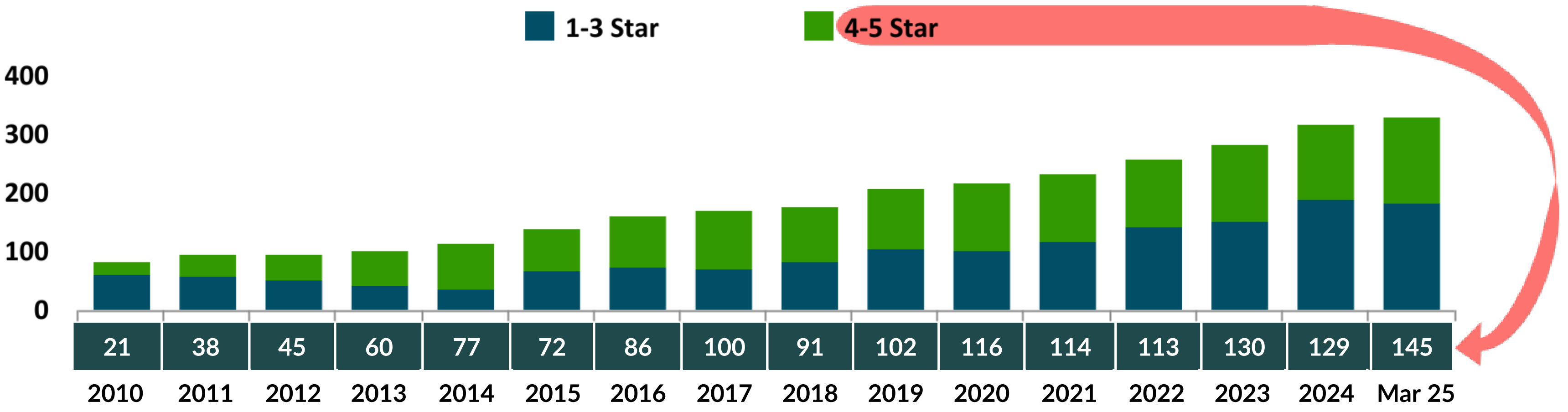
- Clusters combine together to drive market strategies across the continuum of care.
- Transparency and score-carding between operations and clusters drives superior patient outcomes

# Organizational Focus on Clinical Quality Leads to Superior Financial Results

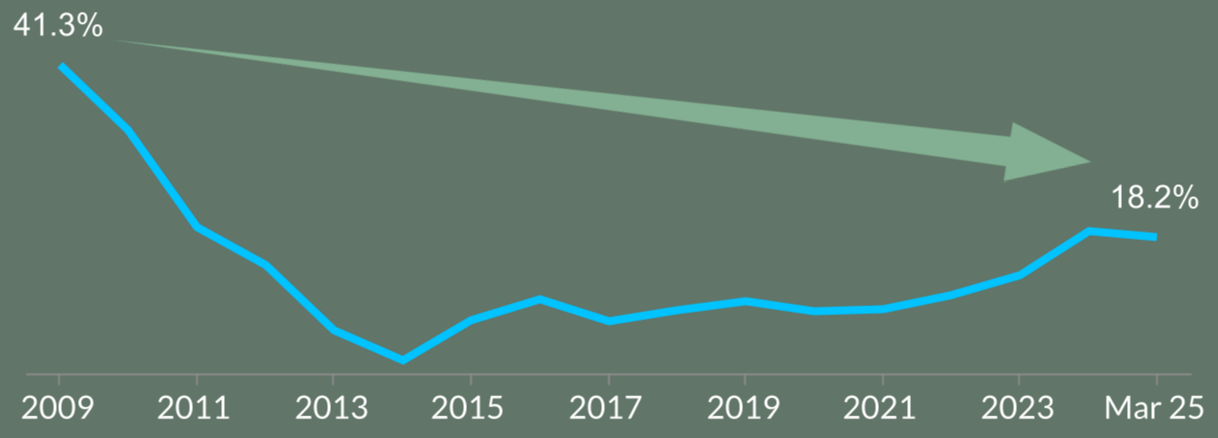
## Ensign vs. Comparative States

Our Cycle 1 health inspections are 9% better.[3]

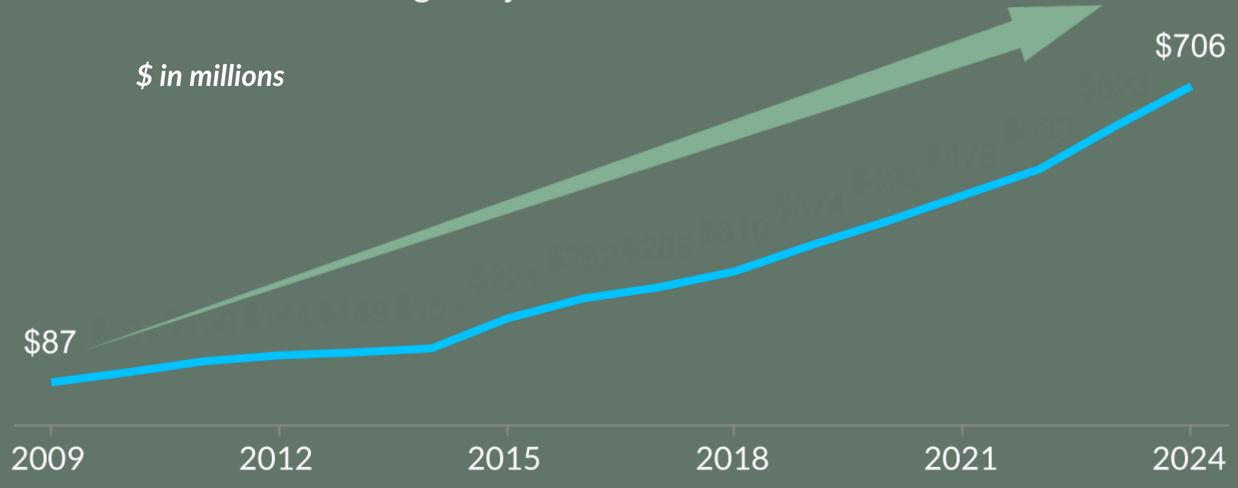
## Clinical Quality Translates to Organic Growth[3]




## Ensign 1-Star Facility % Trend




## Ensign Adjusted EBITDAR[2] Trend

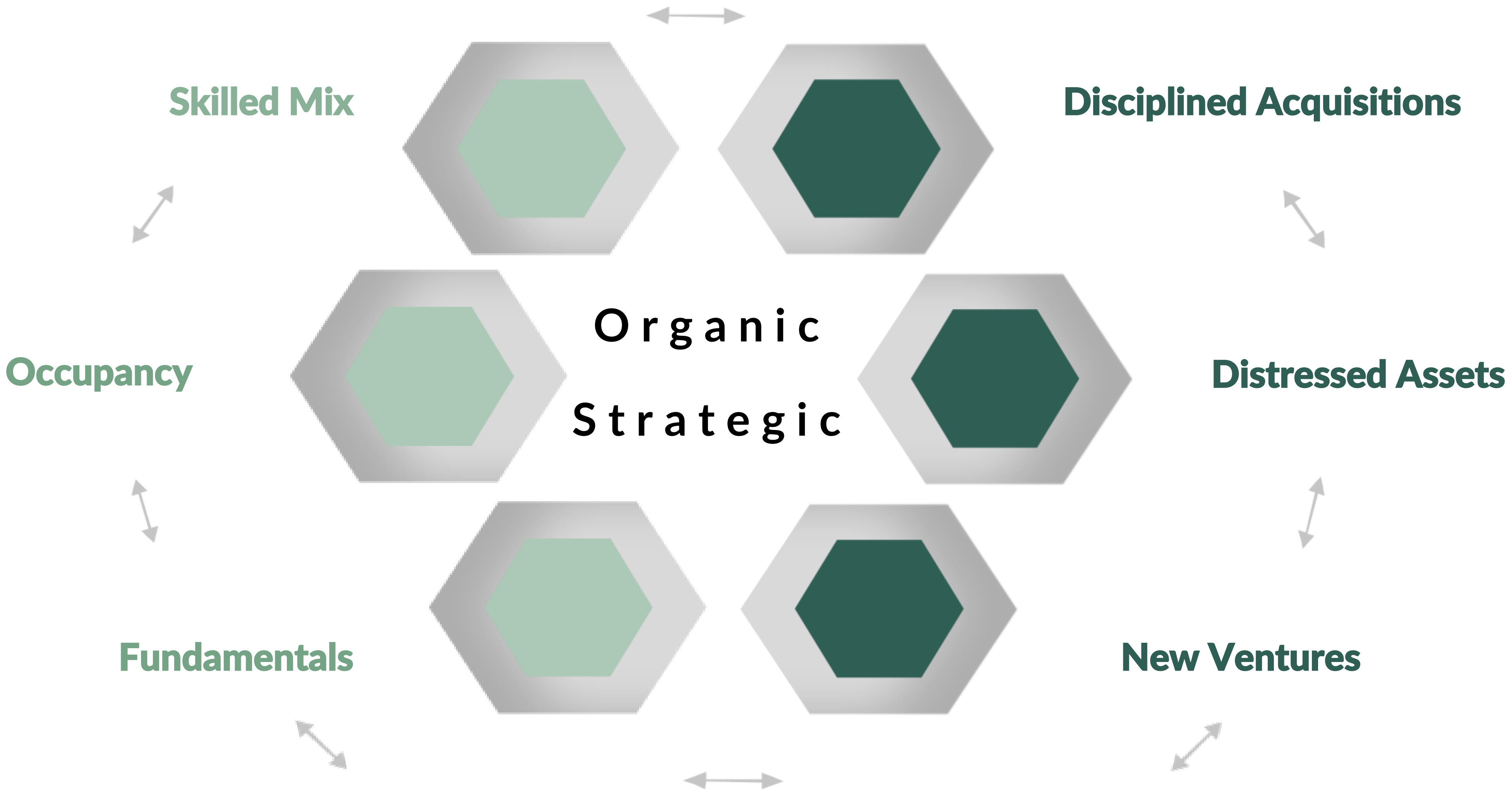



Refer to pages 50 – 51 for end notes. Source: Data as of Q1'25.

# Multifaceted Growth Opportunities

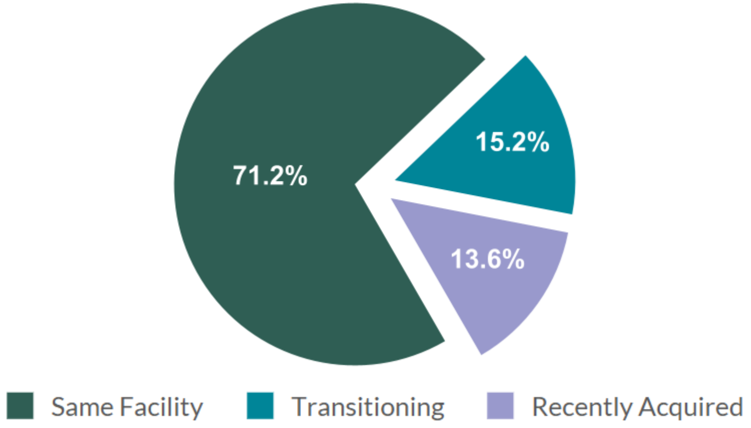
Driven by Organic as well as Strategic Opportunities

## Creating Value

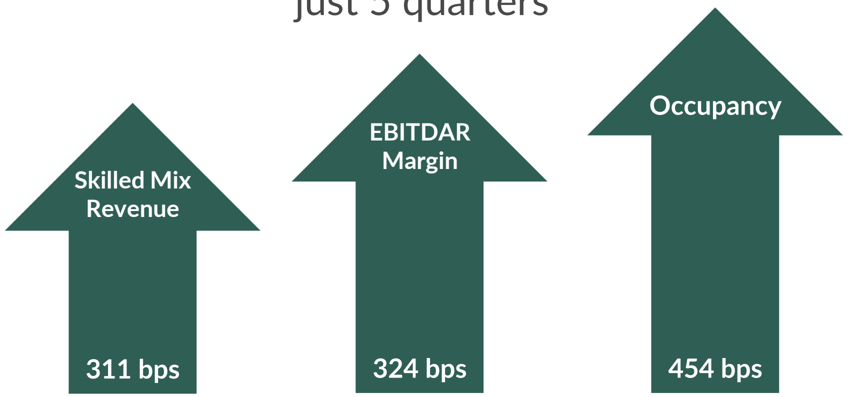


# A Disciplined Approach to Acquisitions & Track Record of Improving Operations to Drive Continued Growth

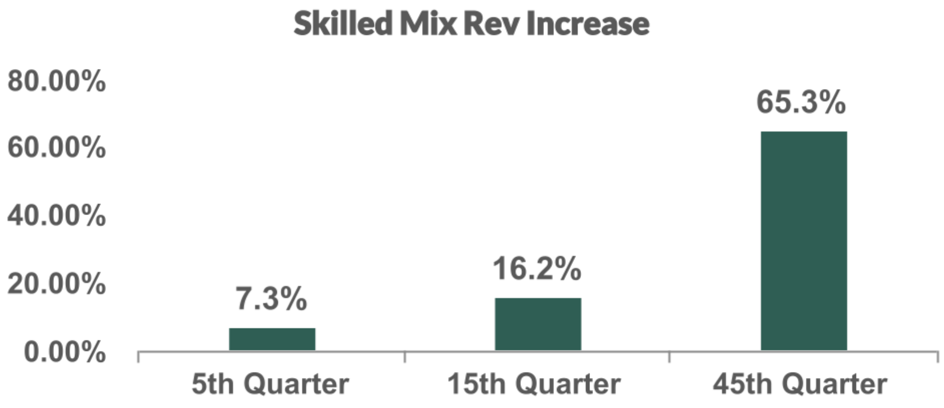
28.8% of Ensign's skilled nursing operations have been operated less than three full years

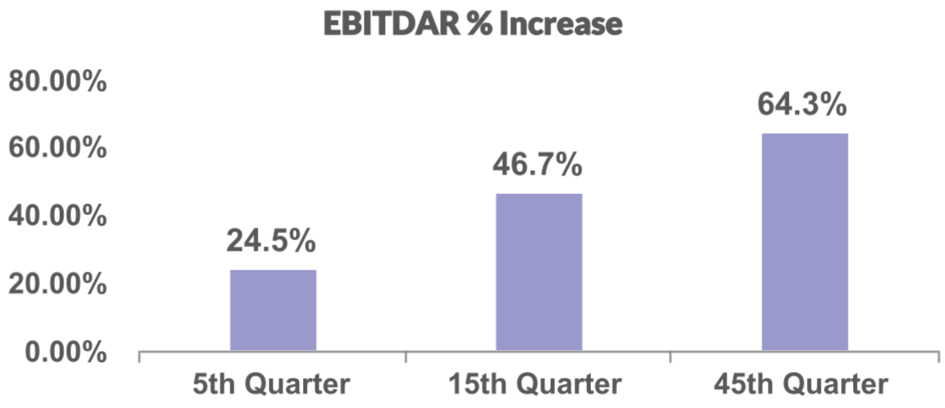



Proven track record of achieving significant improvement in just 5 quarters[4]



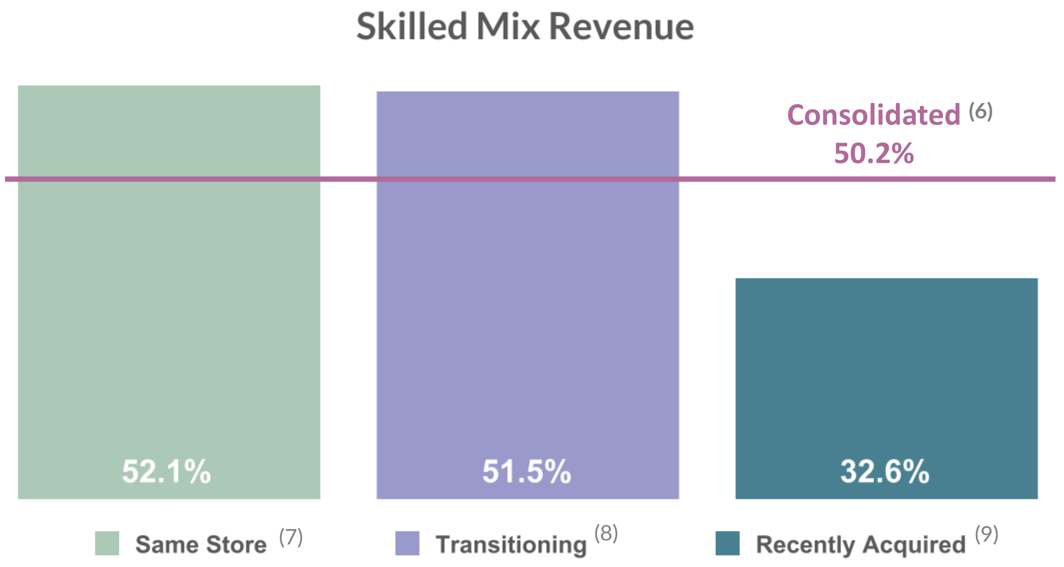

Significant improvement beyond 5th quarter to 45th quarter[5]

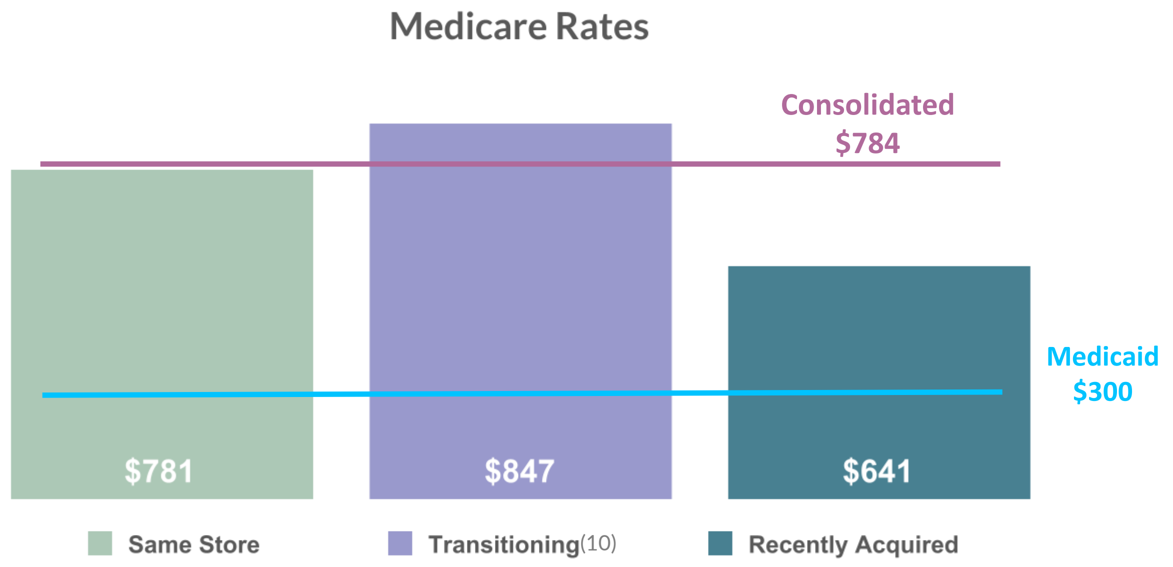


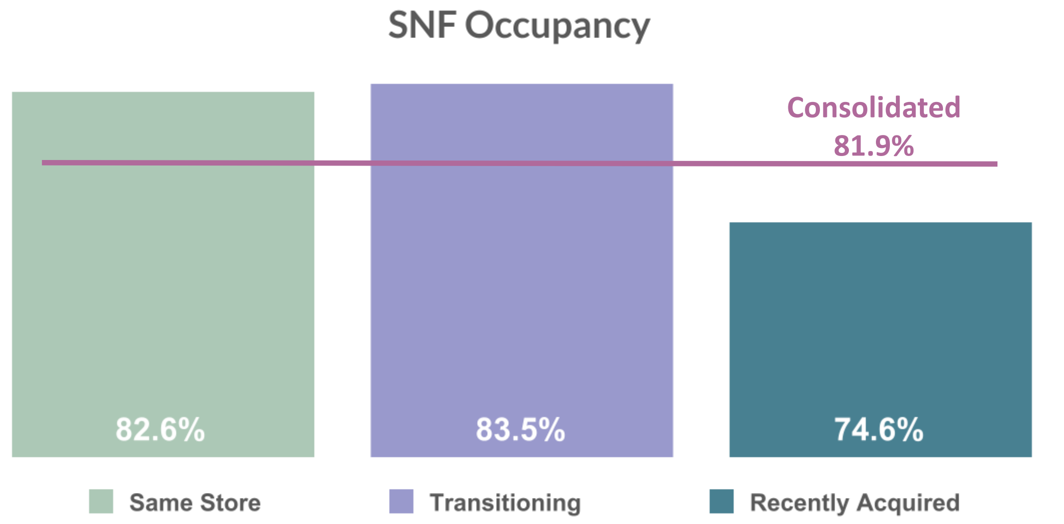



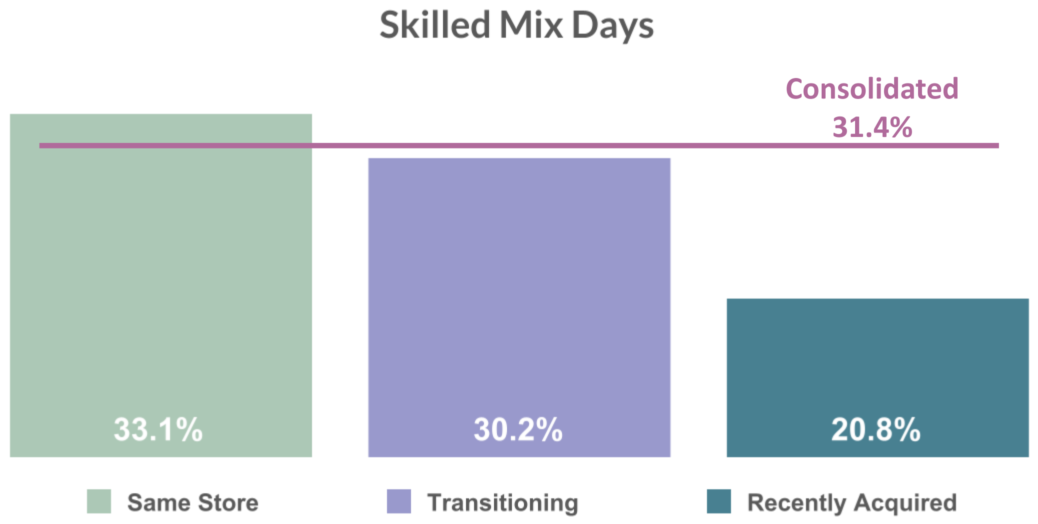

Refer to pages 50 - 51 for end notes. Source: Data as of 5/1/2025.

# Demonstrated Track Record of Significant Operational Improvements of Acquired Assets QTD Q1 2025




Refer to pages 50 - 51 for end notes. Source: Data as of Q1'25.

# Track Record of Successfully Incubating New Ventures

PENNANT GROUP
Completed 2019

CareTrust REIT
Completed in 2014

ImmediateClinic URGENT CARE
Completed in 2016

STANDARD BEARER HEALTHCARE REIT, INC

ENSIGN PENNANT CARE CONTINUUM

covalence group

CAPSTONE TRANSPORTATION

PACIFIC MOBILE diagnostics PMDXRAY.com

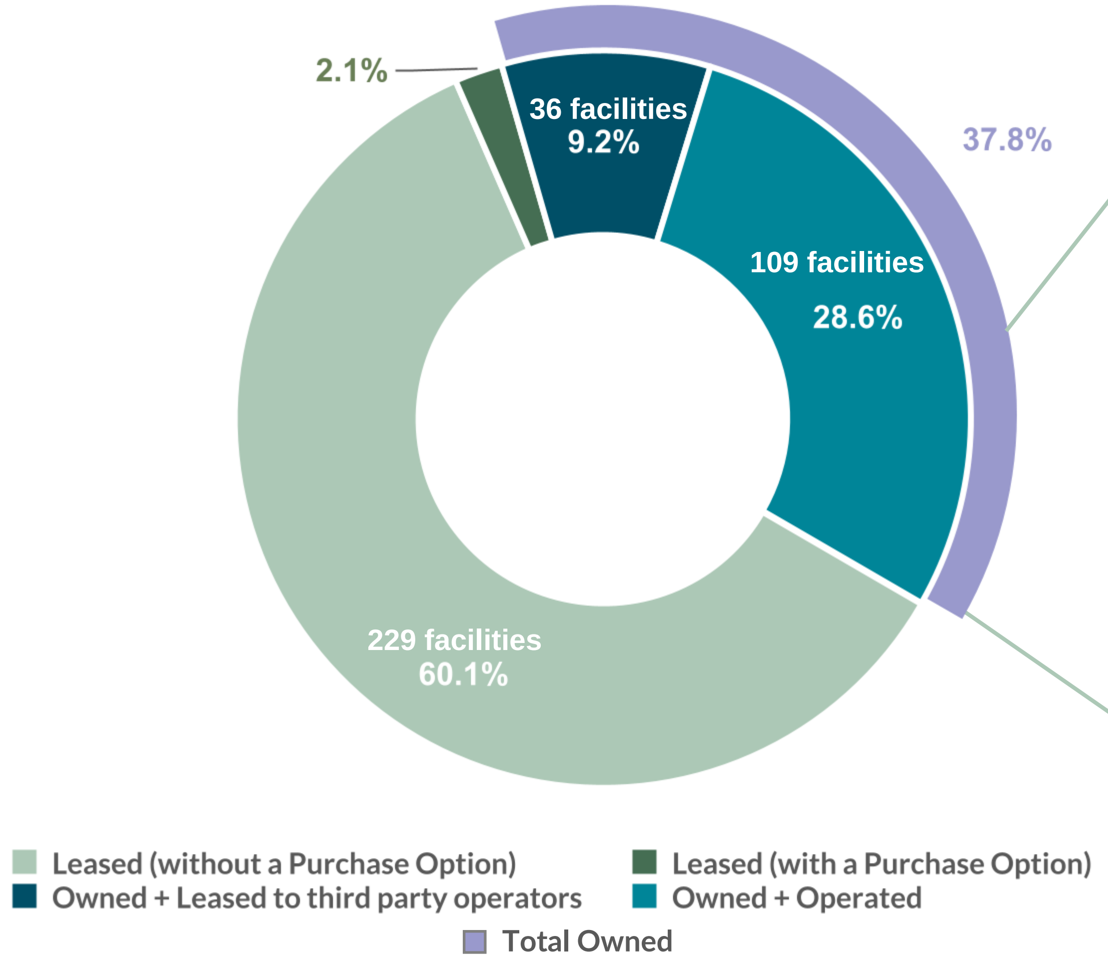
BRIDGE DIALYSIS LIFE SAVING TREATMENT AT HOME

FOUNDERS Rx

Spin Offs | Divestitures | Current

# Significant Real Estate Portfolio As of May 1, 2025

Real Estate Distribution on Ensign operated facilities of 344 and 36 Owned Real Estate Leased to Third Party Operators (11)




Ensign Triple Net Master Leases with Third Party Operators

| | |
|---|---|
| Lease Structure | • Multiple "triple-net" master leases |
| Terms & Termination | • Lease agreements with initial terms from 10 to 20 years, with three 5- year extension options<br>• Consent required for third party operators to sublease, assign, encumber or otherwise transfer or dispose any property |
| Rent Terms | • Fixed base rent with CPI-based escalators |
| Expenses | • Third party operators responsible for maintenance, capital expenditures, property taxes, insurance and other expenses |
| Other | • Customary covenants and events of default |

Refer to pages 50 – 51 for end notes. Source: Data as of 05/01/2025

# Standard Bearer REIT Structure Summary & Key Benefits

ENSIGN GROUP

## Ensign Affiliated Operations

- Skilled Services
- Senior Living Services
- New Ventures

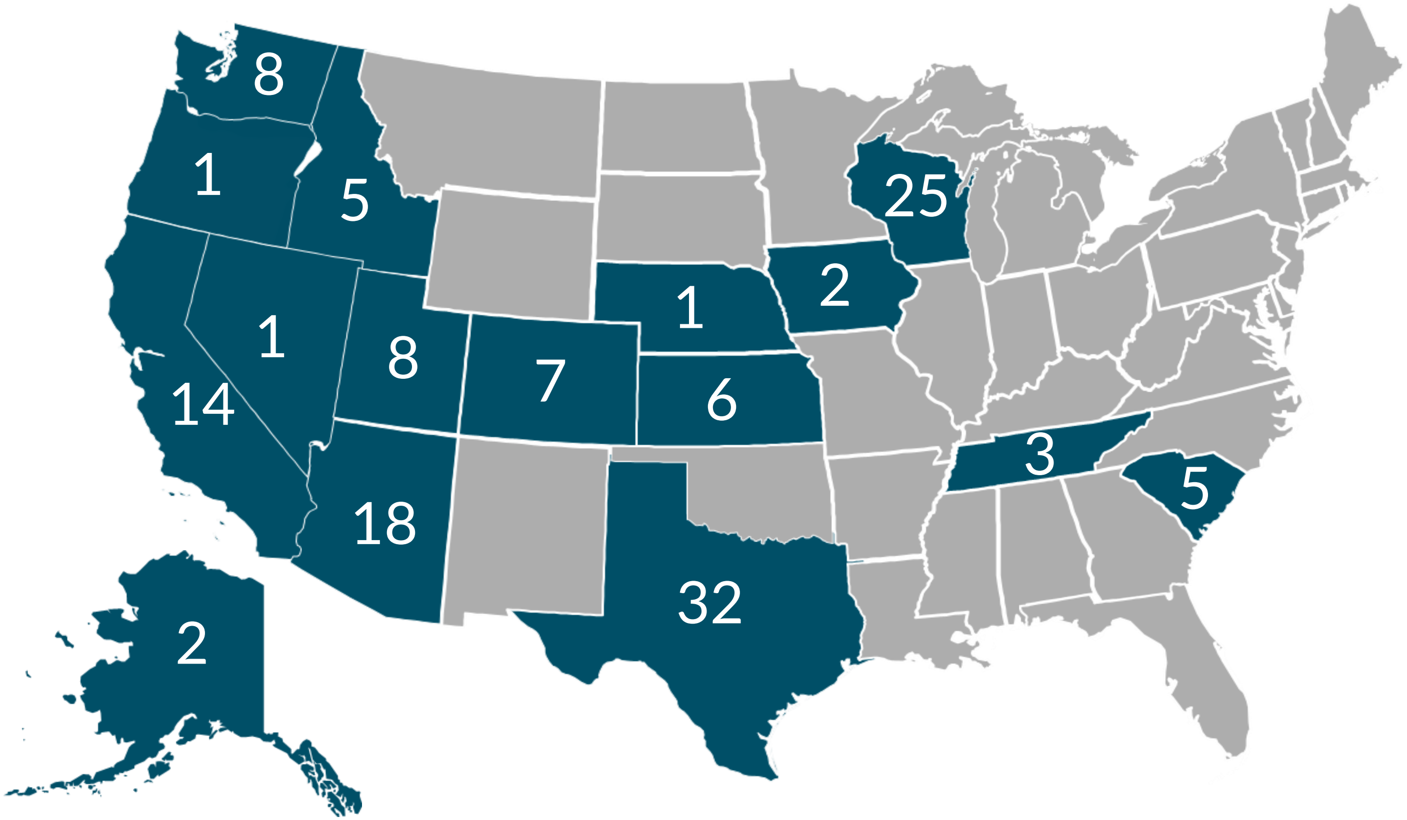
## STANDARD BEARER HEALTHCARE REIT, INC

- Real Estate Ownership
- Real Estate Management & Monitoring
- Investment Evaluation and Execution
- Real Estate Portfolio Performance Reporting

| Key Benefits of Captive REIT Structure | Increased Visibility into Embedded Real Estate Value & Earnings | Expanded Real Estate Acquisition Opportunities | Capital Flexibility to Grow Independent of Operations | Low-Cost Structure: No Capital Gains Trigger | Optionality for Future Spin-Out or Other Transaction |
|---|---|---|---|---|---|

# Standard Bearer at a Glance

## Geographic Footprint




*Note: Figures represent the number of owned properties per state*

## Key Statistics

**138**
Properties

**$1.5B**[12]
Real Estate Fair Value

**16**
States

**14,037**
Operating Beds / Units

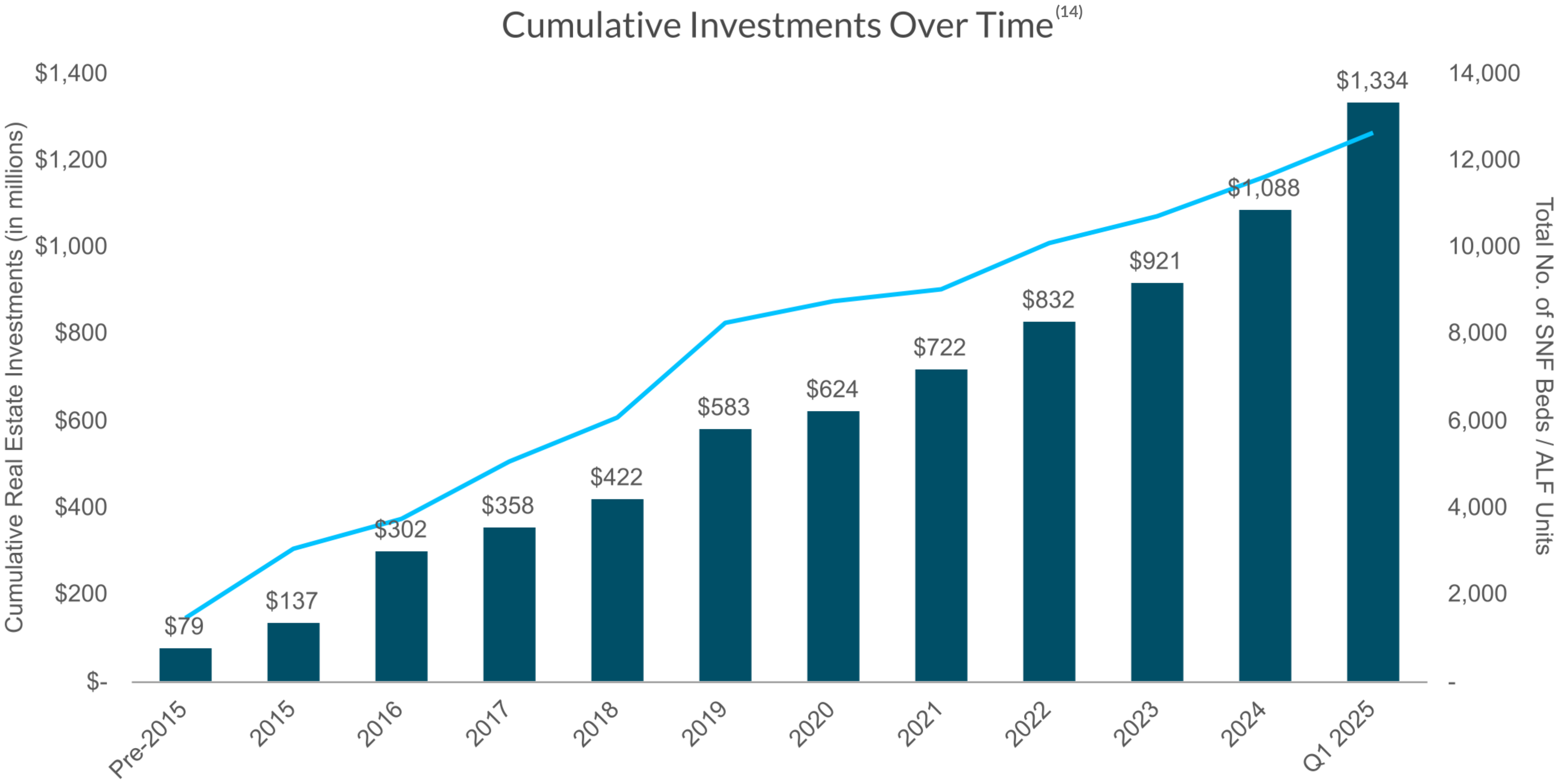
**14.3 Years**
Weighted Avg. Lease Tenor

**83.9%**[13]
Ensign Operated



Refer to pages 50–51 for end notes. Source: Data as of 05/01/2025.

# Standard Bearer Continuation & Expansion of Real Estate Success

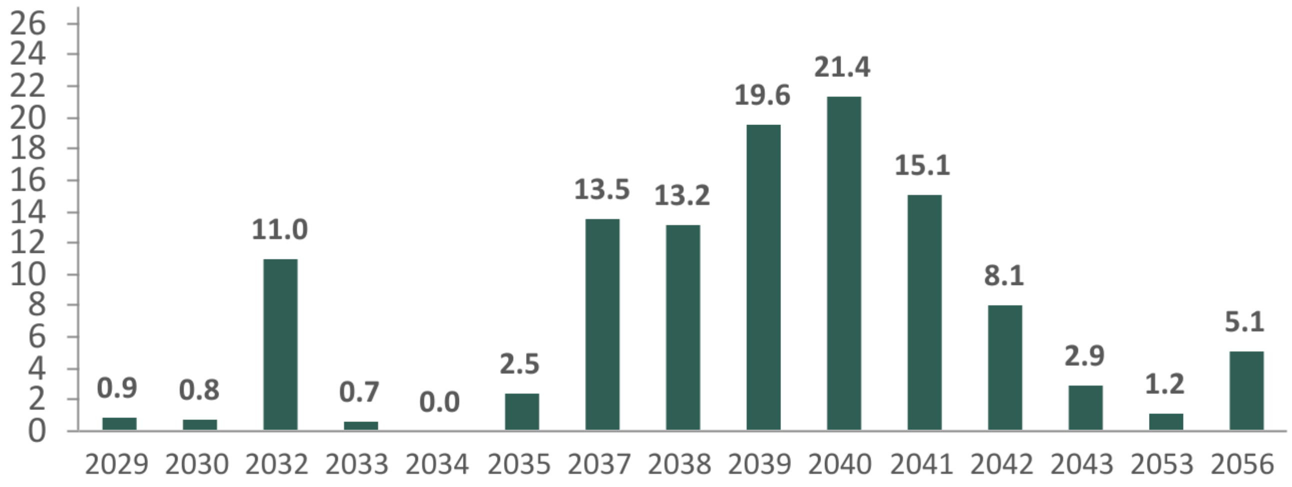


# Standard Bearer Strong Long Term Leases

**14.3 years**[15]
Weighted Average
Lease Tenor

**98%**
of leases expire
after 2031

## Annualized Rent Revenue Expirations by Year



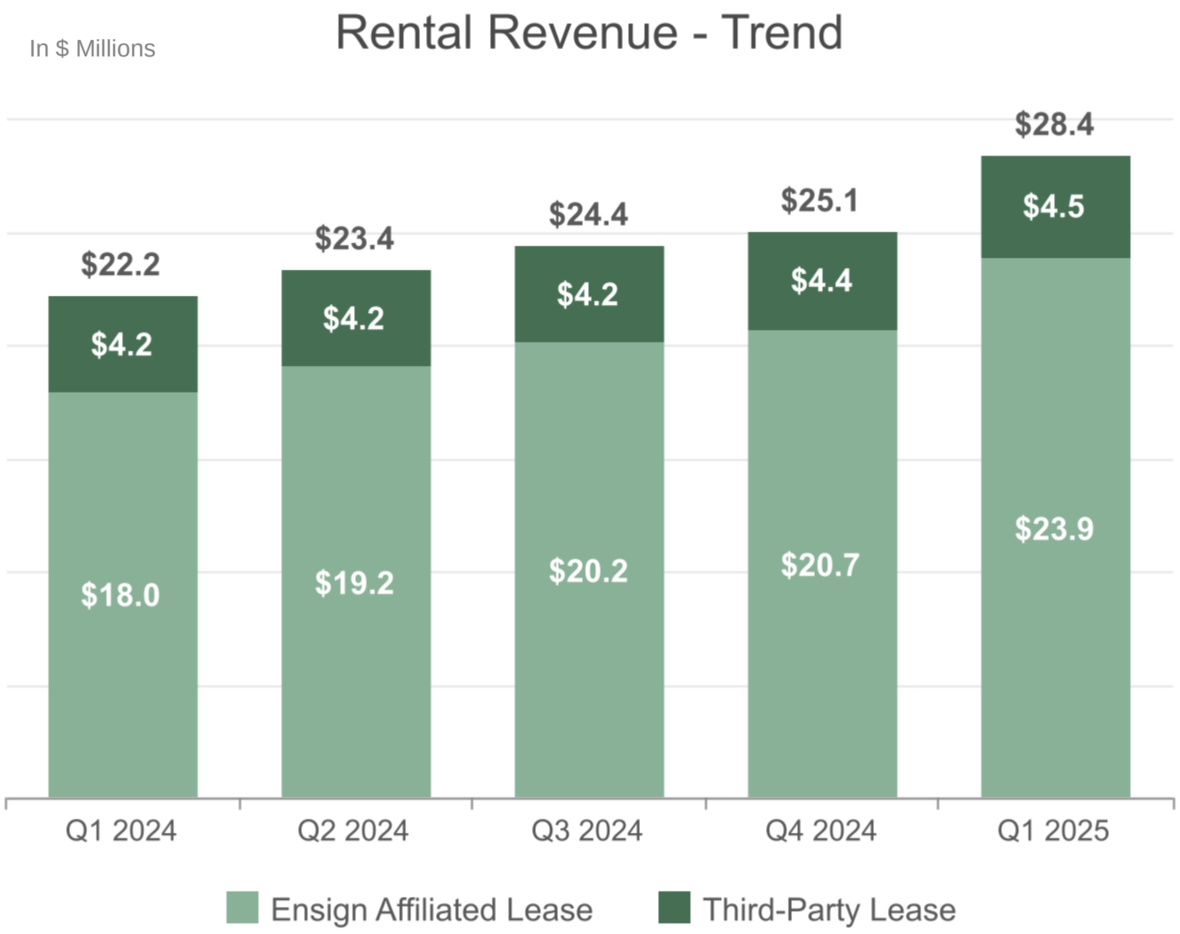

## Tenant Rent Coverage Summary

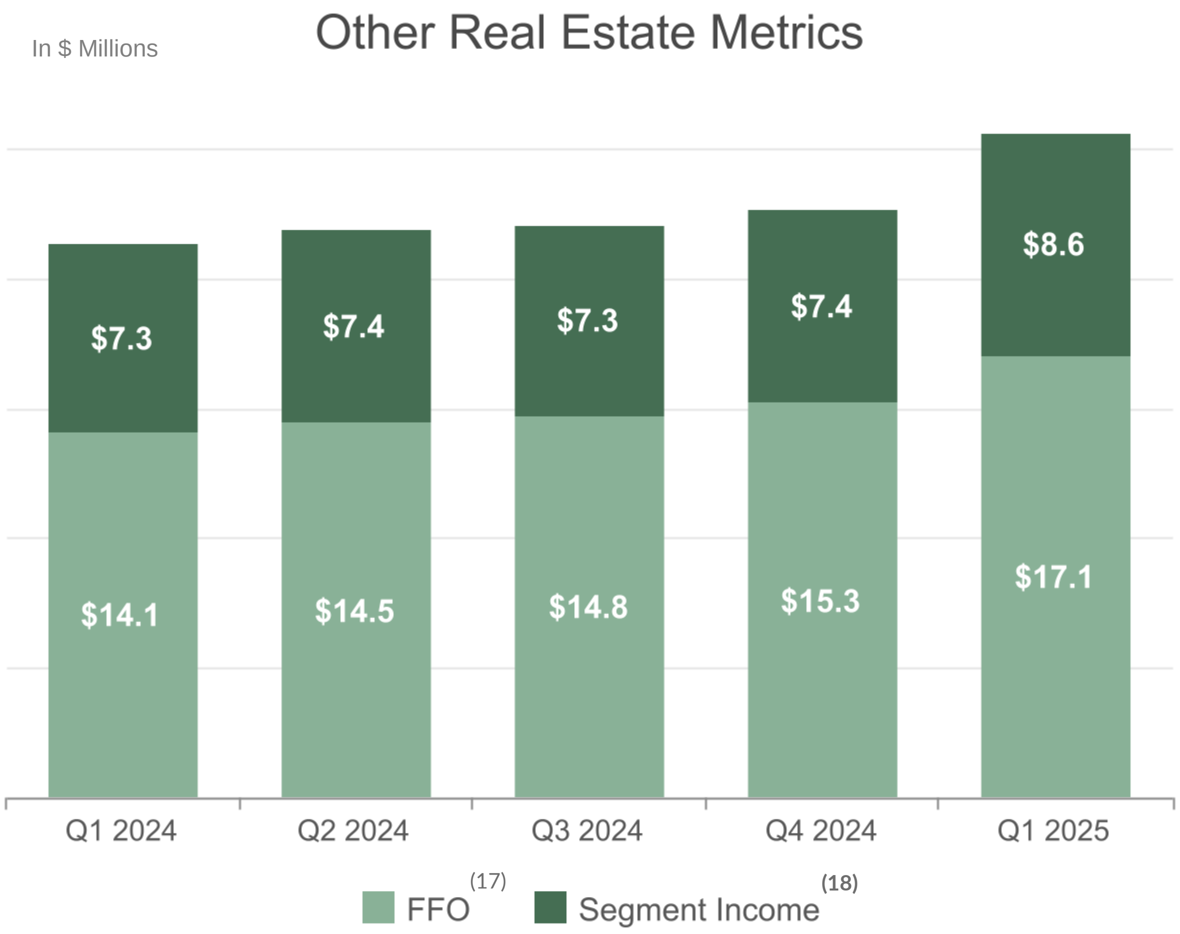
| | Q1 2024 | Q2 2024 | Q3 2024 | Q4 2024 | Q1 2025 |
|---|---|---|---|---|---|
| **Ensign Affiliated**[16] | 2.68 | 2.51 | 2.48 | 2.69 | 2.67 |
| **Third-Party** | 1.63 | 1.59 | 1.75 | 1.79 | 1.87 |
| **Total** | **2.5** | **2.36** | **2.36** | **2.53** | **2.56** |



Refer to pages 50 - 51 for end notes. Source: Tenant Rent Coverage Summary is as of Q1'25. All other data is as of 05/01/2025.

# Standard Bearer Metrics Quarter Over Quarter

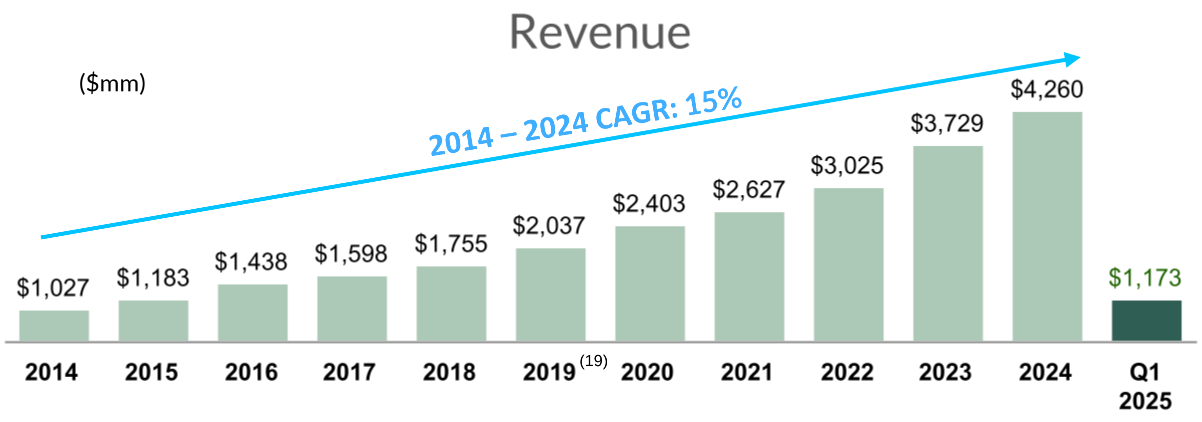


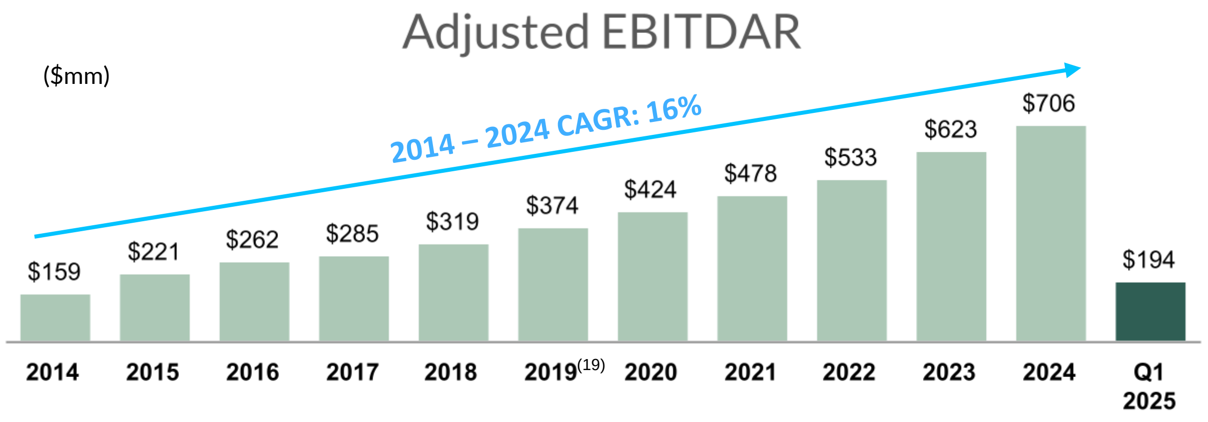



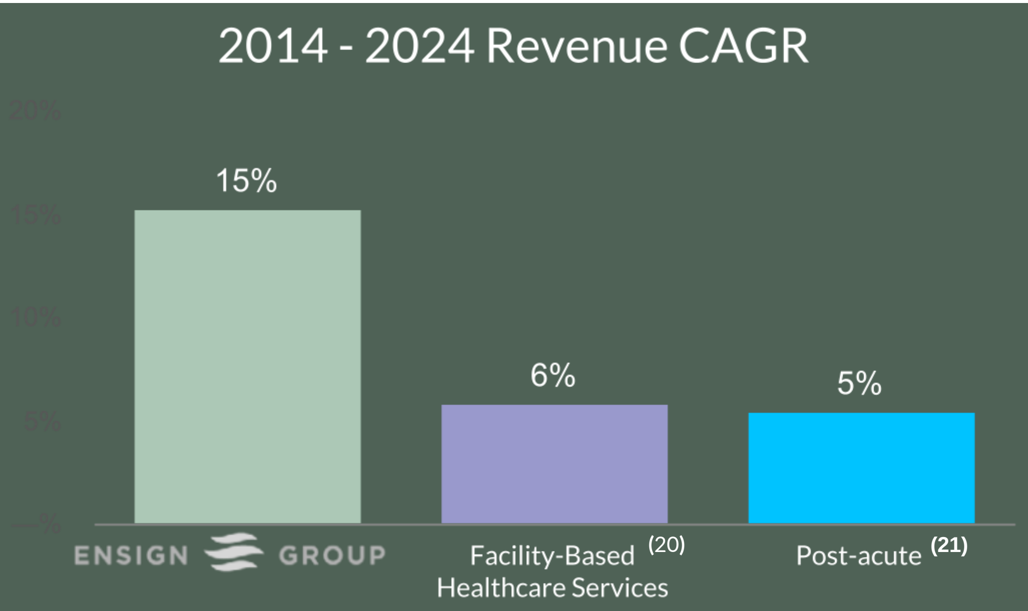

Refer to pages 50–51 for end notes. Source: Data as of Q1 2025.

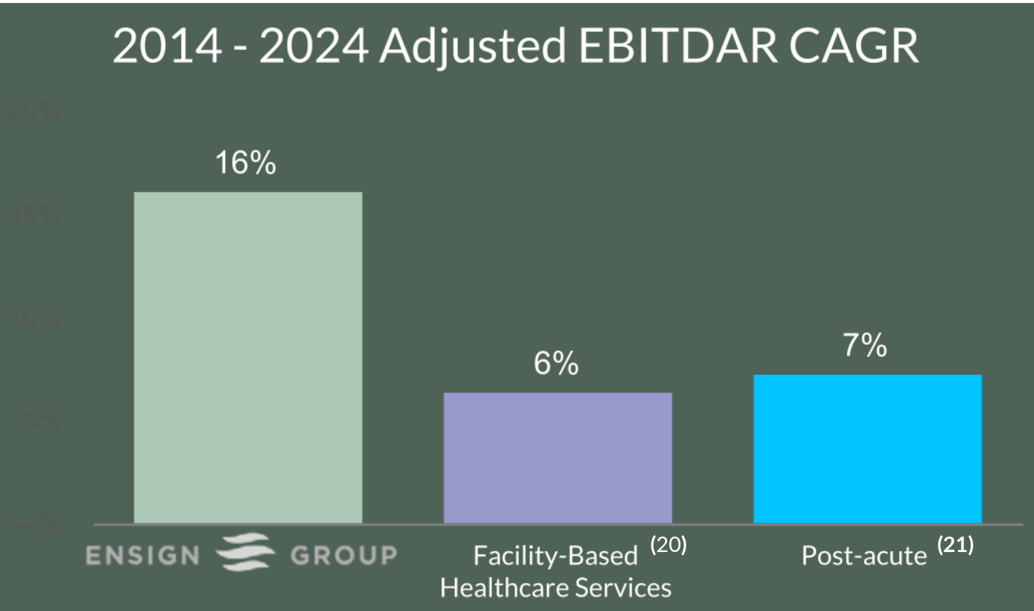
# Ensign Represents The Growth Story

In the Facility-Based Healthcare Services & Post-Acute Sector




Refer to pages 50 - 51 for end notes.

# Liquidity Financials Measure

| Summary of Cash Flows<br>(In millions) | Three Months Ended March 31,<br>2025 | <br>2024 |
|---|---|---|
| Net cash provided by (used in): | | |
| Operating activities | $72.2 | $35.3 |
| Investing activities [35] | (243.8) | (34.7) |
| Financing activities | (10.3) | 1.6 |
| Net (decrease) increase in cash and cash equivalents | (181.9) | 2.2 |
| Cash and cash equivalents beginning of period | 464.6 | 509.6 |
| **Cash and cash equivalents end of period** | **$282.7** | **$511.8** |
| **Other Liquidity Metrics:** | | |
| Availability under Credit Facility | $572.1 | $593.7 |
| Net Debt to Adjusted EBITDAR | **2.13x** | **1.96x** |



Refer to pages 50 - 51 for end notes.

# Quarter Over Quarter Highlights

(in millions)

| | Change | Q1 2025 | Q1 2024 |
|---|---|---|---|
| REVENUE | 16.1% | $1,173.0 | $1,010.2 |
| SAME FACILITY SKILLED NURSING FACILITY REVENUE | 5.6% | $834.8 | $790.8 |
| CONSOLIDATED ADJUSTED NET INCOME | 18.0% | $89.0 | $75.4 |

# Guidance 2025

Annual Revenue
$4.89B to $4.94B

Diluted Adjusted EPS
$6.22 to $6.38

Diluted Adjusted EPS Midpoint is:
↑15% over 2024
↑32% over 2023

# Strong Shareholder Returns Since IPO

| Total Shareholder Return | | | | | |
|---|---|---|---|---|---|
| Company | Since IPO | 1 Yr | 3 Yr | 5 Yr | 10 Yr |
| | 3,629% | 16% | 78% | 270% | 1,340% |


Source: Data as of 05/09/2025.

# Ensign Management Team

### Christopher Christensen

Executive Chairman
25 Years

Former Ensign roles: CEO, President and Director.

Prior to joining Ensign: Acting Chief Operating Officer of Covenant Care, Inc.

### Barry Port

Chief Executive Officer and Director
21 Years

Former Ensign roles: COO, President of Keystone Care and CEO of Bella Vita Health and Rehabilitation Center (Ensign Affiliate).

Prior to joining Ensign: Leader of Strategic Sourcing Initiatives for Sprint Corporation.

### Suzanne Snapper

Chief Financial Officer, EVP and Director
18 Years

Former Ensign roles: Vice President of Finance.

Prior to joining Ensign: Senior Manager at KPMG LLP.

### Chad Keetch

Chief Investment Officer, EVP and Secretary
14 Years

Former Ensign roles: Executive Vice President and Secretary, Vice President of Acquisitions and Business Legal Affairs and Assistant Secretary.

Prior to joining Ensign: Attorney at Kirkland & Ellis LLP.

### Spencer Burton

President, Chief Operating Officer
18 Years

Former Ensign roles: President of Pennant Healthcare, CEO of Pacific Care and Rehabilitation (Ensign-affiliate).

Prior to joining Ensign: Utah State Legislature.

# Appendix

www.ensigngroup.net

# Fundamentals Remain Favorable for Strong Organic Growth

## Key Drivers of Organic Growth

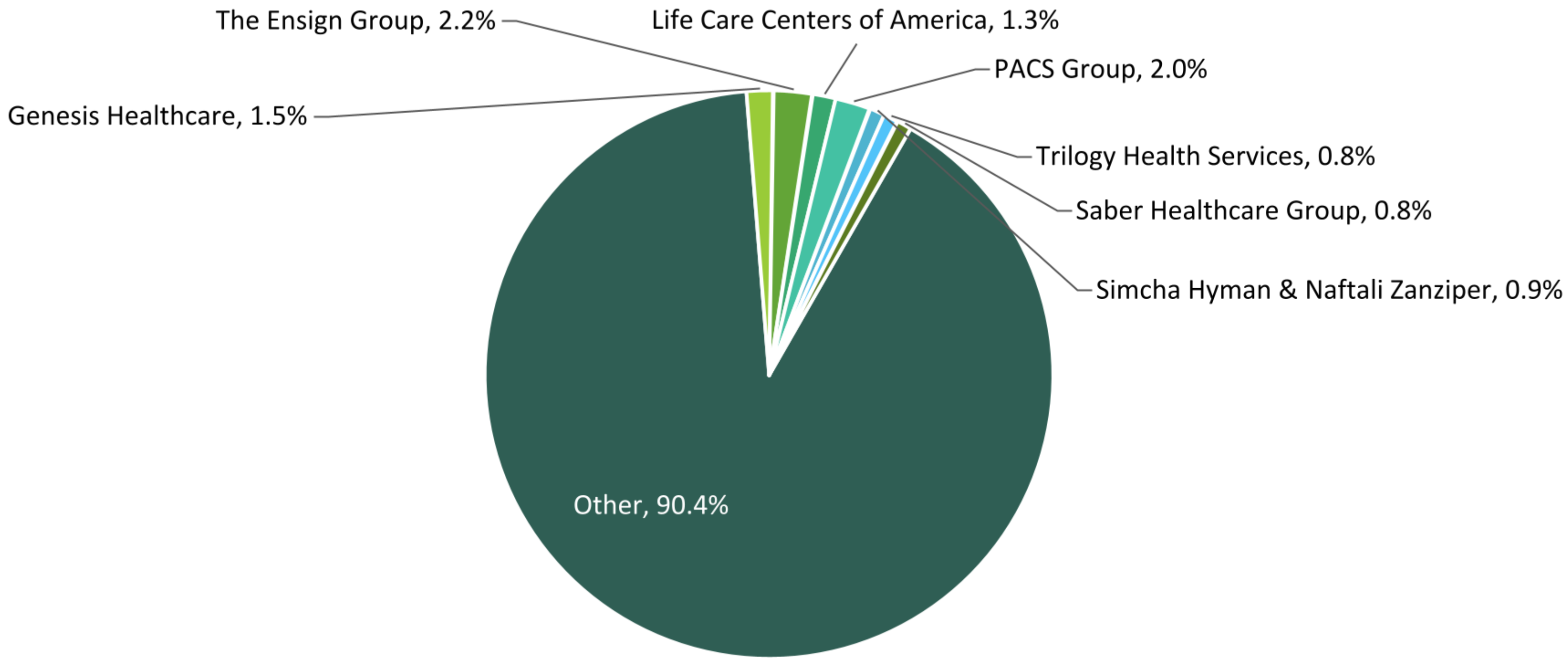
**Shift to Value-based Care**

**Shift to value-based care**, will continue to **benefit low cost, high quality settings (e.g. SNF)**

**Reimbursement Environment**

Over the last 10 years the **CMS reimbursement rates** in the SNF industry have increased at a steady rate of **~ 1.0% - 5.0%**

### Market fragmentation creates significant consolidation opportunity




Favorable Backdrop for Growth in the Skilled Services Industry

Source: Data as of 05/01/2025.

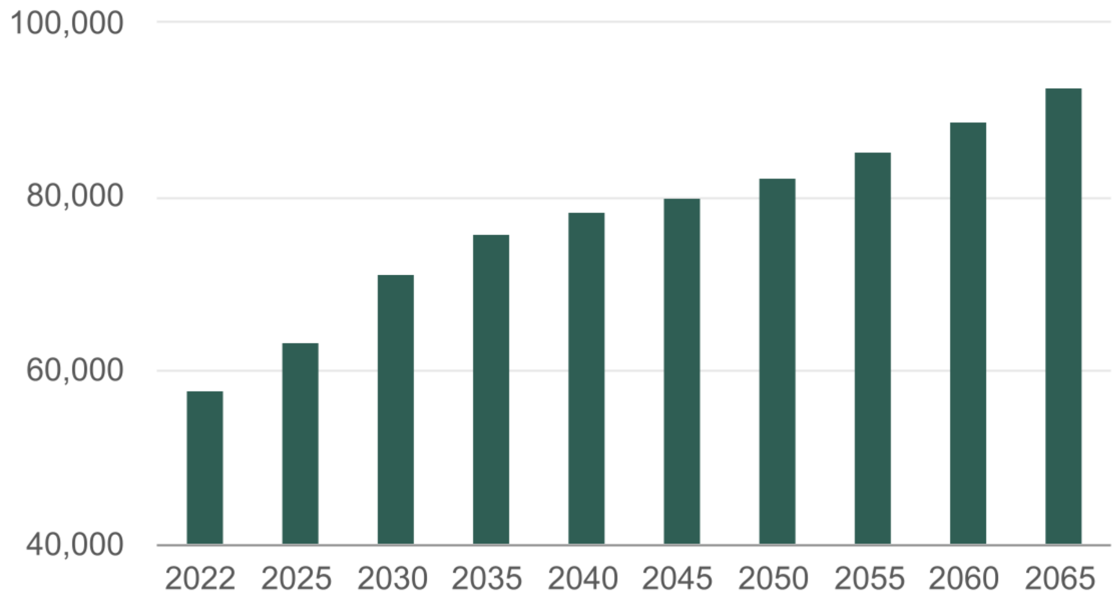
# Fundamentals Remain Favorable for Strong Organic Growth

## Key Drivers of Organic Growth

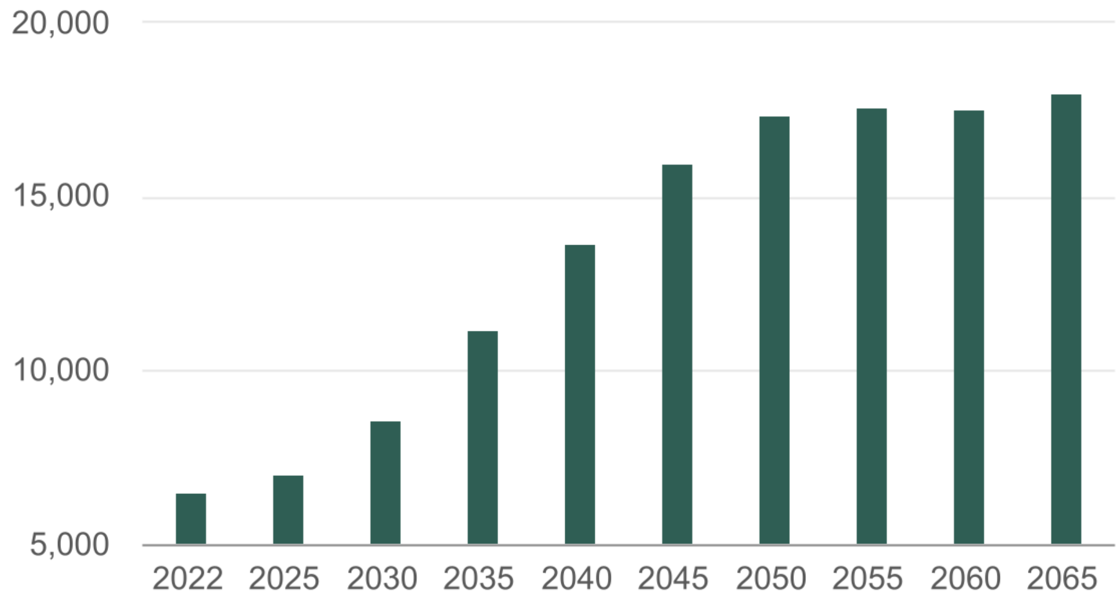
**Aging Population**

Population **over 65** projected to nearly **double by 2060** [22]

### Estimated Population Over 65 [23]




### Estimated Population Over 85 [23]

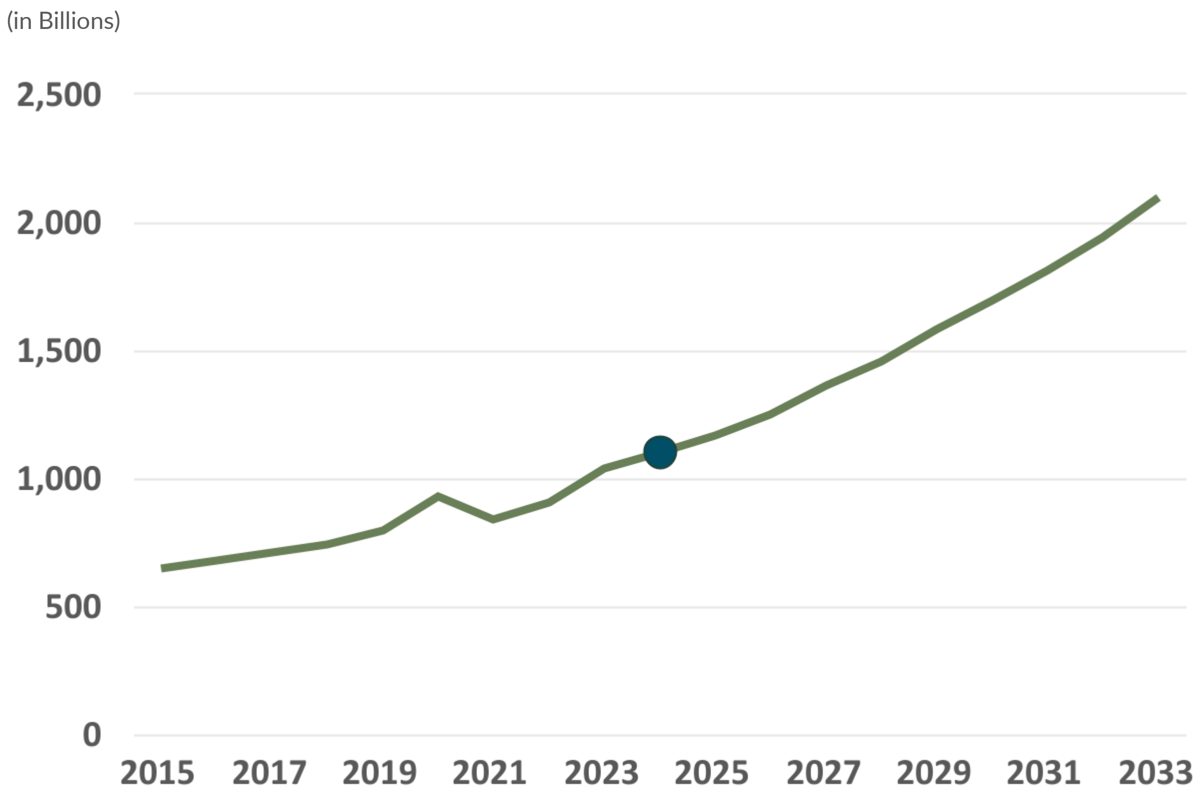



**Favorable Backdrop for Growth in the Skilled Services Industry**

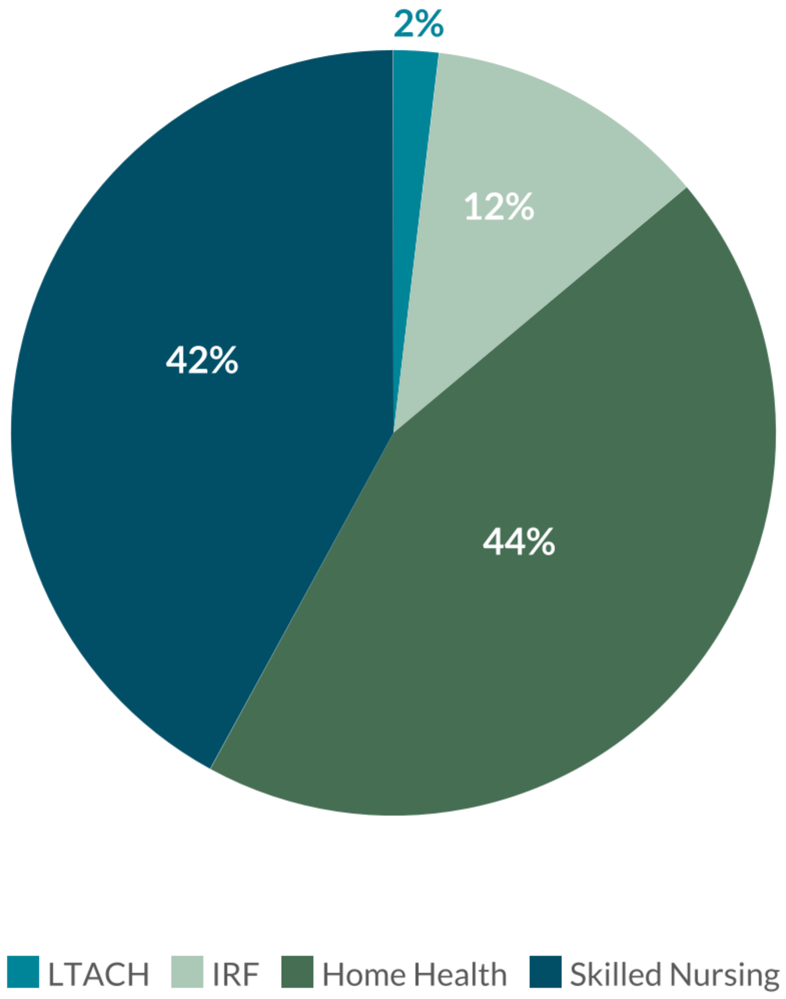
Refer to pages 50 - 51 for end notes.

# One of The Largest Beneficiary Of Medicare Post-Acute Dollars While Medicare Spending Continues to Increase

## Medicare Spending Projection[24]




## Post-Acute Destinations - % of Medicare Dollars[25]







Refer to pages 50 - 51 for end notes.

# Skilled Services Segment

| $ in millions | Three Months Ended March 31, | |
|---|---|---|
| | **2025** | **2024** |
| **Statements of Income Data:** | | |
| Segment income [26] | $143,931 | $126,809 |
| Depreciation and amortization | 13,213 | 10,536 |
| **EBITDA** | **$157,144** | **$137,345** |
| Adjustments to EBITDA: | | |
| Stock-based compensation expense [28] | 6,880 | 5,214 |
| **Adjusted EBITDA** | **$164,024** | **$142,559** |



Refer to pages 50 - 51 for end notes.

# Standard Bearer Segment

| $ in millions | Three Months Ended March 31, 2025 | 2024 |
|---|---|---|
| Rental revenue generated from third-party tenants | $4,497 | $4,195 |
| Rental revenue generated from Ensign's independent subsidiaries | 23,904 | 18,006 |
| **Total rental revenue** | **$28,401** | **$22,201** |
| Segment income (18) | 8,583 | 7,258 |
| Depreciation and amortization | 8,476 | 6,829 |
| **FFO** (17) | **$17,059** | **$14,087** |

# Reconciliation of GAAP to Non-GAAP Income

| $ in millions | Three Months Ended March 31, 2025 | 2024 |
|---|---|---|
| Net income attributable to The Ensign Group, Inc. | **$80,277** | **$68,835** |
| Non-GAAP adjustments | | |
| Stock-based compensation expense [28] | 10,724 | 8,238 |
| Litigation [27] | — | 764 |
| Cost of services – impairment of long-lived assets | — | 1,849 |
| Cost of services - acquisition related costs[29] | 481 | 114 |
| General and administrative – costs incurred related to system implementations | 334 | 76 |
| Depreciation and amortization – patient base [30] | 611 | 39 |
| Provision for income taxes on Non-GAAP adjustments [31] | (3,455) | (4,531) |
| Non-GAAP net income | **$88,972** | **$75,384** |
| Average number of diluted shares outstanding | 58,500 | 57,921 |
| Diluted Earnings Per Share | **$1.37** | **$1.19** |
| Adjusted Diluted Earnings Per Share | **$1.52** | **$1.30** |

Refer to pages 50 - 51 for end notes.

# Reconciliation of GAAP to Non-GAAP Financial Measures

| $ in millions | Three Months Ended March 31, | |
|---|---|---|
| | 2025 | 2024 |
| Income before provision for income taxes | $106,580 | $89,598 |
| Non-GAAP adjustments | | |
| Stock-based compensation [28] | 10,724 | 8,238 |
| Litigation [27] | — | 764 |
| Impairment of long-lived assets | — | 1,849 |
| Acquisition related costs [29] | 481 | 114 |
| Costs incurred related to system implementations | 334 | 76 |
| Depreciation and amortization – patient base [30] | 611 | 39 |
| Adjusted EBT | **$118,730** | **$100,678** |



Refer to pages 50 - 51 for end notes.

# Reconciliation of GAAP to Non-GAAP Financial Measures

| $ in millions | Three Months Ended March 31, | |
|---|---|---|
| | 2025 | 2024 |
| Net income | $80,353 | $68,960 |
| Less: net income attributable to noncontrolling interests | 76 | 125 |
| Interest income | 6,883 | 6,460 |
| Add: Provision for income taxes | 26,227 | 20,638 |
| Depreciation and amortization | 24,188 | 19,657 |
| Interest expense | 2,037 | 1,964 |
| **EBITDA** (34) | **$125,846** | **$104,634** |
| **Adjustments to EBITDA:** | | |
| Stock-based compensation expense (28) | 10,724 | 8,238 |
| Litigation (27) | — | 764 |
| Impairment of long-lived assets | — | 1,849 |
| Acquisition related costs (29) | 481 | 114 |
| Costs incurred related to system implementations | 334 | 76 |
| **Adjusted EBITDA** | **$137,385** | **$115,675** |
| Rent—cost of services | 57,076 | 51,876 |
| **Adjusted EBITDAR** | **$194,461** | |



Refer to pages 50 - 51 for end notes.

# Reconciliation From Segment Income to Income Before Provisions For Income Taxes QTD Q1 2025

| $ in millions | Skilled Services | Standard Bearer | All Other | Eliminations | Consolidated |
|---|---|---|---|---|---|
| Total Revenue | $1,123,554 | $28,401 | $52,426 | $(31,340) | $1,173,041 |
| Cost of services | 891,855 | 598 | 39,792 | (4,396) | 927,849 |
| Internal rent expense [33] | 21,457 | — | 3,283 | (24,740) | — |
| External rent expense | 53,098 | 258 | 3,720 | — | 57,076 |
| Depreciation and amortization | 13,213 | 8,476 | 2,499 | — | 24,188 |
| General and administrative expenses [33] | — | 1,750 | 63,009 | (2,204) | 62,555 |
| Other expense (income), net [32] | — | 8,736 | (13,943) | — | (5,207) |
| Total expenses | **$979,623** | **$19,818** | **$98,360** | **$(31,340)** | **$1,066,461** |
| **Income before provision for income tax** | **$143,931** | **$8,583** | **$(45,934)** | | **$106,580** |



Refer to pages 50 - 51 for end notes.

# Reconciliation From Segment Income to GAAP EBITDA and Non-GAAP EBITDA QTD Q1 2025

| $ in millions | Skilled Services | Standard Bearer | All Other | Eliminations | Consolidated |
|---|---|---|---|---|---|
| Segment income (loss) | $143,931 | $8,583 | $(45,934) | — | $106,580 |
| Interest expense (income) | — | 8,736 | (13,582) | — | (4,846) |
| Depreciation and amortization | 13,213 | 8,476 | 2,499 | — | 24,188 |
| Less: net income attributable to non-controlling interests | — | — | 76 | — | 76 |
| **Segment GAAP EBITDA** | **$157,144** | **$25,795** | **$(57,093)** | **—** | **$125,846** |
| | | | | | |
| **Non-GAAP Adjustments** | | | | | |
| Stock based compensation [28] | 6,880 | 26 | 3,818 | — | 10,724 |
| Acquisition related costs [29] | — | — | 481 | — | 481 |
| Cost incurred related to system implementation | — | — | 334 | — | 334 |
| **Segment Non-GAAP EBITDA** | **$164,024** | **$25,821** | **$(52,460)** | **—** | **$137,385** |

Refer to pages 50 - 51 for end notes.

# Reconciliation of Deferred Compensation Plan (DCP)

## Impact 5 Quarter Trend

| $ in millions | Q1 2025 | Q4 2024 | Q3 2024 | Q2 2024 | Q1 2024 |
|---|---|---|---|---|---|
| **Non-GAAP Revenue** | **1,173,041** | **1,132,252** | **1,081,776** | **1,036,285** | **1,010,172** |
| Non-GAAP cost of services | 920,209 | 890,214 | 853,260 | 815,911 | 791,899 |
| Less: DCP gain (loss) related to cost of services | (117) | (426) | 1,647 | 314 | 1,244 |
| **Non-GAAP cost of services without DCP** | **920,326** | **890,640** | **851,613** | **815,597** | **790,655** |
| Non-GAAP cost of services as a percentage of revenue | 78.5 % | 78.7 % | 78.9 % | 78.7 % | 78.4 % |
| **Non-GAAP cost of services as a percentage of revenue without DCP** | **78.5 %** | **78.7 %** | **78.7 %** | **78.7 %** | **78.3 %** |
| | | | | | |
| Non-GAAP general and administrative expense with DCP | 58,656 | 51,914 | 53,470 | 50,770 | 53,481 |
| Less: DCP gain (loss) related to general and administrative expense | (117) | (426) | 1,647 | 314 | 1,244 |
| **Non-GAAP general and administrative expense without DCP** | **58,773** | **52,340** | **51,823** | **50,456** | **52,237** |
| Non-GAAP general and administrative expense as a percentage of revenue | 5.0 % | 4.6 % | 4.9 % | 4.9 % | 5.3 % |
| **Non-GAAP general and administrative expense as a percentage of revenue without DCP** | **5.0 %** | **4.6 %** | **4.7 %** | **4.9 %** | **5.2 %** |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| Alta Mesa Health and Rehabilitation and The Groves Assisted and Independent Senior Living Community | AZ | Campus | 176 | Ensign |
| Arrowhead Springs Healthcare | CA | SNF | 99 | Ensign |
| Atchison Senior Village Rehabilitation and Nursing Center | KS | SNF | 45 | Ensign |
| Autumn Embers Senior Living | WI | Senior Living | 16 | Pennant |
| Avamere Rehabiliation at Ridgemont and The Villas at Ridgemont | WA | Campus | 142 | Avamere |
| Bainbridge Island Health and Rehabilitation Center | WA | SNF | 58 | Ensign |
| Beacon Harbor Healthcare & Rehabilitation | TX | SNF | 190 | Ensign |
| Belmont Terrace | WA | SNF | 95 | Ensign |
| Bennett Hills Rehabilitation and Care Center | ID | SNF | 60 | Ensign |
| Blue Jay Senior Living | WI | Senior Living | 60 | Pennant |
| Brenwood Park Assisted Living | WI | Senior Living | 46 | Pennant |
| Broadway Villa Post Acute | CA | SNF | 143 | Ensign |
| Brookside Healthcare Center | CA | SNF | 97 | Ensign |
| California Mission Inn | CA | Senior Living | 151 | Pennant |
| Casas Adobes Post Acute Rehabilitation Center | AZ | SNF | 224 | Ensign |
| Cedar Health and Rehabilitation | UT | SNF | 120 | Ensign |
| Cedar Hills Senior Living | TX | Senior Living | 37 | Pennant |
| Champions Healthcare at Willowbrook | TX | Campus | 192 | Ensign |
| Citrus Heights Respiratory and Rehabilitation | AZ | SNF | 204 | Ensign |
| Compass Post Acute Rehabilitation | SC | SNF | 95 | Ensign |
| Cottonwood Manor Assisted Living | WI | Senior Living | 31 | Pennant |
| Cranberry Court Assisted Living | WI | Senior Living | 40 | Pennant |
| Creekside Transitional Care and Rehabilitation | ID | SNF | 139 | Ensign |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| Crestwood Health & Rehabilitation Center | TX | Campus | 148 | Ensign |
| Decatur County Healthcare | TN | SNF | 115 | Ensign |
| Deer Creek Senior Living | TX | Senior Living | 37 | Pennant |
| Desert Blossom Health and Rehabilitation Center | AZ | SNF | 98 | Ensign |
| East View Healthcare | TX | SNF | 125 | Ensign |
| Fountain Hills Post Acute | AZ | SNF | 64 | Ensign |
| Golden Palms Rehabilitation and Retirement | TX | Campus | 198 | Ensign |
| Greater Southside Health and Rehabilitation | IA | SNF | 80 | Ensign |
| Greentree Health and Rehabilitation Center | WI | SNF | 50 | Ensign |
| Harbor View Assisted Living | WI | Senior Living | 39 | Pennant |
| Harrison Pointe Healthcare and Rehabilitation | UT | SNF | 63 | Ensign |
| Heritage Park Healthcare and Rehabilitation | UT | SNF | 122 | Ensign |
| Hillside Village of De Soto Rehabilitation and Nursing Center | KS | Campus | 87 | Ensign |
| Holly Heights Care and Rehabilitation | CO | SNF | 133 | Ensign |
| Horizon House | AK | Senior Living | 82 | Ensign |
| Horizon Post Acute and Rehabilitation Center | AZ | SNF | 179 | Ensign |
| Hunters Pond Rehabilitation and Healthcare | TX | SNF | 128 | Ensign |
| Keller Oaks Healthcare Center | TX | SNF | 146 | Ensign |
| Kenosha Senior Living | WI | Senior Living | 37 | Pennant |
| Kirkwood Manor | TX | SNF | 162 | Ensign |
| Lake Pointe Villa Assisted Living | WI | Senior Living | 19 | Pennant |
| Legend Healthcare and Rehabilitation - Paris | TX | SNF | 120 | Ensign |
| Lila Doyle Post Acute | SC | SNF | 120 | Ensign |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| Lo-Har Senior Living | CA | Senior Living | 29 | Pennant |
| Lotus Gardens Senior Living | WI | Senior Living | 44 | Pennant |
| Madison Pointe Senior Living | WI | Senior Living | 39 | Pennant |
| Magnolia Post Acute Care | CA | SNF | 99 | Ensign |
| Maple Meadows Assisted Living | WI | Senior Living | 19 | Pennant |
| Marianwood Health and Rehabilitation | WA | SNF | 117 | Ensign |
| McCall Rehabilitation and Care Center | ID | SNF | 40 | Ensign |
| McFarland Villa Assisted Living | WI | Senior Living | 35 | Pennant |
| Meadow View Assisted Living | WI | Senior Living | 24 | Pennant |
| Meadow View Nursing and Rehabilitation | ID | SNF | 112 | Ensign |
| Meadowcreek Senior Living | TX | Senior Living | 37 | Pennant |
| Medallion Post Acute Rehabilitation | CO | SNF | 60 | Ensign |
| Medallion Villas | CO | Senior Living | 100 | Ensign |
| Mesa Springs Healthcare Center | TX | Campus | 138 | Joint (Ensign/Pennant) |
| Mesquite Post Acute Care | TX | SNF | 120 | Ensign |
| Millennium Post Acute Rehabilitation | SC | SNF | 132 | Ensign |
| Mission Care Center | CA | SNF | 58 | Ensign |
| Mission Palms Post Acute | AZ | SNF | 160 | Ensign |
| Mother Joseph Care Center | WA | SNF | 152 | Hill Valley |
| Mountain Terrace Senior Living | WI | Senior Living | 71 | Pennant |
| Mt. Angel Health and Rehabilitation | OR | Campus | 148 | Ensign |
| Mt. Ogden Health and Rehabilitation Center | UT | SNF | 108 | Ensign |
| North Point Senior Living | WI | Senior Living | 19 | Pennant |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| Olive Ridge Senior Living | AZ | Senior Living | 73 | Ensign |
| Olympia Transitional Care and Rehabilitation | WA | SNF | 113 | Ensign |
| Opus Post Acute Rehabilitation | SC | SNF | 98 | Ensign |
| Pacific Haven Subacute and Healthcare Center | CA | SNF | 99 | Ensign |
| Panorama Gardens Nursing and Rehabilitation Center | CA | SNF | 145 | Ensign |
| Paris Chalet Senior Living | TX | Senior Living | 37 | Pennant |
| Park Manor of McKinney | TX | SNF | 138 | Ensign |
| Parklane West Healthcare Center | TX | SNF | 124 | Ensign |
| Parkside Senior Living | WI | Senior Living | 20 | Pennant |
| Pecan Valley Rehabilitation and Healthcare | TX | SNF | 124 | Ensign |
| Peoria Post Acute and Rehabilitation | AZ | SNF | 179 | Ensign |
| Phoenix Mountain Post Acute | AZ | SNF | 130 | Ensign |
| Pleasant Manor Healthcare & Rehabilitation Center | TX | SNF | 126 | Ensign |
| Pleasant Point Senior Living | WI | Senior Living | 74 | Pennant |
| Polaris Extended Care and Polaris Transitional Care | AK | SNF | 146 | Ensign |
| Premier Care Center of Palm Springs | CA | SNF | 99 | Ensign |
| Pueblo Springs Rehabilitation Center | AZ | SNF | 115 | Ensign |
| Puget Sound Transitional Care | WA | SNF | 125 | Ensign |
| Rehabilitation and Nursing Center of the Rockies | CO | SNF | 98 | Ensign |
| Rio Vista Post Acute and Rehabilitiation | AZ | SNF | 150 | Ensign |
| River Park Post Acute and Elmwood Senior Living | AZ | Campus | 230 | Ensign |
| Riverbend Post Acute Rehabilitation | KS | Campus | 141 | Ensign |
| Riverview Village Senior Living | WI | Senior Living | 44 | Pennant |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| Riverwalk Post Acute and Rehabilitation | CO | SNF | 60 | Ensign |
| Rock Canyon Respiratory & Rehabilitation Center | CO | SNF | 81 | Ensign |
| Rock Creek of Ottawa | KS | Campus | 146 | Ensign |
| Rock Hill Post Acute Care Center | SC | SNF | 99 | Ensign |
| Rockbrook Assisted Living and Memory Care | TX | Senior Living | 52 | Pennant |
| Rowlett Health & Rehabilitation Center | TX | SNF | 150 | Ensign |
| Savannah Nursing and Rehabilitation | TN | SNF | 117 | Ensign |
| Scandinavian Court Assisted Living | WI | Senior Living | 19 | Pennant |
| Sea Cliff Healthcare Center and Assisted Living | CA | Campus | 224 | Ensign |
| Sherwood Village Assisted Living and Memory Care | AZ | Senior Living | 151 | Pennant |
| Somerset Subacute and Care | CA | SNF | 47 | Ensign |
| South Davis Specialty Care | UT | SNF | 95 | Ensign |
| South Hill Rehabilitation and Care Center | WA | SNF | 113 | Ensign |
| Spencer Post Acute Rehabilitation Center | IA | SNF | 82 | Ensign |
| Springdale Village Post Acute | AZ | SNF | 122 | Ensign |
| St. George Rehabilitation | UT | SNF | 99 | Ensign |
| St. Joseph Rehabilitation and Care Center and Skyview Villa Assisted Living | NE | Campus | 99 | Ensign |
| Stoughton Meadows Senior Living | WI | Senior Living | 39 | Pennant |
| Surprise Health and Rehabilitation Center | AZ | SNF | 110 | Ensign |
| Tempe Post Acute and Desert Marigold Senior Living of Tempe | AZ | Campus | 204 | Ensign |
| Temple View Transitional Care Center | ID | SNF | 119 | Ensign |
| The Eden of Las Colinas | TX | SNF | 118 | Ensign |
| The Healthcare Center at Patriot Heights | TX | Campus | 232 | Ensign |

# Property Locations

| Property Name | State | Property Type | # of Operating Beds / Units | Tenant |
|---|---|---|---|---|
| The Healthcare Resort of Leawood | KS | Campus | 94 | Ensign |
| The Healthcare Resort of Topeka | KS | Campus | 94 | Ensign |
| The Medical Lodge of Amarillo | TX | SNF | 82 | Ensign |
| The Mildred & Shirley L. Garrison Geriatric Education and Care Center | TX | SNF | 116 | Ensign |
| The Orchard Post Acute Care | CA | SNF | 162 | Ensign |
| The Pines Post Acute and Memory Care | WI | SNF | 50 | Ensign |
| The Shores of Sheboygan Assisted Living | WI | Senior Living | 66 | Pennant |
| The Springs at Pacific Regent | CA | SNF | 59 | Ensign |
| The Terrace at Mt. Ogden | UT | SNF | 114 | Ensign |
| The Villages of Dallas | TX | Campus | 304 | Ensign |
| The Villas at Rock Canyon | CO | Senior Living | 20 | Ensign |
| The Waterton Healthcare and Rehab | TX | SNF | 74 | Ensign |
| Treasure Hills Healthcare and Rehabilitation Center | TX | SNF | 110 | Ensign |
| Villa Court Assisted Living and Memory Care | NV | Senior Living | 74 | Pennant |
| Villa Maria Post Acute and Rehabilitation | AZ | Campus | 88 | Ensign |
| Village Healthcare and Rehabilitation | TX | SNF | 112 | Ensign |
| Wellsprings of Gilbert | AZ | SNF | 32 | Ensign |
| Western Peaks Specialty Hospital | UT | SNF | 43 | Ensign |
| Westover Hills Rehabilitation and Healthcare | TX | SNF | 124 | Ensign |
| Westwood Nursing and Rehabilitation | TN | SNF | 68 | Ensign |
| Willow Brooke Point Senior Living | WI | Senior Living | 82 | Pennant |
| Windsor Rehabilitation and Healthcare | TX | SNF | 108 | Ensign |

# End Notes

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# End Notes

1 — Occupancy and Skilled Mix metrics represent same store metrics for Q1'25. Reflects midpoints of 2025 guidance ranges of $4.89B to $4.94B for annual revenue and $6.22 to $6.38 for diluted adjusted EPS. [Slide 5]

2 — Adjusted EBITDAR consists of net income before (a) interest income, (b) provision for income taxes, (c) depreciation and amortization, (d) interest expense, (e) rent-cost of services, (f) stock-based compensation expense, (g) acquisition related costs, (h) costs incurred related to system implementations, (i) litigation arising outside of the ordinary course of business and (j) impairment of long-lived assets. 2019 Adjusted EBITDAR includes 9 months of Pennant financial results. [Slide 14]

3 — Over the last few years, CMS has made significant changes to the star rating requirements that makes obtaining a 4 or 5-Star rating more difficult, which impacted our overall star rating. Our mean score on the Five-Star Quality Rating System is 60.2% compared to the comparative states average of 57.6%. Based on the latest quality inspections published in March 2025, our average cycle 1 health inspections for all facilities is 77 compared to the comparative states average of 85. A higher cycle 1 inspection score means that more deficiencies are identified. [Slide 14]

4 — Acquisition track record based on an average for all SNF acquisitions from January 1, 2001 to December 31, 2023 measuring 5 quarters of operating performance. [Slide 16]

5 — The average EBITDAR margins and average skilled mix revenue percentages for the 5th quarter, 15th quarter and 45th quarter are 16.5%, 17.5% and 18.6%, respectively; and 46.0%, 46.6%, and 51.7%, respectively, for acquisitions made through December 31, 2023, June 30, 2021 and December 31, 2013. [Slide 16]

6 — At the end of Q1'25, there were 328 skilled nursing facilities in operation. [Slides 17]

7 — Same Store represents all skilled nursing operations purchased prior to January 1, 2022 totaling 235 facilities. [Slides 17]

8 — Transitioning represents all skilled nursing operations purchased from January 1, 2022 to December 31, 2023 totaling 50 facilities. [Slides 17]

9 — Recently Acquired represents all skilled nursing operations purchased on or subsequent to January 1, 2024 totaling 43 facilities. [Slides 17]

10 — Transitioning includes the operations in states which, on average, have a higher reimbursement rate than our average operation. [Slides 17]

11 — Of the 35 owned real estate leased to third party operators, one senior living facility is located on the same real estate property as a skilled nursing facility that we own and operate. [Slide 19]

12 — Reflects the most recent third-party valuation. [Slide 21]

13 — Based on percentage of annualized rent for assets as of May 1, 2025. [Slide 21]

14 — Cumulative investments over time include initial investment and capital expenditures. [Slide 22]

15 — Typically, leases have two or three extension options of five years each. [Slide 23]

16 — In Q3'24, Ensign affiliated tenant coverage ratio includes newly acquired operations that have lower lease coverage ratio. [Slide 23]

17 — Funds from Operations (FFO) for our Standard Bearer segment consists of segment income, excluding depreciation and amortization related to real estate, gains or losses from the sale of real estate, insurance recoveries related to real estate and impairment of long-lived assets. FFO, in accordance with the definition used by the National Association of Real Estate Investment Trusts, means net income attributable to common stockholders, computed in accordance with U.S. GAAP, excluding gains from sales of real estate, insurance recoveries related to real estate and impairment of long-lived assets, while including depreciation and amortization related to real estate earnings. [Slides 24 and 36]

# End Notes

18 – Segment income reflects profit or loss from operations before provision for income taxes, gain or loss from sale of real estate, insurance recoveries from real estate, and impairment of long-lived assets. Included in Standard Bearer segment income for the three months ended March 31, 2025, December 31, 2024, September 30, 2024, June 30, 2024, and March 31, 2024, are management fees of $1.7M, $1.5M, $1.5M, $1.4M, and $1.3M, respectively, and interest expense of $7.0M, $5.5M, $5.5M, $5.0M, and $4.3M, respectively, associated with the intercompany agreements between Standard Bearer and the Company and its independent subsidiaries including the Service Center. [Slides 24 and 36]

19 – Revenue and adjusted EBITDAR does not reflect the impact of the Pennant spin-off on 10/1/2019. As a result, 2019 includes 9 months of Pennant financial data. [Slide 25]

20 – Represents average of peer growth from 2014-2024 annualized, except for peers that were not in existence for the entire time period, in which case the longest time period available was used. Peers grouped by subsector include: Acute Care: HCA, CYH, PACS, THC, and UHS; Behavioral: ACHC; SGRY; Dialysis: FMS and DVA; Home Health and Hospice: AMED, ADUS and CHE; Institutional: BKD and EHC; Rehab: SEM and USPH. [Slide 25]

21 – Represents 2014 – 2024 average of AMED, ADUS, CHE, BKD, EHC and SEM. [Slide 25]

22 – Source: US Census, CDC (NCHS), CMS and Population Reference Bureau. From 58MM in 2022 to 93MM in 2065. [Slide 33]

23 – Source from CMS. [Slide 33]

24 – Source: 2024 Medicare Trustees Report. [Slide 34]

25 – Source: Medpac and US HHS Department as of March 2025. [Slide 34]

26 – Segment income reflects profit or loss from operations before provision for income taxes and impairment charges from operations. General and administrative expenses are not allocated to the skilled services segment for purposes of determining segment profit or loss. [Slide 35]

27 – Litigation relates to specific proceedings arising outside of the ordinary course of business. [Slides 37, 38 and 39]

28 – Represents stock-based compensation expense incurred. [Slides 35, 37, 38, 39 and 41]

29 – Represents costs incurred to acquire operations that are not capitalizable. [Slides 37, 38, 39 and 41]

30 – Represents amortization expenses related to patient base intangible assets at newly acquired skilled nursing and senior living facilities. [Slides 37 and 38]

31 – Represents an adjustment to the provision for income tax to our historical year to date effective tax rate of 25.0%. [Slide 37]

32 – Included in interest expense in Standard Bearer is interest expense incurred from intercompany debt arrangements between Standard Bearer and The Ensign Group, Inc. [Slides 40]

33 – Included in general and administrative expenses is internal rent expense for the Service Center for the three months ended March 31, 2025 of $0.5 million and management fee of $1.7 million. This amount is eliminated in the eliminations column. [Slide 40]

34 – EBITDA in the prior periods have been recast to conform to the current period presentation. [Slide 39]

35 – Investing activities includes $195.0M outflow to fund 2025 acquisitions. [Slide 26]

# THANK YOU

ENSIGN GROUP