



## 4Q13 Supplemental Information



The Hallmark of Chicago | [Chicago, Illinois](#)



*All amounts shown in this report are unaudited and in U.S. dollars unless otherwise noted*



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|                                                   |       |
|---------------------------------------------------|-------|
| <b>Portfolio Overview</b> .....                   | 2     |
| <b>Same-Store Portfolio</b> .....                 | 3     |
| <b>Portfolio Diversification</b> .....            | 4-6   |
| <b>Revenue Rollover</b> .....                     | 7     |
| <b>Triple-Net Leased Portfolio</b>                |       |
| Lease Coverage & Same-Store Results .....         | 8     |
| Coverage & Occupancy Trends .....                 | 9-11  |
| <b>Seniors Housing Operating Portfolio</b>        |       |
| Operating Results & Trends .....                  | 12-13 |
| Geographic Analysis .....                         | 14    |
| <b>Consolidated Medical Office Portfolio</b>      |       |
| Operating Results & Trends .....                  | 15-16 |
| Hospital System Affiliation .....                 | 17    |
| <b>Company Redevelopment</b> .....                | 18    |
| <b>Company Development</b> .....                  | 19    |
| <b>Company Capital Expenditures</b> .....         | 20    |
| <b>Sustainability</b> .....                       | 21    |
| <b>Financial Information</b>                      |       |
| Historical Normalized FFO per Share .....         | 22    |
| FFO Reconciliation Including Non-Cash Items ..... | 23    |
| Capitalization .....                              | 24    |
| Debt Maturity & Composition .....                 | 25-26 |
| Historical Credit Statistics .....                | 27    |
| Debt & Revolver Covenants .....                   | 28-29 |
| Non-GAAP Financial Measures Reconciliation .....  | 30-33 |



# Portfolio Overview

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## Owned Portfolio<sup>1</sup>

| Property Type                 | Properties   | Capacity           | States / Provinces | Ventas Investment | TTM Results <sup>2</sup> |                                  | Annualized Revenue <sup>3</sup> |                 |                 | Annualized NOI <sup>3</sup> |               |                 |
|-------------------------------|--------------|--------------------|--------------------|-------------------|--------------------------|----------------------------------|---------------------------------|-----------------|-----------------|-----------------------------|---------------|-----------------|
|                               |              |                    |                    |                   | Cash Flow Coverage       | Revenue Quality Mix <sup>4</sup> | NNN                             | Operating       | Total           | NNN                         | Operating     | Total           |
| Seniors Housing - Operating   | 239          | 24,646 Units       | 32                 | \$ 6,567          |                          | 100%                             | \$ -                            | \$ 1,464        | \$ 1,464        | \$ -                        | \$ 464        | \$ 464          |
| <i>Triple-Net</i>             |              |                    |                    |                   |                          |                                  |                                 |                 |                 |                             |               |                 |
| Seniors Housing               | 455          | 36,958 Units       | 41                 | \$ 6,541          | 1.3x                     | 95%                              | \$ 457                          | \$ -            | \$ 457          | \$ 457                      | \$ -          | \$ 457          |
| Skilled Nursing               | 363          | 41,717 Beds        | 41                 | 2,925             | 1.7x                     | 52%                              | 343                             | -               | 343             | 343                         | -             | 343             |
| Hospital                      | 47           | 3,820 Beds         | 18                 | 488               | 2.3x                     | 91%                              | 123                             | -               | 123             | 123                         | -             | 123             |
| Unconsolidated Joint Venture  | 34           | 3,894 Beds/Units   | 9                  | 187               | N/A                      | N/A                              | 12                              | -               | 12              | 12                          | -             | 12              |
| Other                         | 8            | 122 Beds           | 1                  | 7                 | 3.0x                     | 100%                             | 1                               | -               | 1               | 1                           | -             | 1               |
| Subtotal - Triple-Net         | 907          | 86,511 Beds/Units  | 46                 | \$ 10,149         | 1.6x                     | 77%                              | \$ 935                          | \$ -            | \$ 935          | \$ 935                      | \$ -          | \$ 935          |
| <i>Medical Office</i>         |              |                    |                    |                   |                          |                                  |                                 |                 |                 |                             |               |                 |
| Medical Office Consolidated   | 309          | 16.7 M Square Feet | 29                 | \$ 3,756          |                          | 100%                             | \$ -                            | \$ 442          | \$ 442          | \$ -                        | \$ 284        | \$ 284          |
| Medical Office Unconsolidated | 18           | 1.4 M Square Feet  | 6                  | 12                |                          | 100%                             | -                               | 2               | 2               | -                           | 1             | 1               |
| Subtotal - Medical Office     | 327          | 18.0 M Square Feet | 29                 | \$ 3,768          |                          | 100%                             | \$ -                            | \$ 444          | \$ 444          | \$ -                        | \$ 285        | \$ 285          |
| <b>Total</b>                  | <b>1,473</b> |                    | <b>49</b>          | <b>\$ 20,484</b>  |                          | <b>87%</b>                       | <b>\$ 935</b>                   | <b>\$ 1,908</b> | <b>\$ 2,843</b> | <b>\$ 935</b>               | <b>\$ 750</b> | <b>\$ 1,684</b> |
|                               |              |                    |                    |                   |                          |                                  | 33%                             | 67%             | 100%            | 55%                         | 45%           | 100%            |

## Loan Portfolio<sup>1</sup>

| Type           | Ventas Investment | Effective Int. Rate | Annual. Revenue <sup>3</sup> | Balance Sheet Line | Interest Coverage |
|----------------|-------------------|---------------------|------------------------------|--------------------|-------------------|
| Mortgage Loans | \$ 376            | 10.2%               | \$ 38                        | Loans Receivable   | 1.8x              |
| Other Loans    | 39                | 10.8%               | 4                            | Other Assets       | N/A               |
| <b>Total</b>   | <b>\$ 415</b>     |                     | <b>\$ 43</b>                 |                    |                   |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods.

<sup>2</sup> Represents trailing 12-month results as of December 31, 2013 for Seniors Housing – Operating and Medical Office portfolios, and September 30, 2013 for Triple-Net portfolio.

<sup>3</sup> Annualized 4Q13 Ventas revenue/NOI assuming all events occurred at the beginning of the period. Revenue/NOI reflects only Ventas's portion for joint venture assets.

<sup>4</sup> Revenue Quality Mix defined as the percentage of facility revenue from non-Medicaid sources, as reported by tenants/operators. Total and subtotals calculated based on segment annualized NOI.

Dollars in millions

## Cash NOI Growth

| Business Model              | 4Q13 Year-Over-Year Same-Store <sup>1</sup> |                  |                  |                         |                                      | FY13 Year-Over-Year Same Store <sup>1</sup> |                  |                  |                         |                                      |
|-----------------------------|---------------------------------------------|------------------|------------------|-------------------------|--------------------------------------|---------------------------------------------|------------------|------------------|-------------------------|--------------------------------------|
|                             | Properties                                  | 4Q13<br>Cash NOI | 4Q12<br>Cash NOI | Reported<br>4Q13 v 4Q12 | Adjusted <sup>2</sup><br>4Q13 v 4Q12 | Properties                                  | FY13<br>Cash NOI | FY12<br>Cash NOI | Reported<br>FY13 v FY12 | Adjusted <sup>2</sup><br>FY13 v FY12 |
| Triple-Net                  | 831                                         | \$ 225           | \$ 199           | 13.0%                   | 3.0%                                 | 822                                         | \$ 826           | \$ 789           | 4.7%                    | 2.2%                                 |
| Seniors Housing - Operating | 214                                         | 104              | 99               | 4.9%                    | 4.9%                                 | 197                                         | 385              | 364              | 6.0%                    | 6.0%                                 |
| Medical Office              | 289                                         | 68               | 63               | 8.0%                    | 8.0%                                 | 184                                         | 166              | 160              | 3.7%                    | 3.7%                                 |
| <b>Total</b>                | <b>1,334</b>                                | <b>\$ 397</b>    | <b>\$ 361</b>    | <b>9.9%</b>             | <b>4.4%</b>                          | <b>1,203</b>                                | <b>\$ 1,377</b>  | <b>\$ 1,312</b>  | <b>5.0%</b>             | <b>3.4%</b>                          |

## FY 2013 Year-Over-Year Operating Results

### Atria & Sunrise Same-Store Portfolio<sup>1</sup>

|                                      | FY13         | FY12         | FY13 v FY12 |
|--------------------------------------|--------------|--------------|-------------|
| Number of properties:                | 195          | 195          | -           |
| Number of units: <sup>3</sup>        | 19,969       | 19,962       | 7           |
| Average unit occupancy:              | 91.3%        | 90.0%        | 1.3%        |
| Average monthly REVPOR: <sup>4</sup> | \$ 5,557     | \$ 5,371     | 3.5%        |
| Average daily rate / resident fees:  | \$ 162       | \$ 157       | 3.6%        |
| Operating revenue:                   | \$ 1,215     | \$ 1,158     | 4.9%        |
| Less operating expenses:             | 762          | 729          | 4.5%        |
| Total EBITDARM:                      | 453          | 429          | 5.5%        |
| Less management fees:                | 68           | 65           | 5.0%        |
| Total EBITDAR:                       | \$ 385       | \$ 365       | 5.6%        |
| <b>Total EBITDARM Margin:</b>        | <b>37.3%</b> | <b>37.0%</b> | <b>0.3%</b> |
| <b>Total EBITDAR Margin:</b>         | <b>31.7%</b> | <b>31.5%</b> | <b>0.2%</b> |

### Medical Office Same-Store Portfolio<sup>1</sup>

|                                                                | FY13         | FY12         | FY13 v FY12 |
|----------------------------------------------------------------|--------------|--------------|-------------|
| Number of properties:                                          | 184          | 184          | -           |
| Number of square feet: <sup>5</sup>                            | 9,309,939    | 9,300,586    | 9,353       |
| Occupancy, end of period:                                      | 88.8%        | 89.6%        | (0.8%)      |
| Annualized average rent per occupied square foot: <sup>6</sup> | \$ 29        | \$ 29        | 2.0%        |
| Operating revenue:                                             | \$ 257       | \$ 257       | 0.2%        |
| Less expenses:                                                 | 85           | 87           | (1.9%)      |
| Total NOI:                                                     | 172          | 170          | 1.2%        |
| Less Company's partners' share:                                | 9            | 9            | (0.1%)      |
| Ventas NOI:                                                    | \$ 163       | \$ 161       | 1.3%        |
| <b>Total NOI Margin:</b>                                       | <b>66.9%</b> | <b>66.1%</b> | <b>0.8%</b> |

<sup>1</sup> Same-store means those properties owned by Ventas for the full period in both comparison periods.

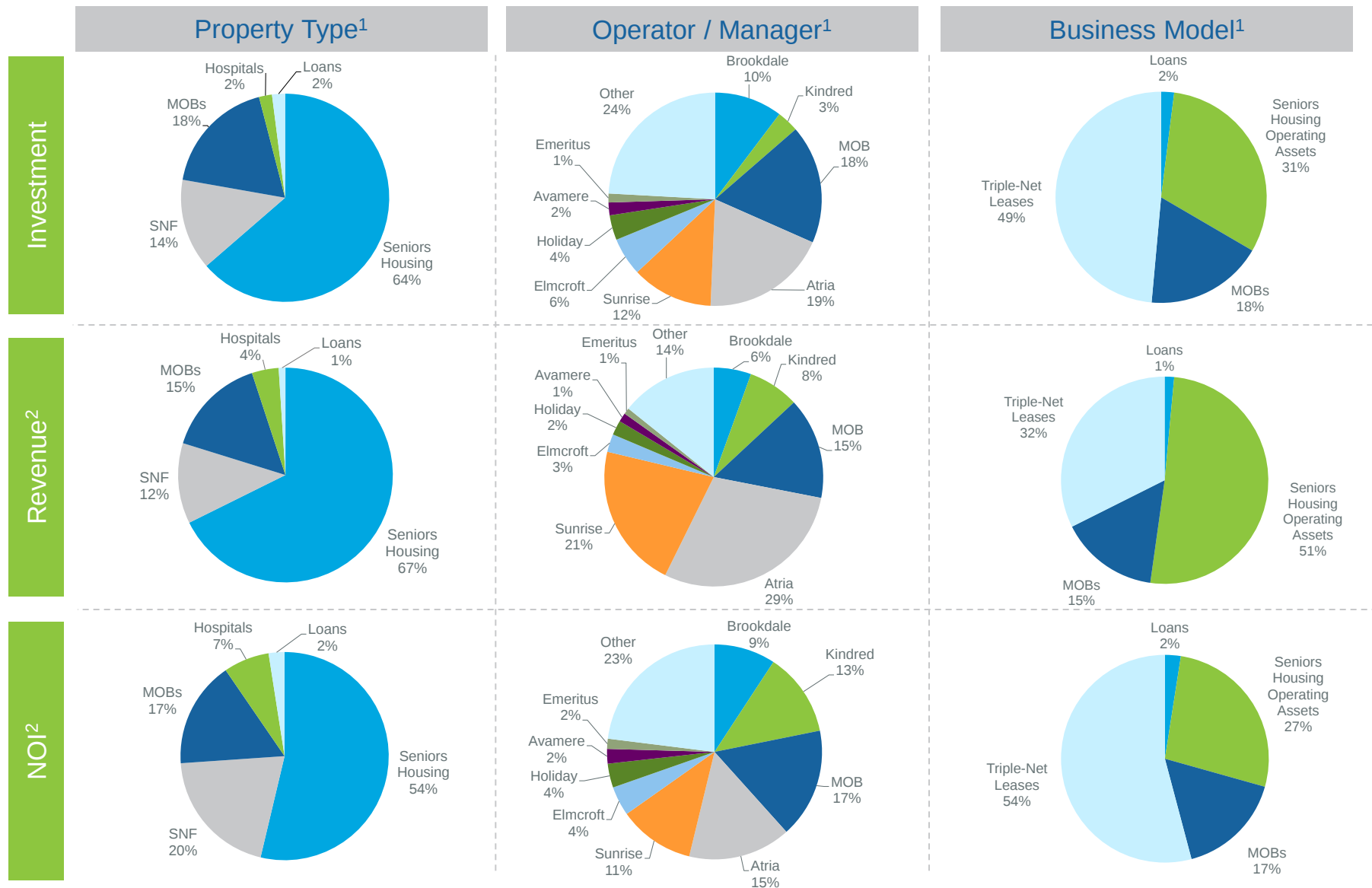
<sup>2</sup> Adjusted to exclude \$20mm pre-paid rent on renewed 2015 Kindred assets.

<sup>3</sup> Number of units reflects average occupancy for the period.

<sup>4</sup> REVPOR means revenue per occupied room.

<sup>5</sup> Number of square feet may vary due to BOMA re-measurement.

<sup>6</sup> Annualized average rent includes CAM recoveries.



<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods.

<sup>2</sup> Annualized 4Q13 Ventas revenue/NOI assuming all events occurred at the beginning of the period. Revenue/NOI reflects only Ventas's portion for joint venture assets.

# Portfolio Diversification

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## By Business Model<sup>1</sup>

| Business Model              | Owned Properties | Ventas Investment | %           | Annualized Revenue <sup>2</sup> | %           | Annualized NOI <sup>2</sup> | %           |
|-----------------------------|------------------|-------------------|-------------|---------------------------------|-------------|-----------------------------|-------------|
| Triple-Net                  | 907              | \$ 10,149         | 49%         | \$ 935                          | 32%         | \$ 935                      | 54%         |
| Seniors Housing - Operating | 239              | 6,567             | 31%         | 1,464                           | 51%         | 464                         | 27%         |
| Medical Office              | 327              | 3,768             | 18%         | 444                             | 15%         | 285                         | 17%         |
| Loans                       | N/A              | 415               | 2%          | 43                              | 1%          | 43                          | 2%          |
| <b>Total</b>                | <b>1,473</b>     | <b>\$ 20,898</b>  | <b>100%</b> | <b>\$ 2,885</b>                 | <b>100%</b> | <b>\$ 1,727</b>             | <b>100%</b> |

## By Property / Investment Type<sup>1</sup>

| Property / Investment Type | Owned Properties | Ventas Investment | %           | Annualized Revenue <sup>2</sup> | %           | Annualized NOI <sup>2</sup> | %           |
|----------------------------|------------------|-------------------|-------------|---------------------------------|-------------|-----------------------------|-------------|
| Seniors Housing            | 714              | \$ 13,210         | 63%         | \$ 1,927                        | 67%         | \$ 927                      | 54%         |
| Skilled Nursing            | 377              | 3,010             | 14%         | 349                             | 12%         | 349                         | 20%         |
| Medical Office             | 327              | 3,768             | 18%         | 444                             | 15%         | 285                         | 17%         |
| Hospital                   | 47               | 488               | 2%          | 123                             | 4%          | 123                         | 7%          |
| Loans                      | N/A              | 415               | 2%          | 43                              | 1%          | 43                          | 2%          |
| Other                      | 8                | 7                 | NM          | 1                               | NM          | 1                           | NM          |
| <b>Total</b>               | <b>1,473</b>     | <b>\$ 20,898</b>  | <b>100%</b> | <b>\$ 2,885</b>                 | <b>100%</b> | <b>\$ 1,727</b>             | <b>100%</b> |

## By Operator / Manager<sup>1</sup>

| Operator / Manager      | Owned Properties | Ventas Investment | %           | Annualized Revenue <sup>2</sup> | %           | Annualized NOI <sup>2</sup> | %           |
|-------------------------|------------------|-------------------|-------------|---------------------------------|-------------|-----------------------------|-------------|
| Atria Senior Living     | 142              | \$ 3,983          | 19%         | \$ 844                          | 29%         | \$ 267                      | 15%         |
| Kindred Healthcare      | 142              | 692               | 3%          | 217                             | 8%          | 217                         | 13%         |
| Sunrise Senior Living   | 95               | 2,581             | 12%         | 618                             | 21%         | 197                         | 11%         |
| Brookdale Senior Living | 151              | 2,154             | 10%         | 159                             | 6%          | 159                         | 9%          |
| Self-Managed            | 224              | 1,931             | 9%          | 249                             | 9%          | 153                         | 9%          |
| Elmcraft Senior Living  | 94               | 1,208             | 6%          | 76                              | 3%          | 76                          | 4%          |
| Holiday Retirement      | 26               | 790               | 4%          | 62                              | 2%          | 62                          | 4%          |
| Pacific Medical         | 34               | 832               | 4%          | 86                              | 3%          | 58                          | 3%          |
| Awamere Senior Living   | 36               | 404               | 2%          | 38                              | 1%          | 38                          | 2%          |
| Emeritus Senior Living  | 16               | 282               | 1%          | 26                              | 1%          | 26                          | 2%          |
| All Other               | 513              | 6,043             | 29%         | 509                             | 18%         | 472                         | 27%         |
| <b>Total</b>            | <b>1,473</b>     | <b>\$ 20,898</b>  | <b>100%</b> | <b>\$ 2,885</b>                 | <b>100%</b> | <b>\$ 1,727</b>             | <b>100%</b> |

<sup>1</sup> Totals may not add due to rounding. NM = not material. Excludes discontinued operations for all periods.

<sup>2</sup> Annualized 4Q13 Ventas revenue/NOI assuming all events occurred at the beginning of the period. Revenue/NOI reflects only Ventas's portion for joint venture assets.

# Portfolio Diversification

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## By State / Province<sup>1</sup>

| State / Province | Seniors Housing - Operating |                          |             |  | Seniors Housing - NNN |                          |             |  | Skilled Nursing |                          |             |  | Medical Office |                          |             |  | Hospitals   |                          |             |  | Total <sup>2</sup> |                          |             |  |
|------------------|-----------------------------|--------------------------|-------------|--|-----------------------|--------------------------|-------------|--|-----------------|--------------------------|-------------|--|----------------|--------------------------|-------------|--|-------------|--------------------------|-------------|--|--------------------|--------------------------|-------------|--|
|                  | Prop. Count                 | Annual. NOI <sup>3</sup> | %           |  | Prop. Count           | Annual. NOI <sup>3</sup> | %           |  | Prop. Count     | Annual. NOI <sup>3</sup> | %           |  | Prop. Count    | Annual. NOI <sup>3</sup> | %           |  | Prop. Count | Annual. NOI <sup>3</sup> | %           |  | Prop. Count        | Annual. NOI <sup>3</sup> | %           |  |
| California       | 44                          | \$ 83                    | 18%         |  | 32                    | \$ 61                    | 13%         |  | 9               | \$ 14                    | 4%          |  | 24             | \$ 52                    | 18%         |  | 7           | \$ 28                    | 23%         |  | 116                | \$ 238                   | 14%         |  |
| Texas            | 17                          | 30                       | 6%          |  | 41                    | 38                       | 8%          |  | 43              | 37                       | 11%         |  | 17             | 12                       | 4%          |  | 10          | 23                       | 19%         |  | 136                | 140                      | 8%          |  |
| New York         | 31                          | 86                       | 18%         |  | 11                    | 13                       | 3%          |  | 9               | 17                       | 5%          |  | 1              | 2                        | 1%          |  | -           | -                        | 0%          |  | 52                 | 118                      | 7%          |  |
| Illinois         | 9                           | 18                       | 4%          |  | 8                     | 37                       | 8%          |  | 1               | 1                        | 0%          |  | 35             | 18                       | 6%          |  | 4           | 13                       | 11%         |  | 57                 | 88                       | 5%          |  |
| Florida          | 8                           | 13                       | 3%          |  | 38                    | 36                       | 8%          |  | 1               | 1                        | 0%          |  | 19             | 9                        | 3%          |  | 6           | 22                       | 18%         |  | 72                 | 80                       | 5%          |  |
| Massachusetts    | 10                          | 20                       | 4%          |  | 10                    | 17                       | 4%          |  | 45              | 38                       | 11%         |  | -              | -                        | 0%          |  | 2           | 2                        | 1%          |  | 67                 | 77                       | 5%          |  |
| North Carolina   | 5                           | 12                       | 3%          |  | 17                    | 18                       | 4%          |  | 17              | 20                       | 6%          |  | 21             | 12                       | 4%          |  | 1           | 2                        | 2%          |  | 61                 | 65                       | 4%          |  |
| Indiana          | 2                           | 4                        | 1%          |  | 14                    | 10                       | 2%          |  | 34              | 29                       | 8%          |  | 15             | 15                       | 5%          |  | 1           | 2                        | 2%          |  | 66                 | 60                       | 4%          |  |
| Ohio             | 3                           | 3                        | 1%          |  | 23                    | 17                       | 4%          |  | 20              | 16                       | 4%          |  | 29             | 17                       | 6%          |  | 1           | 2                        | 1%          |  | 76                 | 55                       | 3%          |  |
| Pennsylvania     | 11                          | 15                       | 3%          |  | 20                    | 13                       | 3%          |  | 7               | 10                       | 3%          |  | 7              | 13                       | 4%          |  | 2           | 2                        | 2%          |  | 47                 | 53                       | 3%          |  |
| Remaining        | 99                          | 180                      | 39%         |  | 261                   | 203                      | 44%         |  | 191             | 168                      | 48%         |  | 159            | 134                      | 47%         |  | 13          | 26                       | 21%         |  | 723                | 712                      | 42%         |  |
| <b>Total</b>     | <b>239</b>                  | <b>\$ 464</b>            | <b>100%</b> |  | <b>475</b>            | <b>\$ 463</b>            | <b>100%</b> |  | <b>377</b>      | <b>\$ 349</b>            | <b>100%</b> |  | <b>327</b>     | <b>\$ 285</b>            | <b>100%</b> |  | <b>47</b>   | <b>\$ 123</b>            | <b>100%</b> |  | <b>1,473</b>       | <b>\$ 1,684</b>          | <b>100%</b> |  |

## By MSA / CMA<sup>1</sup>

| State / Province  | Seniors Housing - Operating |                          |             |  | Seniors Housing - NNN |                          |             |  | Skilled Nursing |                          |             |  | Medical Office |                          |             |  | Hospitals   |                          |             |  | Total <sup>2</sup> |                          |             |  |
|-------------------|-----------------------------|--------------------------|-------------|--|-----------------------|--------------------------|-------------|--|-----------------|--------------------------|-------------|--|----------------|--------------------------|-------------|--|-------------|--------------------------|-------------|--|--------------------|--------------------------|-------------|--|
|                   | Prop. Count                 | Annual. NOI <sup>3</sup> | %           |  | Prop. Count           | Annual. NOI <sup>3</sup> | %           |  | Prop. Count     | Annual. NOI <sup>3</sup> | %           |  | Prop. Count    | Annual. NOI <sup>3</sup> | %           |  | Prop. Count | Annual. NOI <sup>3</sup> | %           |  | Prop. Count        | Annual. NOI <sup>3</sup> | %           |  |
| New York, NY      | 35                          | \$ 104                   | 22%         |  | 1                     | \$ 1                     | 0%          |  | 1               | \$ 2                     | 1%          |  | -              | -                        | 0%          |  | -           | -                        | 0%          |  | 37                 | \$ 106                   | 6%          |  |
| Chicago, IL       | 9                           | 18                       | 4%          |  | 13                    | 39                       | 8%          |  | 3               | 1                        | 0%          |  | 21             | 15                       | 5%          |  | 4           | 13                       | 11%         |  | 50                 | 87                       | 5%          |  |
| Los Angeles, CA   | 11                          | 18                       | 4%          |  | 6                     | 9                        | 2%          |  | 1               | 2                        | 1%          |  | 13             | 29                       | 10%         |  | 4           | 15                       | 12%         |  | 35                 | 72                       | 4%          |  |
| Boston, MA        | 6                           | 18                       | 4%          |  | 5                     | 14                       | 3%          |  | 28              | 22                       | 6%          |  | -              | -                        | 0%          |  | 2           | 2                        | 1%          |  | 41                 | 55                       | 3%          |  |
| Houston, TX       | 5                           | 7                        | 1%          |  | 11                    | 13                       | 3%          |  | 10              | 12                       | 4%          |  | 6              | 3                        | 1%          |  | 5           | 12                       | 10%         |  | 37                 | 47                       | 3%          |  |
| San Diego, CA     | 3                           | 4                        | 1%          |  | 9                     | 21                       | 5%          |  | 1               | 1                        | 0%          |  | 2              | 9                        | 3%          |  | 1           | 2                        | 1%          |  | 16                 | 36                       | 2%          |  |
| Dallas, TX        | 8                           | 16                       | 3%          |  | 16                    | 10                       | 2%          |  | 6               | 4                        | 1%          |  | 1              | 0                        | 0%          |  | 3           | 6                        | 5%          |  | 34                 | 36                       | 2%          |  |
| Portland, OR      | -                           | -                        | 0%          |  | 17                    | 16                       | 4%          |  | 7               | 6                        | 2%          |  | 9              | 11                       | 4%          |  | -           | -                        | 0%          |  | 33                 | 34                       | 2%          |  |
| San Francisco, CA | 8                           | 14                       | 3%          |  | 2                     | 7                        | 2%          |  | 3               | 7                        | 2%          |  | 1              | 0                        | 0%          |  | 1           | 5                        | 4%          |  | 15                 | 33                       | 2%          |  |
| Denver, CO        | 6                           | 13                       | 3%          |  | 5                     | 6                        | 1%          |  | 4               | 5                        | 1%          |  | 7              | 6                        | 2%          |  | 1           | 2                        | 2%          |  | 23                 | 32                       | 2%          |  |
| Remaining         | 148                         | 253                      | 55%         |  | 390                   | 328                      | 71%         |  | 313             | 286                      | 82%         |  | 267            | 212                      | 74%         |  | 26          | 65                       | 53%         |  | 1,152              | 1,146                    | 68%         |  |
| <b>Total</b>      | <b>239</b>                  | <b>\$ 464</b>            | <b>100%</b> |  | <b>475</b>            | <b>\$ 463</b>            | <b>100%</b> |  | <b>377</b>      | <b>\$ 349</b>            | <b>100%</b> |  | <b>327</b>     | <b>\$ 285</b>            | <b>100%</b> |  | <b>47</b>   | <b>\$ 123</b>            | <b>100%</b> |  | <b>1,473</b>       | <b>\$ 1,684</b>          | <b>100%</b> |  |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods.

<sup>2</sup> Includes eight Texas properties classified as Triple-Net – Other (not shown).

<sup>3</sup> Annualized 4Q13 Ventas NOI assuming all events occurred at the beginning of the period. NOI reflects only Ventas's portion for joint venture assets.

Dollars in millions

## Triple-Net and Consolidated MOB Portfolio<sup>1,2</sup>

|                                                | Totals   | Lease Rollover Year |        |       |       |            |
|------------------------------------------------|----------|---------------------|--------|-------|-------|------------|
|                                                |          | 2014                | 2015   | 2016  | 2017  | Thereafter |
| <b>Medical Office Consolidated:</b>            |          |                     |        |       |       |            |
| Annualized Revenue                             | \$ 433   | \$ 62               | \$ 42  | \$ 46 | \$ 58 | \$ 225     |
| <i>Percent of Medical Office Consolidated</i>  |          | 14.2%               | 9.7%   | 10.7% | 13.4% | 51.9%      |
| <b>Seniors Housing - Triple-Net:</b>           |          |                     |        |       |       |            |
| Annualized Revenue                             | 463      | 14                  | 2      | 14    | 15    | 418        |
| <i>Percent of Seniors Housing - Triple-Net</i> |          | 3.1%                | 0.4%   | 2.9%  | 3.2%  | 90.3%      |
| <b>Skilled Nursing - Triple-Net:</b>           |          |                     |        |       |       |            |
| Annualized Revenue                             | 349      | 61                  | 18     | 8     | 8     | 254        |
| <i>Percent of Skilled Nursing - Triple-Net</i> |          | 17.6%               | 5.2%   | 2.2%  | 2.2%  | 72.7%      |
| <b>Hospital - Triple-Net:</b>                  |          |                     |        |       |       |            |
| Annualized Revenue                             | 123      | -                   | 3      | -     | 2     | 118        |
| <i>Percent of Hospital - Triple-Net</i>        |          | -                   | 2.3%   | -     | 1.5%  | 96.2%      |
| <b>Other - Triple-Net:</b>                     |          |                     |        |       |       |            |
| Annualized Revenue                             | 1        | -                   | 1      | -     | -     | -          |
| <i>Percent of Other - Triple-Net</i>           |          | -                   | 100.0% | -     | -     | -          |
| <b>Total:</b>                                  |          |                     |        |       |       |            |
| Annualized Revenue                             | \$ 1,367 | \$ 137              | \$ 66  | \$ 68 | \$ 83 | \$ 1,014   |
| <b>Percent of Total NNN &amp; Cons. MOB:</b>   | 100%     | 10%                 | 5%     | 5%    | 6%    | 74%        |

<sup>1</sup> Annualized 4Q13 Ventas revenue assuming all events occurred at the beginning of the period.

<sup>2</sup> Total revenue represents 100% interest for MOB joint ventures, Ventas share for NNN joint ventures.

## Triple-Net Lease Coverage<sup>1</sup>

| TTM Cash Flow Coverage | Percentage of Total VTR Annualized NOI |                 |                             |              | Lease Detail                                        |                           |
|------------------------|----------------------------------------|-----------------|-----------------------------|--------------|-----------------------------------------------------|---------------------------|
|                        | Leases                                 | Seniors Housing | Skilled Nursing & Hospitals | Total        | Leases w/ Guaranty and/or Sec. Deposit <sup>2</sup> | Weighted Average Maturity |
| Less than 0.80x        | 2                                      | 0.1%            | 0.1%                        | 0.1%         | 100%                                                | 3 yrs                     |
| 0.80x - 0.89x          | 3                                      | 0.1%            | 0.0%                        | 0.1%         | 100%                                                | 7 yrs                     |
| 0.90x - 0.99x          | 2                                      | 0.4%            | -                           | 0.4%         | 100%                                                | 7 yrs                     |
| 1.00x - 1.09x          | -                                      | -               | -                           | -            | -                                                   | -                         |
| 1.10x - 1.19x          | 7                                      | 4.1%            | 0.6%                        | 4.7%         | 99%                                                 | 13 yrs                    |
| 1.20x - 1.29x          | 8                                      | 11.7%           | 0.1%                        | 11.9%        | 100%                                                | 6 yrs                     |
| 1.30x - 1.39x          | 5                                      | 2.3%            | 0.1%                        | 2.4%         | 100%                                                | 6 yrs                     |
| 1.40x - 1.49x          | 6                                      | 4.9%            | 0.3%                        | 5.1%         | 100%                                                | 13 yrs                    |
| 1.50x and greater      | 36                                     | 1.8%            | 23.4%                       | 25.3%        | 100%                                                | 7 yrs                     |
| <b>Total</b>           | <b>69</b>                              | <b>25.3%</b>    | <b>24.6%</b>                | <b>49.9%</b> | <b>100%</b>                                         | <b>8 yrs</b>              |

## Year-Over-Year Same-Store Portfolio Trends<sup>3</sup>

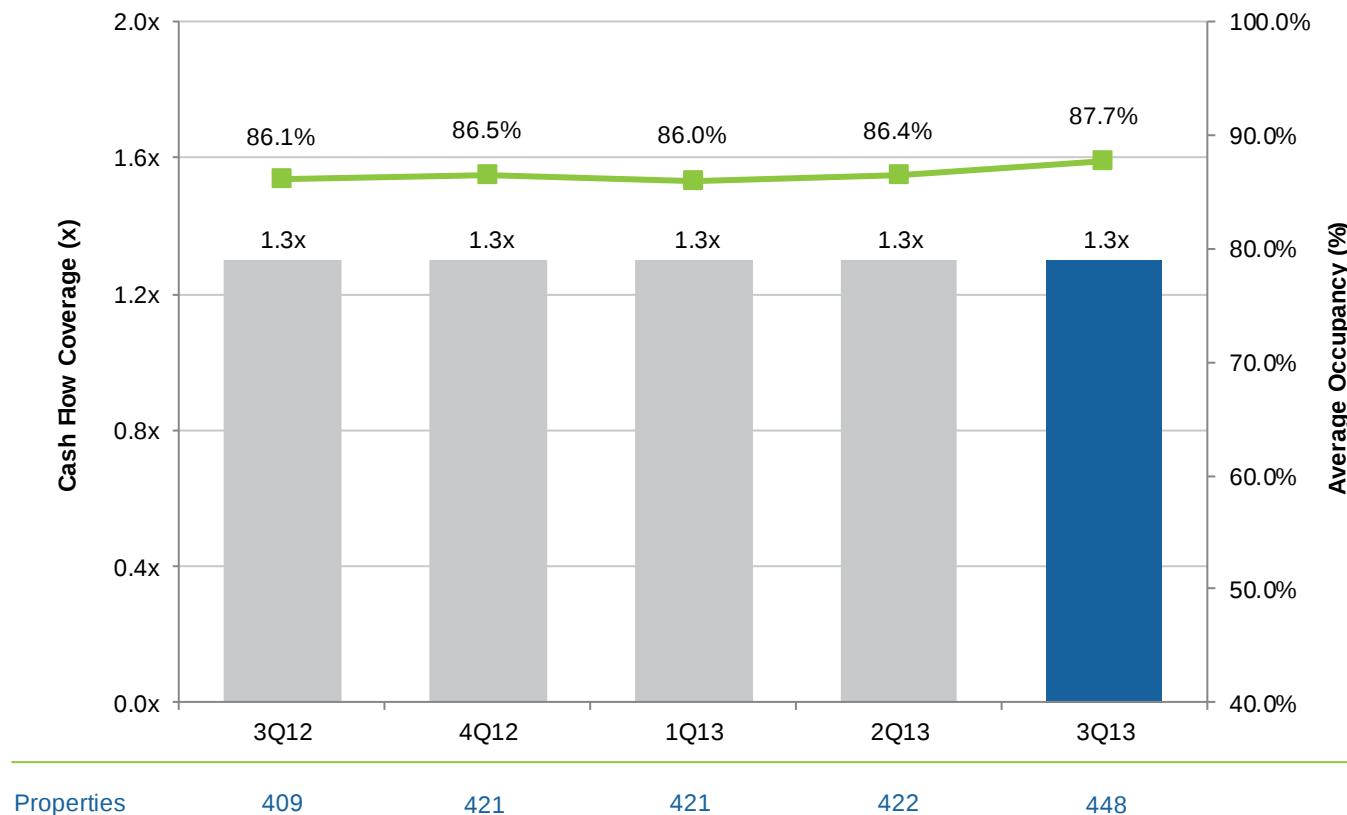
| Property Type   | Properties | Year-Over-Year Comparison |             |                   |       | Sequential Quarter Comparison |             |                   |       |
|-----------------|------------|---------------------------|-------------|-------------------|-------|-------------------------------|-------------|-------------------|-------|
|                 |            | TTM Cash Flow Coverage    |             | Average Occupancy |       | TTM Cash Flow Coverage        |             | Average Occupancy |       |
|                 |            | 3Q13                      | 3Q12        | 3Q13              | 3Q12  | 3Q13                          | 2Q13        | 3Q13              | 2Q13  |
| Seniors Housing | 409        | 1.3x                      | 1.3x        | 87.4%             | 86.1% | 1.3x                          | 1.3x        | 87.4%             | 86.2% |
| Skilled Nursing | 310        | 1.7x                      | 1.8x        | 80.2%             | 81.8% | 1.7x                          | 1.7x        | 80.2%             | 80.5% |
| Hospital        | 46         | 2.3x                      | 2.6x        | 54.0%             | 57.1% | 2.3x                          | 2.5x        | 54.0%             | 56.1% |
| Other           | 8          | 3.0x                      | 3.0x        | N/A               | N/A   | 3.0x                          | 3.0x        | N/A               | N/A   |
| <b>Total</b>    | <b>773</b> | <b>1.6x</b>               | <b>1.7x</b> |                   |       | <b>1.6x</b>                   | <b>1.6x</b> |                   |       |

<sup>1</sup> Analysis profiles leases with TTM EBITDARM coverage in each listed range, as of September 30, 2013. Excludes discontinued operations, non-stabilized properties, and properties that transitioned operators within the last 12 months, representing a combined 7% of annualized TTM triple-net cash rent. Leases with multiple property types are categorized based on majority property count. Leases with cross-default provisions are represented as one lease, as are leases with consolidation provisions upon repayment of third-party debt.

<sup>2</sup> Represents percentage of cash rent in each listed range attributable to leases with a supporting guaranty and/or security deposit.

<sup>3</sup> 3Q13 is the most recent quarter available. Same-store means those properties that were owned and consolidated by Ventas for the full period in both comparison periods, excluding discontinued operations, non-stabilized properties and properties that transitioned operators within the last 12 months.

## Seniors Housing Portfolio Cash Flow Coverage and Occupancy Trends<sup>1,2,3</sup>

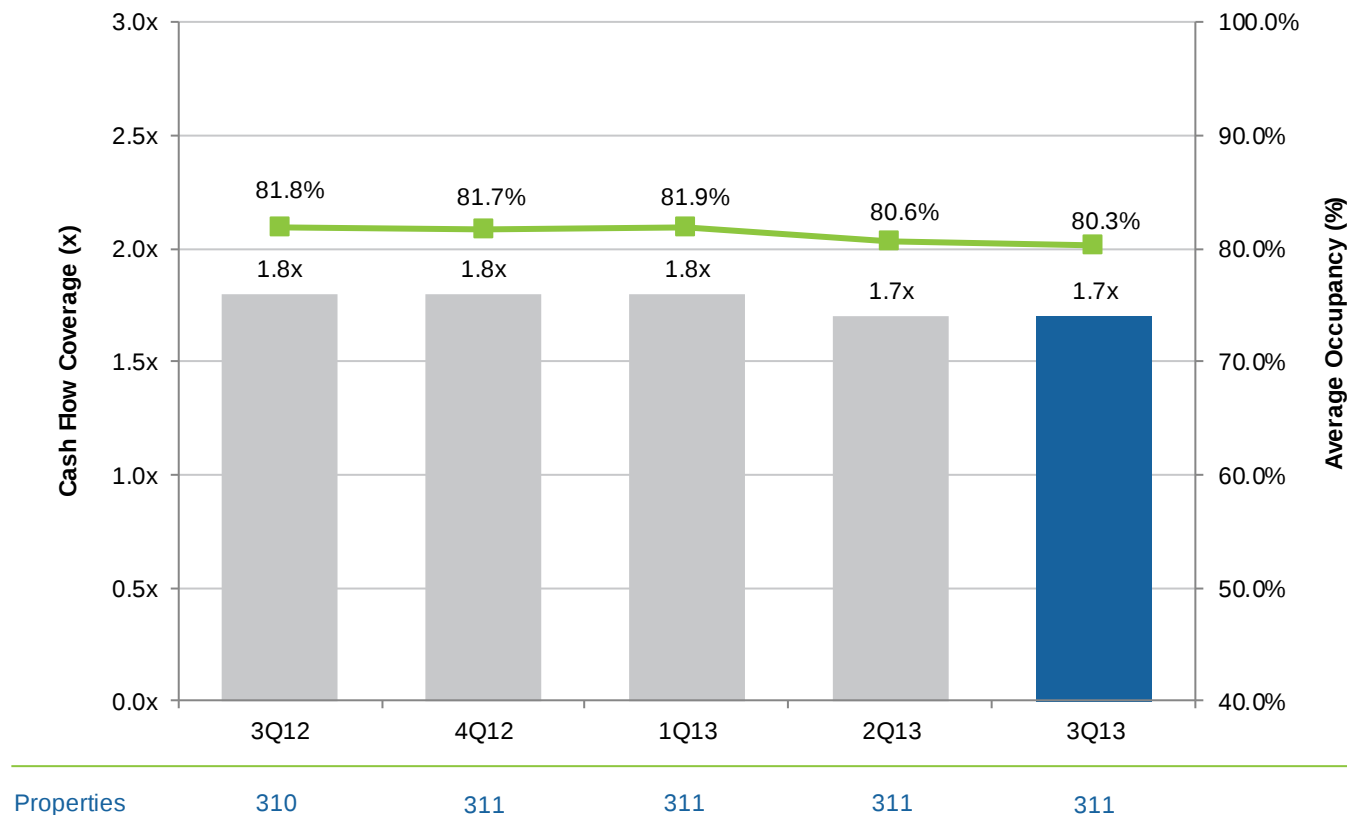


<sup>1</sup> Cash flow coverages are for the trailing 12-month period. 3Q13 is most recent quarter available.

<sup>2</sup> Excludes discontinued operations, non-stabilized properties, and properties that transitioned operators in the past 12 months.

<sup>3</sup> Prior periods have been adjusted to reflect updated unit counts.

## Skilled Nursing Portfolio Cash Flow Coverage and Occupancy Trends<sup>1,2,3</sup>

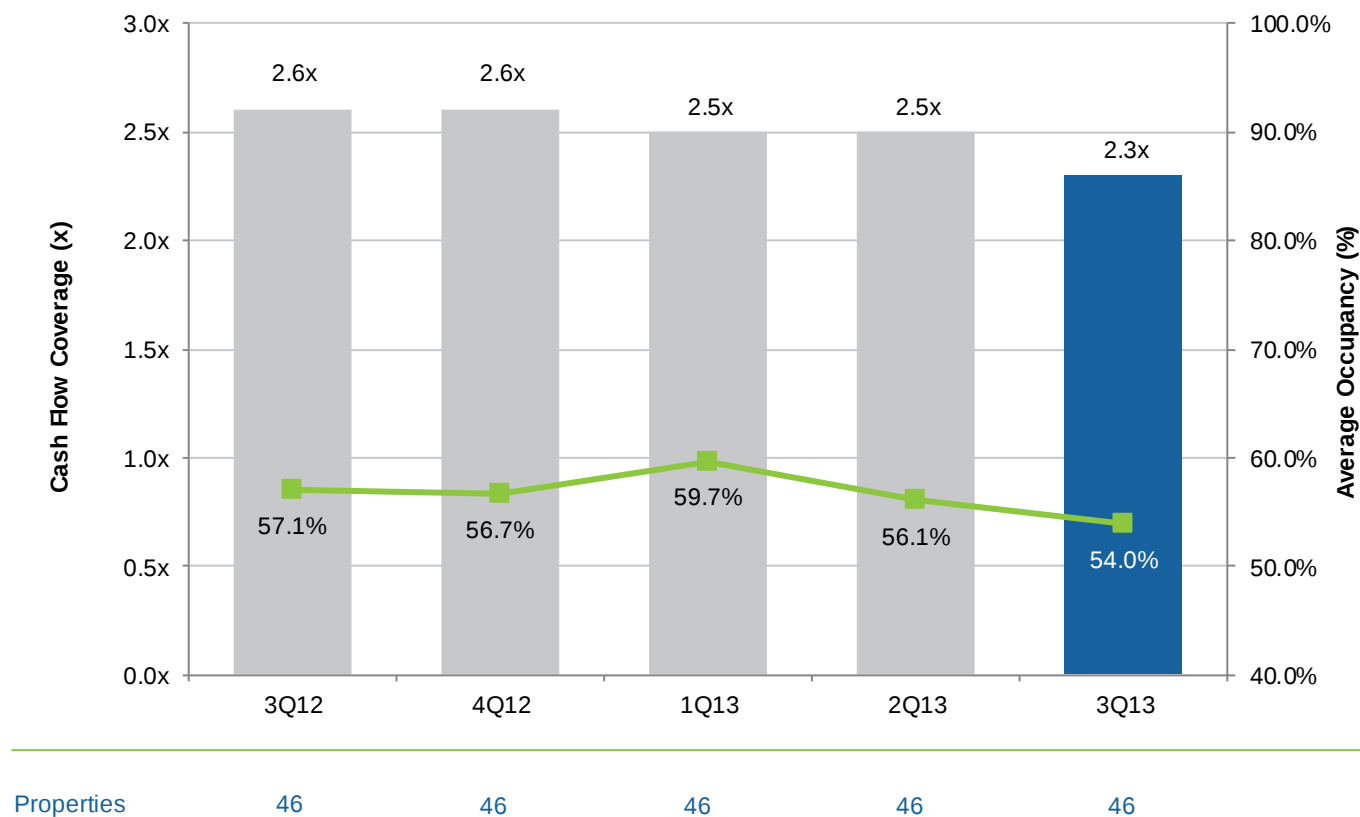


<sup>1</sup> Cash flow coverages are for the trailing 12-month period. 3Q13 is most recent quarter available.

<sup>2</sup> Excludes discontinued operations, non-stabilized properties, and properties that transitioned operators in the past 12 months.

<sup>3</sup> Prior periods have been adjusted to reflect updated unit counts.

## Hospital Portfolio Cash Flow Coverage and Occupancy Trends<sup>1,2,3</sup>



<sup>1</sup> Cash flow coverages are for the trailing 12-month period. 3Q13 is most recent quarter available.

<sup>2</sup> Excludes discontinued operations, non-stabilized properties, and properties that transitioned operators in the past 12 months.

<sup>3</sup> Prior periods have been adjusted to reflect updated unit counts.

# Seniors Housing Operating Portfolio

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## Atria & Sunrise Portfolio Operating Results<sup>1</sup>

| Year-Over-Year Comparison            |            |         |                |         |         |         |                                    |         |                               |         |
|--------------------------------------|------------|---------|----------------|---------|---------|---------|------------------------------------|---------|-------------------------------|---------|
|                                      | Stabilized |         | Non-Stabilized |         | Total   |         | Same-Store Stabilized <sup>2</sup> |         | Same-Store Total <sup>3</sup> |         |
|                                      | 4Q13       | 4Q12    | 4Q13           | 4Q12    | 4Q13    | 4Q12    | 4Q13                               | 4Q12    | 4Q13                          | 4Q12    |
| Number of properties:                | 233        | 212     | 4              | 8       | 237     | 220     | 203                                | 203     | 212                           | 212     |
| Number of units: <sup>4</sup>        | 23,933     | 20,531  | 518            | 954     | 24,451  | 21,485  | 20,256                             | 20,254  | 21,366                        | 21,364  |
| Average unit occupancy:              | 91.7%      | 92.1%   | 74.5%          | 84.7%   | 91.3%   | 91.7%   | 91.6%                              | 92.1%   | 91.5%                         | 91.7%   |
| Average monthly REVPOR: <sup>5</sup> | \$5,468    | \$5,454 | \$4,682        | \$4,929 | \$5,455 | \$5,432 | \$5,671                            | \$5,480 | \$5,640                       | \$5,444 |
| Average daily rate / resident fees:  | \$157      | \$157   | \$137          | \$147   | \$157   | \$157   | \$163                              | \$158   | \$163                         | \$157   |
| Operating revenue:                   | \$360.1    | \$309.3 | \$5.4          | \$11.9  | \$365.5 | \$321.2 | \$315.6                            | \$306.7 | \$330.9                       | \$320.1 |
| Less operating expenses:             | 225.3      | 194.9   | 3.9            | 8.6     | 229.1   | 203.5   | 199.2                              | 193.2   | 208.6                         | 202.8   |
| Total EBITDARM:                      | 134.8      | 114.3   | 1.5            | 3.4     | 136.4   | 117.7   | 116.4                              | 113.5   | 122.3                         | 117.3   |
| Less management fees:                | 20.2       | 17.9    | 0.3            | 0.6     | 20.4    | 18.5    | 17.9                               | 17.7    | 18.7                          | 18.4    |
| Total EBITDAR:                       | \$114.7    | \$96.5  | \$1.3          | \$2.8   | \$115.9 | \$99.2  | \$98.5                             | \$95.8  | \$103.6                       | \$98.8  |
| Total EBITDARM Margin:               | 37.4%      | 37.0%   | 28.4%          | 28.3%   | 37.3%   | 36.7%   | 36.9%                              | 37.0%   | 37.0%                         | 36.6%   |
| Total EBITDAR Margin:                | 31.8%      | 31.2%   | 23.5%          | 23.1%   | 31.7%   | 30.9%   | 31.2%                              | 31.2%   | 31.3%                         | 30.9%   |

| Sequential Quarter Comparison        |            |         |                |         |         |         |                                    |         |                               |         |
|--------------------------------------|------------|---------|----------------|---------|---------|---------|------------------------------------|---------|-------------------------------|---------|
|                                      | Stabilized |         | Non-Stabilized |         | Total   |         | Same-Store Stabilized <sup>2</sup> |         | Same-Store Total <sup>3</sup> |         |
|                                      | 4Q13       | 3Q13    | 4Q13           | 3Q13    | 4Q13    | 3Q13    | 4Q13                               | 3Q13    | 4Q13                          | 3Q13    |
| Number of properties:                | 233        | 232     | 4              | 3       | 237     | 235     | 224                                | 224     | 227                           | 227     |
| Number of units: <sup>4</sup>        | 23,933     | 23,601  | 518            | 305     | 24,451  | 23,906  | 22,992                             | 22,992  | 23,385                        | 23,385  |
| Average unit occupancy:              | 91.7%      | 91.7%   | 74.5%          | 69.5%   | 91.3%   | 91.4%   | 91.8%                              | 91.7%   | 91.7%                         | 91.6%   |
| Average monthly REVPOR: <sup>5</sup> | \$5,468    | \$5,473 | \$4,682        | \$4,955 | \$5,455 | \$5,468 | \$5,482                            | \$5,493 | \$5,466                       | \$5,476 |
| Average daily rate / resident fees:  | \$157      | \$157   | \$137          | \$145   | \$157   | \$157   | \$158                              | \$158   | \$157                         | \$158   |
| Operating revenue:                   | \$360.1    | \$355.3 | \$5.4          | \$3.2   | \$365.5 | \$358.4 | \$347.1                            | \$347.6 | \$351.5                       | \$351.9 |
| Less operating expenses:             | 225.3      | 221.2   | 3.9            | 2.2     | 229.1   | 223.5   | 218.1                              | 216.9   | 221.0                         | 219.8   |
| Total EBITDARM:                      | 134.8      | 134.1   | 1.5            | 0.9     | 136.4   | 135.0   | 129.0                              | 130.7   | 130.6                         | 132.1   |
| Less management fees:                | 20.2       | 20.1    | 0.3            | 0.2     | 20.4    | 20.2    | 19.5                               | 19.7    | 19.7                          | 19.9    |
| Total EBITDAR:                       | \$114.7    | \$114.0 | \$1.3          | \$0.8   | \$115.9 | \$114.7 | \$109.5                            | \$111.0 | \$110.8                       | \$112.2 |
| Total EBITDARM Margin:               | 37.4%      | 37.7%   | 28.4%          | 29.2%   | 37.3%   | 37.7%   | 37.2%                              | 37.6%   | 37.1%                         | 37.5%   |
| Total EBITDAR Margin:                | 31.8%      | 32.1%   | 23.5%          | 24.1%   | 31.7%   | 32.0%   | 31.6%                              | 31.9%   | 31.5%                         | 31.9%   |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods. Includes de minimis partner's share beginning in 4Q12.

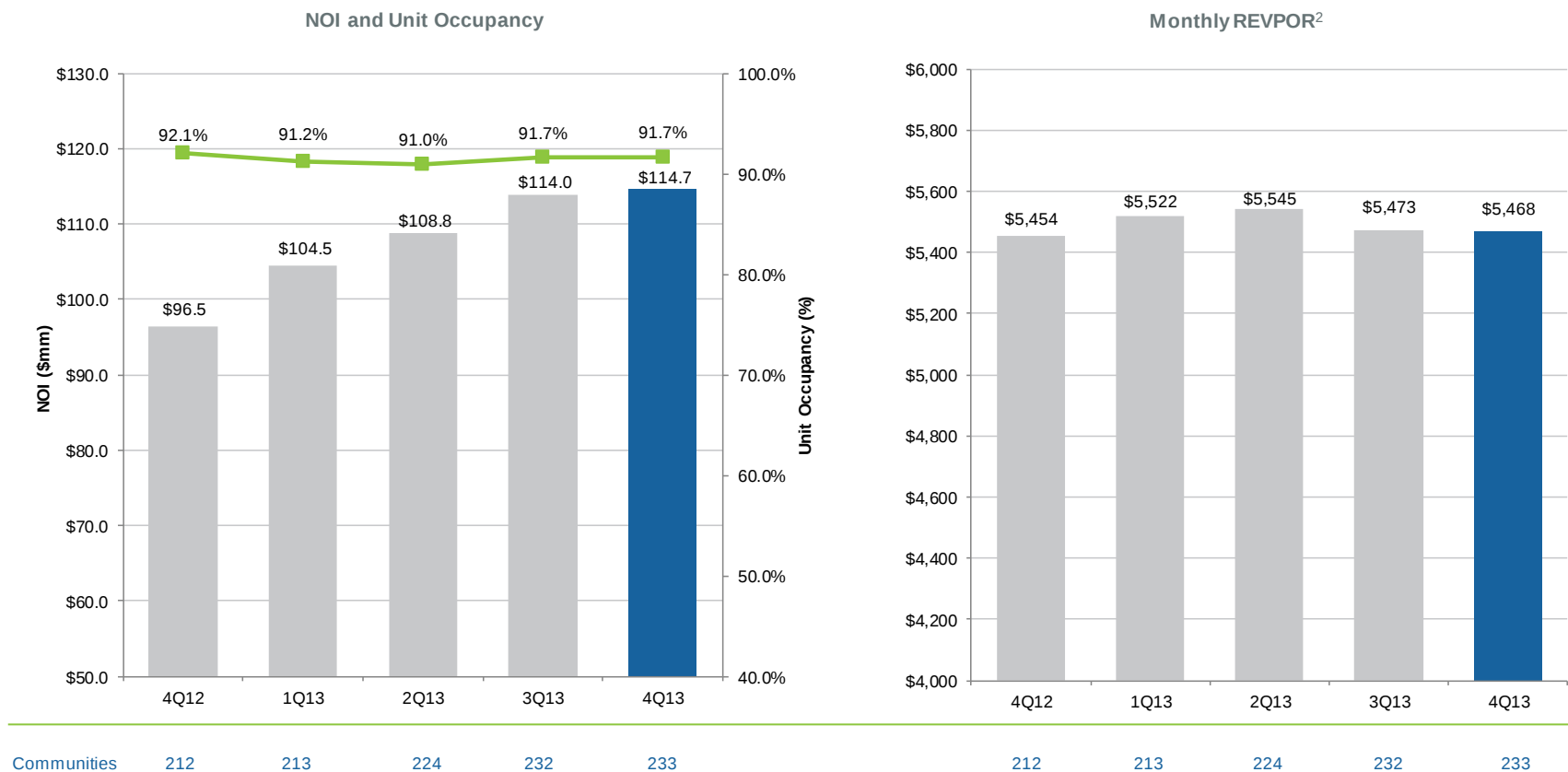
<sup>2</sup> Same-store stabilized means those properties that Ventas owned and classified as stabilized for the full period in both comparison periods.

<sup>3</sup> Same-store means those properties owned by Ventas for the full period in both comparison periods.

<sup>4</sup> Number of units reflects average capacity for the period.

<sup>5</sup> REVPOR means revenue per occupied room.

## Atria & Sunrise Stabilized Portfolio Trends<sup>1</sup>



<sup>1</sup> Excludes discontinued operations for all periods. Includes de minimis partner's share beginning in 4Q12.

<sup>2</sup> REVPO means revenue per occupied room.

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## NOI Diversification & Market Fundamentals

|                                   | Fourth Quarter 2013 |                  |        | 3-Mile Statistics <sup>3,4</sup> |            |            |                   |                   |                  |                 |             | MSA Statistics <sup>4</sup>    |                   |                  |                 |             |
|-----------------------------------|---------------------|------------------|--------|----------------------------------|------------|------------|-------------------|-------------------|------------------|-----------------|-------------|--------------------------------|-------------------|------------------|-----------------|-------------|
|                                   |                     | Annual.          | % of   | Properties /                     | No. of VTR |            | Total             | 75+               | Median           | Median          |             | Total                          | 75+               | Median           | Median          |             |
| By MSA / CMA <sup>1</sup>         | Prop.               | NOI <sup>2</sup> | Total  | Units Under Construction         | Properties | Assoc. NOI | Population Growth | Population Growth | Household Income | Household Value | Unemploy. % | Population Growth <sup>5</sup> | Population Growth | Household Income | Household Value | Unemploy. % |
| New York, NY                      | 35                  | \$ 103.9         | 22.4%  | 1 / 213                          | 1          | \$ 3.6     | 2.0%              | 6.4%              | \$ 89,029        | \$500,734       | 5.6%        | 2.5%                           | 7.8%              | \$ 64,538        | \$ 401,799      | 6.5%        |
| Boston, MA                        | 6                   | 17.8             | 3.8%   | 2 / 160                          | 2          | 6.2        | 4.0%              | 7.0%              | 81,398           | 433,091         | 5.6%        | 3.6%                           | 9.3%              | 71,190           | 360,327         | 6.0%        |
| Chicago, IL                       | 9                   | 17.8             | 3.8%   | 1 / 46                           | 1          | 2.6        | 1.6%              | 9.0%              | 74,495           | 318,057         | 6.1%        | 1.1%                           | 7.1%              | 57,972           | 222,691         | 7.9%        |
| Los Angeles, CA                   | 11                  | 17.5             | 3.8%   | -                                | -          | -          | 5.6%              | 12.9%             | 79,978           | 539,083         | 6.2%        | 4.0%                           | 9.2%              | 57,580           | 436,658         | 7.5%        |
| Dallas, TX                        | 8                   | 15.8             | 3.4%   | 3 / 239                          | 3          | 5.5        | 7.6%              | 22.1%             | 64,615           | 213,762         | 5.3%        | 8.6%                           | 21.2%             | 56,739           | 158,841         | 6.1%        |
| Toronto, ON                       | 7                   | 14.2             | 3.1%   | -                                | -          | -          | 10.0%             | 24.6%             | 81,418           | N/A             | N/A         | 9.7%                           | 18.3%             | 72,217           | N/A             | 8.4%        |
| San Francisco, CA                 | 8                   | 14.2             | 3.1%   | 1 / 89                           | 2          | 6.8        | 4.4%              | 8.4%              | 82,813           | 642,841         | 5.3%        | 5.3%                           | 11.2%             | 73,821           | 563,819         | 6.6%        |
| Atlanta, GA                       | 8                   | 13.6             | 2.9%   | -                                | -          | -          | 6.8%              | 23.1%             | 64,410           | 281,165         | 6.1%        | 6.4%                           | 22.6%             | 52,533           | 171,573         | 8.6%        |
| Denver, CO                        | 6                   | 13.4             | 2.9%   | -                                | -          | -          | 6.2%              | 10.9%             | 56,426           | 267,934         | 6.6%        | 7.6%                           | 17.9%             | 60,887           | 258,851         | 6.7%        |
| Sacramento, CA                    | 6                   | 12.5             | 2.7%   | 2 / 244                          | 2          | 5.2        | 2.6%              | 5.9%              | 53,827           | 318,077         | 7.9%        | 4.6%                           | 9.0%              | 56,332           | 259,102         | 8.6%        |
| Philadelphia, PA                  | 9                   | 12.4             | 2.7%   | -                                | -          | -          | 0.9%              | 5.2%              | 77,009           | 315,786         | 5.1%        | 1.7%                           | 6.0%              | 60,770           | 245,038         | 7.0%        |
| Bridgeport, CT                    | 4                   | 12.0             | 2.6%   | -                                | -          | -          | 2.9%              | 3.1%              | 86,692           | 529,982         | 6.8%        | 2.9%                           | 6.3%              | 78,095           | 430,582         | 7.1%        |
| Ventura, CA                       | 4                   | 11.9             | 2.6%   | -                                | -          | -          | 2.8%              | 6.4%              | 86,011           | 536,216         | 6.6%        | 3.8%                           | 8.9%              | 73,594           | 427,377         | 7.0%        |
| Detroit, MI                       | 6                   | 11.0             | 2.4%   | 2 / 337                          | 2          | 3.3        | 0.7%              | 5.8%              | 60,548           | 164,839         | 7.5%        | (0.1%)                         | 5.2%              | 48,514           | 122,952         | 9.5%        |
| Riverside, CA                     | 5                   | 10.6             | 2.3%   | -                                | -          | -          | 4.2%              | 9.1%              | 55,393           | 285,226         | 6.8%        | 5.3%                           | 12.2%             | 51,435           | 221,825         | 9.6%        |
| San Jose, CA                      | 4                   | 8.8              | 1.9%   | -                                | -          | -          | 6.1%              | 7.1%              | 89,064           | 714,999         | 6.5%        | 5.9%                           | 11.7%             | 87,582           | 630,476         | 7.0%        |
| Albany, NY                        | 4                   | 7.7              | 1.7%   | -                                | -          | -          | 1.3%              | 4.7%              | 66,813           | 228,877         | 4.7%        | 1.2%                           | 6.8%              | 62,121           | 206,720         | 5.2%        |
| Salt Lake City, UT                | 3                   | 7.7              | 1.7%   | 1 / 120                          | 1          | 4.0        | 4.5%              | 11.2%             | 61,236           | 268,498         | 4.8%        | 6.6%                           | 13.0%             | 56,861           | 228,691         | 5.9%        |
| Providence, RI                    | 5                   | 7.4              | 1.6%   | -                                | -          | -          | (0.2%)            | 4.0%              | 67,843           | 271,980         | 5.4%        | 0.3%                           | 4.4%              | 56,797           | 260,007         | 7.0%        |
| Houston, TX                       | 5                   | 6.9              | 1.5%   | 5 / 490                          | 3          | 4.4        | 8.7%              | 27.9%             | 77,191           | 196,114         | 4.8%        | 8.7%                           | 22.9%             | 56,545           | 147,366         | 5.7%        |
| Top 20 Markets <sup>5</sup>       | 153                 | \$ 337.2         | 72.7%  | 18 / 1,938                       | 17         | \$ 41.7    | 3.3%              | 9.1%              | \$ 77,429        | \$414,068       | 5.9%        | 3.7%                           | 10.2%             | \$ 62,975        | \$ 334,954      | 7.0%        |
| Remaining Markets                 | 84                  | 126.9            | 27.3%  | 10 / 856                         | 8          | 15.2       | 3.5%              | 9.0%              | 58,380           | 245,947         | 5.8%        | 4.2%                           | 12.4%             | 54,959           | 204,697         | 6.6%        |
| Total <sup>6</sup>                | 237                 | \$ 464.1         | 100.0% | 28 / 2,794                       | 25         | \$ 56.8    | 3.4%              | 9.0%              | \$ 72,392        | \$369,612       | 5.9%        | 3.8%                           | 10.8%             | \$ 60,855        | \$ 300,510      | 6.9%        |
| US National Average: <sup>4</sup> |                     |                  |        |                                  |            |            | 3.5%              | 9.3%              | 51,579           | 182,060         | 6.6%        | 3.5%                           | 9.3%              | 51,579           | 182,060         | 6.6%        |

## Geographical Operational Trends

| Fourth Quarter 2013 |            |                         |               | Year-Over-Year Same-Store |              |                             |                 |                 |                |      |      |
|---------------------|------------|-------------------------|---------------|---------------------------|--------------|-----------------------------|-----------------|-----------------|----------------|------|------|
| By Country          | Prop.      | Annual NOI <sup>2</sup> | %             | Unit Occupancy            |              | Monthly REVPOR <sup>6</sup> |                 | EBITDAR         |                | 4Q13 | 4Q12 |
|                     |            |                         |               | 4Q13                      | 4Q12         | 4Q13                        | 4Q12            | 4Q13            | 4Q12           |      |      |
| United States       | 225        | \$ 439.1                | 94.6%         | 91.6%                     | 91.7%        | \$ 5,537                    | \$ 5,314        | \$ 97.3         | \$ 92.0        |      |      |
| Canada              | 12         | 25.0                    | 5.4%          | 91.2%                     | 93.2%        | 7,501                       | 7,761           | 6.3             | 6.9            |      |      |
| <b>Total</b>        | <b>237</b> | <b>\$ 464.1</b>         | <b>100.0%</b> | <b>91.5%</b>              | <b>91.7%</b> | <b>\$ 5,640</b>             | <b>\$ 5,444</b> | <b>\$ 103.6</b> | <b>\$ 98.8</b> |      |      |

| By NOI Diversification    | Prop.      | Annual NOI <sup>2</sup> | %            | Unit Occupancy |              | Monthly REVPOR <sup>6</sup> |                 | EBITDAR        |                |
|---------------------------|------------|-------------------------|--------------|----------------|--------------|-----------------------------|-----------------|----------------|----------------|
|                           |            |                         |              | 4Q13           | 4Q12         | 4Q13                        | 4Q12            | 4Q13           | 4Q12           |
| Top 5 VTR Markets         | 69         | \$ 172.7                | 37.2%        | 91.7%          | 92.3%        | \$ 6,633                    | \$ 6,278        | \$40.2         | \$37.8         |
| 6-10 VTR Markets          | 35         | 68.0                    | 14.6%        | 89.8%          | 91.8%        | 5,663                       | 5,538           | 14.3           | 14.6           |
| 11-20 VTR Markets         | 49         | 96.5                    | 20.8%        | 93.2%          | 91.5%        | 5,585                       | 5,399           | 21.9           | 18.8           |
| <b>Top 20 VTR Markets</b> | <b>153</b> | <b>\$ 337.2</b>         | <b>72.7%</b> | <b>91.8%</b>   | <b>92.0%</b> | <b>\$ 6,087</b>             | <b>\$ 5,838</b> | <b>\$ 76.4</b> | <b>\$ 71.2</b> |

<sup>1</sup> Metropolitan statistical areas and census metropolitan areas, as defined by the United States and Canadian census bureaus, respectively.

<sup>2</sup> Annualized 4Q13 Ventas NOI assuming all events occurred at the beginning of the period.

<sup>3</sup> Construction data provided by NIC, reflects seniors housing properties under construction within three miles of Ventas seniors housing operating properties. NIC provides construction data for top 100 US markets; remaining data based on operator input.

<sup>4</sup> Demographic data provided by Nielsen and reflects 2014 projections, unless otherwise noted. Certain Canadian data is unavailable. Population growth reflects 2014-2019 Nielsen projections for US, 2013-2018 projections for Canada. Unemployment reflects 2014 Nielsen projections for US, December 2013 estimates for Canada.

<sup>5</sup> Total demographic data reflects weighted average for US markets in top 20 markets, based on annualized NOI. Canadian data is excluded from demographic totals due to incomplete information, but included in construction and NOI totals.

<sup>6</sup> REVPOR means revenue per occupied room.

Dollars in millions, except for rent data

## Operating Results<sup>1</sup>

|                                                                | Year-Over-Year Comparison |            |                |           |            |            |                                    |            |                               |            |
|----------------------------------------------------------------|---------------------------|------------|----------------|-----------|------------|------------|------------------------------------|------------|-------------------------------|------------|
|                                                                | Stabilized                |            | Non-Stabilized |           | Total      |            | Same-Store Stabilized <sup>2</sup> |            | Same-Store Total <sup>3</sup> |            |
|                                                                | 4Q13                      | 4Q12       | 4Q13           | 4Q12      | 4Q13       | 4Q12       | 4Q13                               | 4Q12       | 4Q13                          | 4Q12       |
| Number of properties:                                          | 291                       | 283        | 18             | 15        | 309        | 298        | 276                                | 276        | 289                           | 289        |
| Number of square feet: <sup>4</sup>                            | 15,386,634                | 14,738,456 | 1,301,291      | 1,266,305 | 16,687,925 | 16,004,761 | 14,398,223                         | 14,389,180 | 15,558,153                    | 15,548,927 |
| Occupancy, end of period:                                      | 91.5%                     | 91.9%      | 74.8%          | 75.0%     | 90.2%      | 90.5%      | 91.2%                              | 91.7%      | 90.0%                         | 90.4%      |
| Annualized average rent per occupied square foot: <sup>5</sup> | \$29                      | \$28       | \$32           | \$37      | \$29       | \$28       | \$28                               | \$28       | \$29                          | \$28       |
| Operating revenue:                                             | \$107.0                   | \$99.4     | \$7.7          | \$8.9     | \$114.6    | \$108.3    | \$96.9                             | \$98.5     | \$105.7                       | \$107.3    |
| Less expenses:                                                 | 35.3                      | 36.1       | 2.7            | 3.3       | 37.9       | 39.4       | 32.3                               | 35.8       | 35.0                          | 39.1       |
| Total NOI:                                                     | 71.7                      | 63.3       | 5.0            | 5.6       | 76.7       | 68.9       | 64.6                               | 62.7       | 70.7                          | 68.3       |
| Less Company's partners' share:                                | 3.3                       | 2.6        | 0.4            | 1.1       | 3.6        | 3.8        | 2.3                                | 2.6        | 3.6                           | 3.7        |
| Ventas NOI:                                                    | \$68.4                    | \$60.6     | \$4.6          | \$4.5     | \$73.1     | \$65.1     | \$62.3                             | \$60.1     | \$67.1                        | \$64.5     |
| Total NOI Margin:                                              | 67.0%                     | 63.7%      | 65.1%          | 62.7%     | 66.9%      | 63.6%      | 66.7%                              | 63.7%      | 66.9%                         | 63.6%      |

|                                                                | Sequential Quarter Comparison |            |                |           |            |            |                                    |            |                               |            |
|----------------------------------------------------------------|-------------------------------|------------|----------------|-----------|------------|------------|------------------------------------|------------|-------------------------------|------------|
|                                                                | Stabilized                    |            | Non-Stabilized |           | Total      |            | Same-Store Stabilized <sup>2</sup> |            | Same-Store Total <sup>3</sup> |            |
|                                                                | 4Q13                          | 3Q13       | 4Q13           | 3Q13      | 4Q13       | 3Q13       | 4Q13                               | 3Q13       | 4Q13                          | 3Q13       |
| Number of properties:                                          | 291                           | 291        | 18             | 17        | 309        | 308        | 285                                | 285        | 299                           | 299        |
| Number of square feet: <sup>4</sup>                            | 15,386,634                    | 15,378,132 | 1,301,291      | 1,264,093 | 16,687,925 | 16,642,225 | 14,949,133                         | 14,940,631 | 16,169,860                    | 16,161,175 |
| Occupancy, end of period:                                      | 91.5%                         | 91.4%      | 74.8%          | 75.4%     | 90.2%      | 90.2%      | 91.4%                              | 91.4%      | 90.2%                         | 90.2%      |
| Annualized average rent per occupied square foot: <sup>5</sup> | \$29                          | \$29       | \$32           | \$32      | \$29       | \$29       | \$28                               | \$28       | \$29                          | \$29       |
| Operating revenue:                                             | \$107.0                       | \$107.4    | \$7.7          | \$7.4     | \$114.6    | \$114.8    | \$101.8                            | \$102.8    | \$111.0                       | \$112.0    |
| Less expenses:                                                 | 35.3                          | 37.7       | 2.7            | 2.9       | 37.9       | 40.6       | 33.6                               | 36.1       | 36.4                          | 39.5       |
| Total NOI:                                                     | 71.7                          | 69.7       | 5.0            | 4.5       | 76.7       | 74.2       | 68.2                               | 66.7       | 74.6                          | 72.6       |
| Less Company's partners' share:                                | 3.3                           | 3.4        | 0.4            | 0.4       | 3.6        | 3.7        | 2.4                                | 2.5        | 3.6                           | 3.7        |
| Ventas NOI:                                                    | \$68.4                        | \$66.4     | \$4.6          | \$4.1     | \$73.1     | \$70.5     | \$65.8                             | \$64.2     | \$70.9                        | \$68.8     |
| Total NOI Margin:                                              | 67.0%                         | 64.9%      | 65.1%          | 60.6%     | 66.9%      | 64.7%      | 67.0%                              | 64.9%      | 67.2%                         | 64.8%      |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods. Except where indicated, includes de minimis partners' share.

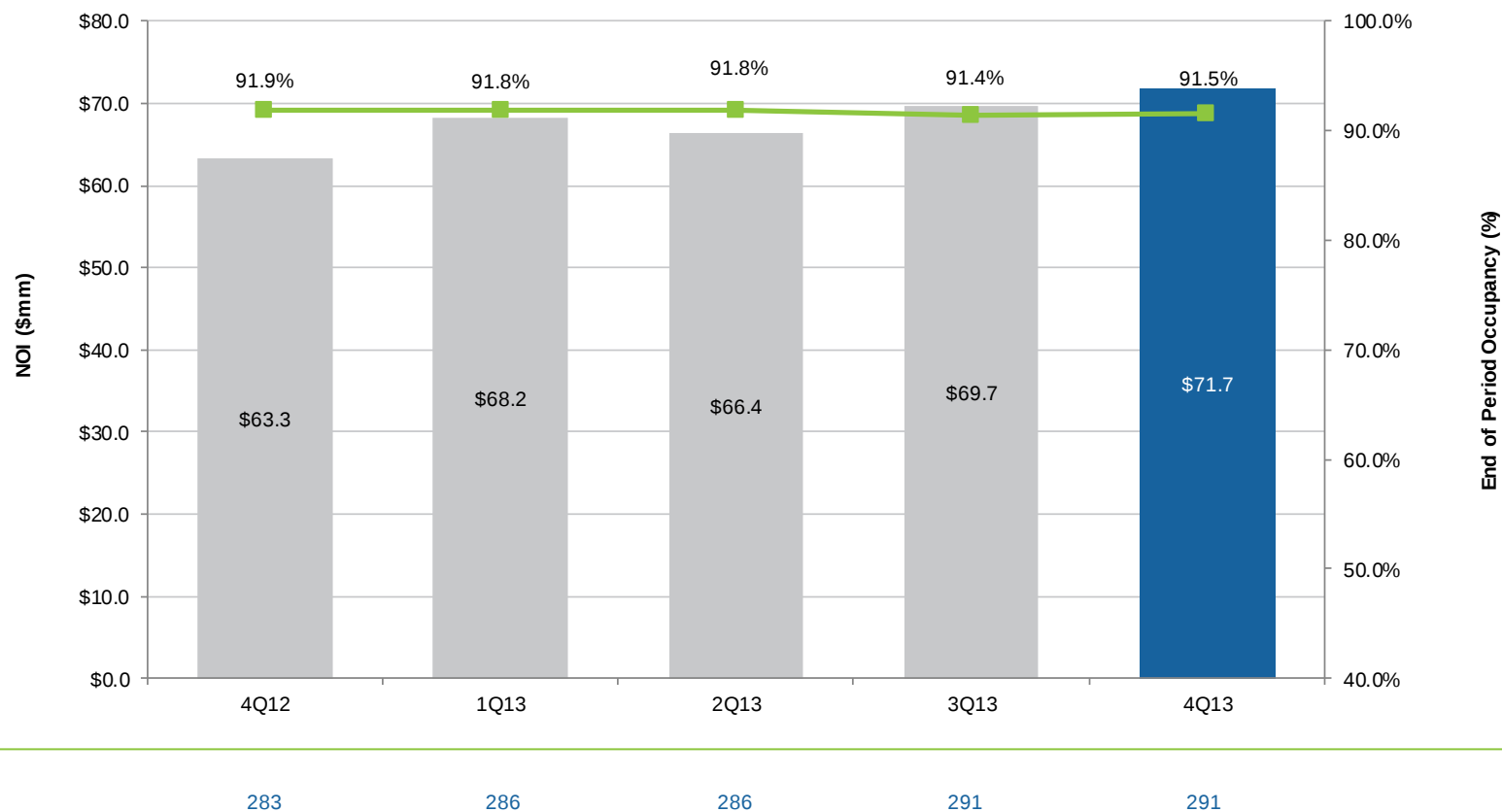
<sup>2</sup> Same-store stabilized means those properties that Ventas owned, consolidated, and classified as stabilized for the full period in both comparison periods.

<sup>3</sup> Same-store means those properties owned and consolidated by Ventas for the full period in both comparison periods.

<sup>4</sup> Number of square feet may vary due to BOMA re-measurement.

<sup>5</sup> Annualized average rent includes CAM recoveries.

## Stabilized NOI<sup>1</sup> and Occupancy Trends



<sup>1</sup> Total property NOI includes de minimis partner's share. Excludes discontinued operations for all periods.

Dollars in millions, except for rent data

## Health System Affiliation<sup>1</sup>

|                                          | MOB Portfolio Hospital System Affiliation |     |            |     |            |     |              |     | Affiliated Health System Credit Rating |     |           |     |
|------------------------------------------|-------------------------------------------|-----|------------|-----|------------|-----|--------------|-----|----------------------------------------|-----|-----------|-----|
|                                          | Total<br>Affiliated <sup>2</sup> %        |     | On-Campus  |     | Off-Campus |     |              |     | "A" or<br>Better                       | %   | Other     | %   |
|                                          |                                           |     | Affiliated | %   | Affiliated | %   | Unaffiliated | %   |                                        |     |           |     |
| Properties                               | 279                                       | 90% | 220        | 71% | 59         | 19% | 30           | 10% | 206                                    | 74% | 73        | 26% |
| Square Feet                              | 16,025,234                                | 96% | 13,618,200 | 82% | 2,407,034  | 14% | 662,691      | 4%  | 12,093,472                             | 75% | 3,931,762 | 25% |
| Occupancy                                | 90.2%                                     |     | 89.8%      |     | 92.9%      |     | 89.6%        |     | 90.3%                                  |     | 90.1%     |     |
| Annualized average rent PSF <sup>3</sup> | \$29                                      |     | \$29       |     | \$28       |     | \$27         |     | \$29                                   |     | \$28      |     |
| Revenue                                  | \$110.4                                   | 96% | \$94.2     | 82% | \$16.2     | 14% | \$4.3        | 4%  | \$84.6                                 | 77% | \$25.8    | 23% |
| Expenses                                 | 36.9                                      | 97% | 32.5       | 86% | 4.4        | 12% | 1.0          | 3%  | 28.7                                   | 78% | 8.2       | 22% |
| NOI                                      | \$73.4                                    | 96% | \$61.6     | 80% | \$11.8     | 15% | \$3.3        | 4%  | \$55.9                                 | 76% | \$17.5    | 24% |
| NOI Margin                               | 66.5%                                     |     | 65.4%      |     | 72.8%      |     | 76.6%        |     | 66.1%                                  |     | 68.0%     |     |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations. Includes partner's share.

<sup>2</sup> Affiliated properties defined as on-campus or off-campus assets with significant hospital sponsorship.

<sup>3</sup> Annualized average rent includes CAM recoveries.

# Company Redevelopment

Excellence.  
Sustained.™

Dollars in millions

| LEED                                                                              | Status <sup>1</sup> | Property Name                 | Ventas<br>Ownership | Property<br>Type <sup>2</sup> | Operator / Manager                   | MSA               | Capacity<br>Beds / Units / Sq. Ft. | Cost<br>To Date <sup>1</sup> | Total<br>Estimated<br>Cost <sup>3</sup> |
|-----------------------------------------------------------------------------------|---------------------|-------------------------------|---------------------|-------------------------------|--------------------------------------|-------------------|------------------------------------|------------------------------|-----------------------------------------|
| Senior Housing Operating Portfolio                                                |                     |                               |                     |                               |                                      |                   |                                    |                              |                                         |
|                                                                                   | Completed 4Q13      | Atria Hillcrest               | 100%                | SH                            | Atria Senior Living                  | Ventura, CA       | 138 units                          | \$8.3                        | \$9.5                                   |
|                                                                                   |                     |                               |                     |                               | <b>Total SHOP Completed</b>          |                   | <b>138 units</b>                   | <b>8.3</b>                   | <b>9.5</b>                              |
|  | Under Construction  | Atria East Northport          | 100%                | SH                            | Atria Senior Living                  | New York, NY      | 130 units                          | 0.8                          | 17.4                                    |
|                                                                                   | Under Construction  | Atria Marland Place           | 100%                | SH                            | Atria Senior Living                  | Boston, MA        | 127 units                          | 0.6                          | 19.0                                    |
|                                                                                   | Apartment Upgrades  | Sunrise of Huntcliff Summit I | 100%                | SH                            | Sunrise Senior Living                | Atlanta, GA       | 253 units                          | 4.5                          | 13.2                                    |
|                                                                                   |                     |                               |                     |                               | <b>Total SHOP Under Construction</b> |                   | <b>510 units</b>                   | <b>5.9</b>                   | <b>49.6</b>                             |
|  | Approved            | Atria Baypoint Village        | 100%                | SH                            | Atria Senior Living                  | Tampa, FL         | 231 units                          | 0.1                          | 2.4                                     |
|                                                                                   | Approved            | Atria Covell Gardens          | 100%                | SH                            | Atria Senior Living                  | Sacramento, CA    | 157 units                          | 0.1                          | 3.8                                     |
|                                                                                   | Approved            | Atria Crossroads Place        | 100%                | SH                            | Atria Senior Living                  | New London, CT    | 113 units                          | 0.4                          | 5.7                                     |
|  | Approved            | Atria Del Sol                 | 100%                | SH                            | Atria Senior Living                  | Los Angeles, CA   | 91 units                           | 0.6                          | 8.6                                     |
|                                                                                   | Approved            | Atria El Camino Gardens       | 100%                | SH                            | Atria Senior Living                  | Sacramento, CA    | 251 units                          | 0.6                          | 14.8                                    |
|                                                                                   | Approved            | Atria Montego Heights         | 100%                | SH                            | Atria Senior Living                  | San Francisco, CA | 156 units                          | 0.7                          | 15.9                                    |
|                                                                                   | Approved            | Atria Riverdale               | 100%                | SH                            | Atria Senior Living                  | New York, NY      | 194 units                          | 1.5                          | 14.2                                    |
|                                                                                   | Approved            | Atria Sunnyvale               | 100%                | SH                            | Atria Senior Living                  | San Jose, CA      | 119 units                          | 0.1                          | 3.8                                     |
|                                                                                   | Approved            | Atria Woodbriar Terrace       | 100%                | SH                            | Atria Senior Living                  | Cape Cod, MA      | 99 units                           | 0.2                          | 20.4                                    |
|                                                                                   |                     |                               |                     |                               | <b>Total SHOP Approved</b>           |                   | <b>1,411 units</b>                 | <b>4.3</b>                   | <b>89.6</b>                             |
|                                                                                   |                     |                               |                     |                               | <b>Total SHOP Redevelopment</b>      |                   | <b>2,059 units</b>                 | <b>\$18.5</b>                | <b>\$148.8</b>                          |
| Triple-Net Leased Portfolio                                                       |                     |                               |                     |                               |                                      |                   |                                    |                              |                                         |
|                                                                                   | Completed 4Q13      | Sterling House of Davison     | 100%                | SH                            | Brookdale Senior Living              | Flint, MI         | 30 units                           | \$2.5                        | \$2.5                                   |
|                                                                                   |                     |                               |                     |                               | <b>Total NNN Completed</b>           |                   | <b>30 units</b>                    | <b>2.5</b>                   | <b>2.5</b>                              |
|                                                                                   | Under Construction  | Touchstone Recovery           | 100%                | H                             | Nexus Systems                        | Houston, TX       | 64 beds                            | 3.5                          | 8.5                                     |
|                                                                                   | Under Construction  | The Atrium San Jose           | 100%                | SH                            | Brookdale Senior Living              | San Jose, CA      | 297 units                          | 1.6                          | 13.5                                    |
|                                                                                   |                     |                               |                     |                               | <b>Total NNN Under Construction</b>  |                   | <b>361 beds / units</b>            | <b>5.1</b>                   | <b>22.0</b>                             |
|                                                                                   | Approved            | Edina Park Plaza              | 100%                | SH                            | Brookdale Senior Living              | Minneapolis, MN   | 228 units                          | 0.0                          | 22.2                                    |
|                                                                                   | Approved            | Skilled Nursing of Tacoma     | 100%                | SN                            | Avamere Companies                    | Seattle, WA       | 102 beds                           | 0.0                          | 2.4                                     |
|                                                                                   |                     |                               |                     |                               | <b>Total NNN Approved</b>            |                   | <b>330 beds / units</b>            | <b>0.0</b>                   | <b>24.6</b>                             |
|                                                                                   |                     |                               |                     |                               | <b>Total NNN Redevelopment</b>       |                   | <b>721 beds / units</b>            | <b>\$7.6</b>                 | <b>\$49.1</b>                           |
|                                                                                   |                     |                               |                     |                               | <b>Total Redevelopment</b>           |                   | <b>2,780 beds / units</b>          | <b>\$26.1</b>                | <b>\$197.9</b>                          |



Seeking LEED certification

<sup>1</sup> As of quarter end.

<sup>2</sup> H=Hospital, MOB = Medical Office Building, SH=Senior Housing, SNF=Skilled Nursing

<sup>3</sup> Totals may not add due to rounding. Amount reflects 100% of the total estimated project costs.

Dollars in millions

| LEED                        | Status <sup>1</sup> | Property Name           | Ventas<br>Ownership | Property<br>Type <sup>2</sup> | Operator / Manager                            | MSA           | Capacity<br>Beds / Units / sq. ft. | Cost<br>To Date <sup>1,3</sup> | Total<br>Estimated<br>Cost <sup>3</sup> |
|-----------------------------|---------------------|-------------------------|---------------------|-------------------------------|-----------------------------------------------|---------------|------------------------------------|--------------------------------|-----------------------------------------|
| Triple-Net Leased Portfolio |                     |                         |                     |                               |                                               |               |                                    |                                |                                         |
|                             | Under Construction  | Keizer Memory Care      | 100%                | SH                            | Avamere Companies                             | Salem, OR     | 48 beds                            | \$0.1                          | \$8.0                                   |
|                             |                     |                         |                     |                               | Total NNN Under Construction                  |               | 48 beds                            | 0.1                            | 8.0                                     |
|                             | Approved            | Scottsdale Memory Care  | 100%                | SH                            | Koelsch Senior Communities Phoenix, AZ        |               | 42 units                           | 0.0                            | 9.6                                     |
|                             |                     |                         |                     |                               | Total NNN Approved                            |               | 42 units                           | 0.0                            | 9.6                                     |
|                             |                     |                         |                     |                               | Total NNN New Development                     |               | 90 beds / units                    | \$0.1                          | \$17.6                                  |
| Medical Office Portfolio    |                     |                         |                     |                               |                                               |               |                                    |                                |                                         |
|                             | Under Construction  | Norton Jefferson Clinic | 100%                | MOB                           | Lillibridge Healthcare Service Louisville, KY |               | 1 story / 12,928 sq. ft.           | \$0.6                          | \$2.7                                   |
|                             | Under Construction  | NorthBay                | 99%                 | MOB                           | NexCore Group                                 | Fairfield, CA | 2 stories / 35,000 sq. ft.         | 5.3                            | 13.9                                    |
|                             |                     |                         |                     |                               | Total MOB Under Construction                  |               | 47,928 Sq. Ft.                     | \$5.9                          | \$16.6                                  |
|                             |                     |                         |                     |                               | Total MOB New Development                     |               | 47,928 Sq. Ft.                     | \$5.9                          | \$16.6                                  |
|                             |                     |                         |                     |                               | Total New Development                         |               | 90 beds / units & 47,928 sq. ft.   | \$6.0                          | \$34.2                                  |
|                             |                     |                         |                     |                               | Total Redevelopment                           |               | 2,780 beds / units                 | \$26.1                         | \$197.9                                 |
|                             |                     |                         |                     |                               | Total New Development & Redevelopment         |               | 2,870 beds/units & 47,928 sq. ft.  | \$32.1                         | \$232.2                                 |

<sup>1</sup> As of quarter end.

<sup>2</sup> H=Hospital, MOB = Medical Office Building, SH=Senior Housing, SNF=Skilled Nursing

<sup>3</sup> Totals may not add due to rounding. Amount reflects 100% of the total estimated project costs.

Dollars in thousands

## Capital Expenditures for Full Year 2013<sup>1</sup>

|                                              | Seniors Housing -<br>Operating | Medical Office  | Triple-Net      | Total            |
|----------------------------------------------|--------------------------------|-----------------|-----------------|------------------|
| Routine & Non-Routine                        | \$47,108                       | \$9,891         | \$9,359         | \$66,358         |
| Revenue Enhancing                            | 24,190                         | —               | 25,569          | 49,759           |
| Development                                  | 20,323                         | 20,929          | 4,731           | 45,983           |
| Tenant Improvements                          | —                              | 15,256          | —               | 15,256           |
| Third Party Leasing Commissions <sup>2</sup> | —                              | 4,194           | 1,846           | 6,040            |
| <b>Total</b>                                 | <b>\$91,621</b>                | <b>\$50,270</b> | <b>\$41,505</b> | <b>\$183,396</b> |

## Capital Expenditures for 4th Quarter 2013<sup>1</sup>

|                                              | Seniors Housing -<br>Operating | Medical Office  | Triple-Net     | Total           |
|----------------------------------------------|--------------------------------|-----------------|----------------|-----------------|
| Routine & Non-Routine                        | \$21,405                       | \$3,288         | \$2,292        | \$26,985        |
| Revenue Enhancing                            | 6,227                          | —               | 7,057          | 13,284          |
| Development                                  | 3,377                          | 4,373           | 2              | 7,752           |
| Tenant Improvements                          | —                              | 3,996           | —              | 3,996           |
| Third Party Leasing Commissions <sup>2</sup> | —                              | 1,429           | —              | 1,429           |
| <b>Total</b>                                 | <b>\$31,009</b>                | <b>\$13,085</b> | <b>\$9,350</b> | <b>\$53,444</b> |

<sup>1</sup> Totals may not add due to rounding. Excludes discontinued operations for all periods.

<sup>2</sup> Total cash paid for leasing commissions included in the change in other assets on the quarterly consolidated statement of cash flows; includes first generation leasing commissions related to developments.

## Portfolio Data

**505** Properties Registered with ENERGY STAR™

**124** ENERGY STAR Labels

**11** Properties Built to LEED Standards

**3** LEED Projects in Development

## ENERGY STAR Building Certifications in 4th Quarter 2013

| Property Name                     | Property Type   | MSA              |
|-----------------------------------|-----------------|------------------|
| Atria Forest Lake                 | Seniors Housing | Columbia, SC     |
| Atria San Pablo                   | Seniors Housing | Jacksonville, FL |
| Atria Sutton                      | Seniors Housing | Las Vegas, NV    |
| Sunrise of Canyon Crest           | Seniors Housing | Riverside, CA    |
| Sunrise of Yorba Linda            | Seniors Housing | Los Angeles, CA  |
| Sunrise of Scottsdale             | Seniors Housing | Phoenix, AZ      |
| Saddleback Valley Medical Center  | Medical Office  | Los Angeles, CA  |
| Appleton Medical Offices South    | Medical Office  | Appleton, WI     |
| Copperfield Medical Mall          | Medical Office  | Charlotte, NC    |
| Medical Arts Center of Orangeburg | Medical Office  | Orangeburg, SC   |
| Augusta POB I                     | Medical Office  | Augusta, GA      |
| East Jefferson Medical Plaza      | Medical Office  | New Orleans, LA  |
| East Jefferson MOB                | Medical Office  | New Orleans, LA  |
| East Side Physicians Center       | Medical Office  | Atlanta, GA      |
| Mansfield MOB                     | Medical Office  | Dallas, TX       |
| East Houston MOB                  | Medical Office  | Houston, TX      |
| Borgess Plainwell                 | Medical Office  | Holland, MI      |
| Borgess Visiting Nurses           | Medical Office  | Kalamazoo, MI    |
| Desert Medical Pavilion           | Medical Office  | Phoenix, AZ      |
| Heart Center Building             | Medical Office  | Kalamazoo, MI    |
| Medical Park Tower                | Medical Office  | Austin, TX       |
| St. Joseph's Medical Building     | Medical Office  | Kansas City, MO  |

*Atria Woodbriar Place*



### Woodbriar Place - LEED Attributes

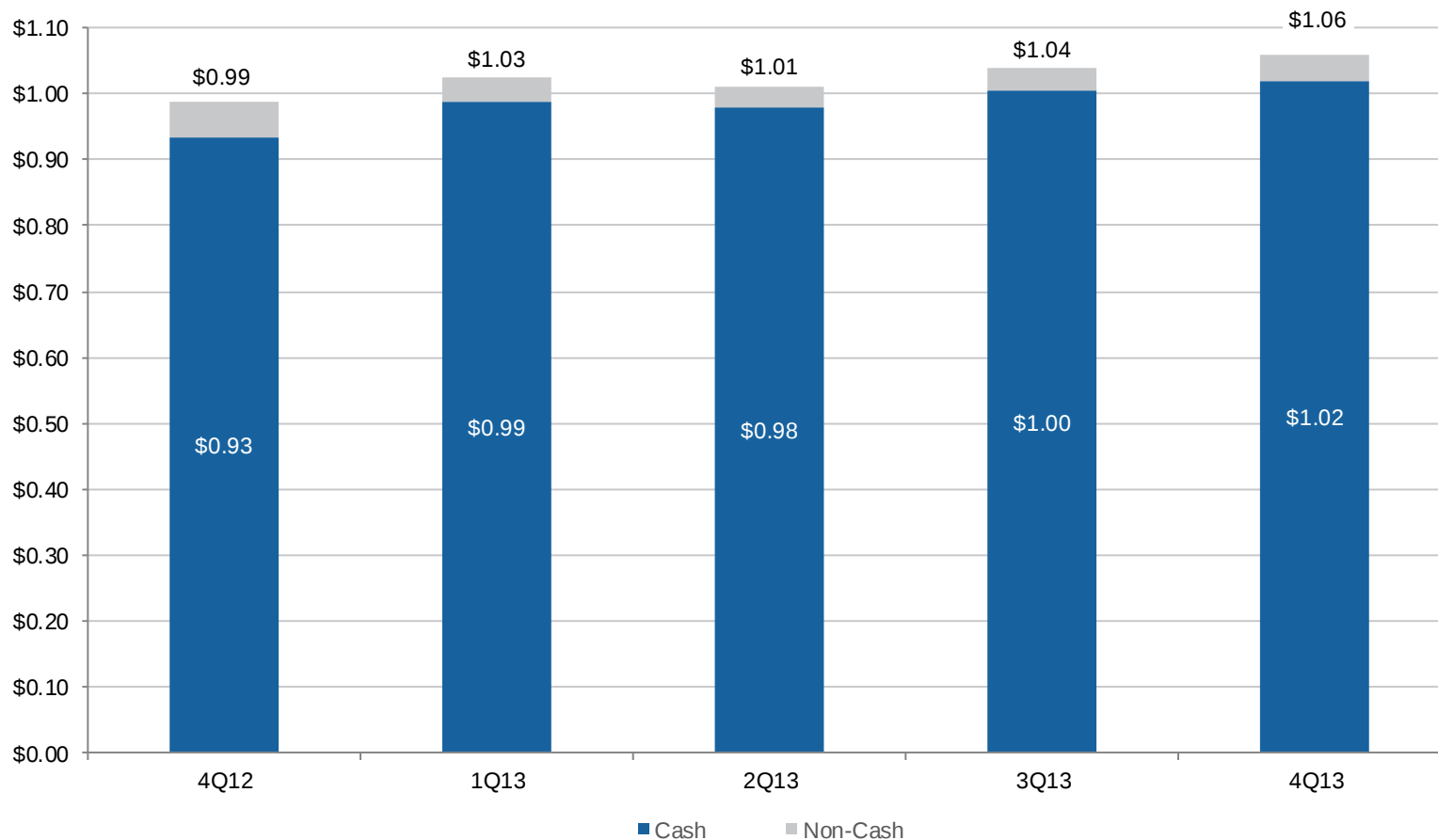
- Super-insulated building
- Solar power-generated energy
- Energy-efficient lighting
- ENERGY STAR appliances
- Water-efficient plumbing fixtures
- High-efficiency heating and cooling systems
- Environmentally friendly paints, carpets and wood

## New LEED Building Certifications in 4th Quarter 2013

| Property Name                   | Property Type   | MSA               |
|---------------------------------|-----------------|-------------------|
| Eden II Medical Center (Silver) | Medical Office  | San Francisco, CA |
| Atria Woodbriar Place (Gold)    | Seniors Housing | Barnstable, MA    |



## Historical Normalized FFO/Share<sup>1</sup>



<sup>1</sup> See Ventas's most recent periodic report filed with the SEC for a definition of normalized FFO and page 23 for a reconciliation of normalized FFO to net income attributable to common stockholders.

Dollars in thousands, except per share amounts

## FFO Reconciliation Including and Excluding Non-Cash Items for FY12, FY13 and FY14E<sup>1,2</sup>

|                                                                       |            |              |            |            |            |            |              | Tentative Estimates<br>Preliminary and<br>Subject to Change |                   |              | YOY               |
|-----------------------------------------------------------------------|------------|--------------|------------|------------|------------|------------|--------------|-------------------------------------------------------------|-------------------|--------------|-------------------|
|                                                                       | 2012       |              | 2013       |            |            |            |              | YOY<br>Growth                                               | FY2014 - Guidance |              | YOY<br>Growth (2) |
|                                                                       | Q4         | FY           | Q1         | Q2         | Q3         | Q4         | FY           |                                                             | Low               | High         | '13-'14E          |
| Net income attributable to common stockholders                        | \$ 86,267  | \$ 362,800   | \$ 112,193 | \$ 114,580 | \$ 118,296 | \$ 108,440 | \$ 453,509   |                                                             | \$ 485,811        | \$ 516,601   |                   |
| Net income attributable to common stockholders per share              | \$ 0.29    | \$ 1.23      | \$ 0.38    | \$ 0.39    | \$ 0.40    | \$ 0.37    | \$ 1.54      |                                                             | \$ 1.64           | \$ 1.74      |                   |
| Adjustments:                                                          |            |              |            |            |            |            |              |                                                             |                   |              |                   |
| Depreciation and amortization on real estate assets                   | 180,158    | 710,082      | 174,091    | 170,106    | 175,585    | 196,514    | 716,296      |                                                             | 760,786           | 750,786      |                   |
| Depreciation on real estate assets related to noncontrolling interest | (2,435)    | (8,503)      | (2,502)    | (2,617)    | (2,719)    | (2,674)    | (10,512)     |                                                             | (9,705)           | (11,705)     |                   |
| Depreciation on real estate assets related to unconsolidated entities | 1,510      | 7,516        | 1,646      | 1,622      | 1,634      | 1,641      | 6,543        |                                                             | 6,501             | 5,501        |                   |
| Gain on re-measurement of equity interest upon acquisition, net       | —          | (16,645)     | (1,241)    | —          | —          | —          | (1,241)      |                                                             | —                 | —            |                   |
| Discontinued operations:                                              |            |              |            |            |            |            |              |                                                             |                   |              |                   |
| Gain on real estate dispositions, net                                 | (1,804)    | (80,952)     | (477)      | (1,718)    | (488)      | (1,376)    | (4,059)      |                                                             | 1,000             | (1,000)      |                   |
| Depreciation and amortization on real estate assets                   | 20,321     | 50,269       | 11,574     | 22,468     | 11,360     | 2,520      | 47,922       |                                                             | 1,000             | 3,000        |                   |
| Subtotal: FFO add-backs                                               | 197,750    | 661,767      | 183,091    | 189,861    | 185,372    | 196,625    | 754,949      |                                                             | 759,582           | 746,582      |                   |
| Subtotal: FFO add-backs per share                                     | \$ 0.67    | \$ 2.25      | \$ 0.62    | \$ 0.64    | \$ 0.63    | \$ 0.66    | \$ 2.56      |                                                             | \$ 2.56           | \$ 2.52      |                   |
| FFO                                                                   | \$ 284,017 | \$ 1,024,567 | \$ 295,284 | \$ 304,441 | \$ 303,668 | \$ 305,065 | \$ 1,208,458 | 18%                                                         | \$ 1,245,393      | \$ 1,263,183 | 4%                |
| FFO per share                                                         | \$ 0.96    | \$ 3.48      | \$ 1.00    | \$ 1.03    | \$ 1.03    | \$ 1.03    | \$ 4.09      | 18%                                                         | \$ 4.20           | \$ 4.26      | 3%                |
| Adjustments:                                                          |            |              |            |            |            |            |              |                                                             |                   |              |                   |
| Merger-related expenses and deal costs                                | 13,617     | 63,183       | 4,262      | 6,592      | 6,209      | 4,497      | 21,560       |                                                             | 10,000            | 20,000       |                   |
| Income tax (benefit) expense                                          | (3,555)    | (6,286)      | 1,744      | (12,064)   | (2,780)    | 1,272      | (11,828)     |                                                             | 16,000            | 13,000       |                   |
| (Gain) loss on extinguishment of debt                                 | (699)      | 37,640       | —          | (873)      | (189)      | 2,110      | 1,048        |                                                             | 5,000             | (1,000)      |                   |
| Change in fair value of financial instruments                         | (52)       | 99           | 25         | —          | —          | 424        | 449          |                                                             | —                 | —            |                   |
| Amortization of other intangibles                                     | 255        | 1,022        | 256        | 255        | 256        | 255        | 1,022        |                                                             | 1,522             | 522          |                   |
| Subtotal: normalized FFO add-backs                                    | 9,566      | 95,658       | 6,287      | (6,090)    | 3,496      | 8,558      | 12,251       |                                                             | 32,522            | 32,522       |                   |
| Subtotal: normalized FFO add-backs per share                          | \$ 0.03    | \$ 0.32      | \$ 0.02    | \$ (0.02)  | \$ 0.01    | \$ 0.03    | \$ 0.04      |                                                             | \$ 0.11           | \$ 0.11      |                   |
| Normalized FFO                                                        | \$ 293,583 | \$ 1,120,225 | \$ 301,571 | \$ 298,351 | \$ 307,164 | \$ 313,623 | \$ 1,220,709 | 9%                                                          | \$ 1,277,915      | \$ 1,295,705 | 5%                |
| Normalized FFO per share                                              | \$ 0.99    | \$ 3.80      | \$ 1.03    | \$ 1.01    | \$ 1.04    | \$ 1.06    | \$ 4.14      | 9%                                                          | \$ 4.31           | \$ 4.37      | 5%                |
| Non-cash items included in normalized FFO:                            |            |              |            |            |            |            |              |                                                             |                   |              |                   |
| Amortization of deferred revenue and lease intangibles, net           | (4,153)    | (17,118)     | (3,310)    | (3,693)    | (4,156)    | (4,634)    | (15,793)     |                                                             | (15,525)          | (17,025)     |                   |
| Other non-cash amortization, including fair value of debt             | (8,617)    | (39,943)     | (5,329)    | (4,072)    | (3,975)    | (3,369)    | (16,745)     |                                                             | (6,868)           | (7,368)      |                   |
| Stock-based compensation                                              | 4,255      | 20,784       | 5,662      | 5,138      | 4,210      | 5,643      | 20,653       |                                                             | 20,200            | 24,200       |                   |
| Straight-lining of rental income, net                                 | (7,330)    | (24,042)     | (7,865)    | (6,465)    | (6,835)    | (9,375)    | (30,540)     |                                                             | (28,693)          | (30,193)     |                   |
| Subtotal: non-cash items included in normalized FFO                   | (15,845)   | (60,319)     | (10,842)   | (9,092)    | (10,756)   | (11,735)   | (42,425)     |                                                             | (30,886)          | (30,386)     |                   |
| Subtotal: normalized FFO add-backs per share                          | \$ (0.05)  | \$ (0.20)    | \$ (0.04)  | \$ (0.03)  | \$ (0.04)  | \$ (0.04)  | \$ (0.14)    |                                                             | \$ (0.10)         | \$ (0.10)    |                   |
| Normalized FFO, excluding non-cash items                              | \$ 277,738 | \$ 1,059,906 | \$ 290,729 | \$ 289,259 | \$ 296,408 | \$ 301,888 | \$ 1,178,284 | 11%                                                         | \$ 1,247,029      | \$ 1,265,319 | 7%                |
| Normalized FFO per share, excluding non-cash items                    | \$ 0.93    | \$ 3.60      | \$ 0.99    | \$ 0.98    | \$ 1.00    | \$ 1.02    | \$ 3.99      | 11%                                                         | \$ 4.21           | \$ 4.27      | 6%                |
| Weighted average diluted shares                                       | 297,089    | 294,488      | 293,924    | 295,123    | 295,190    | 296,047    | 295,110      |                                                             | 296,500           | 296,500      |                   |

<sup>1</sup> The Company's guidance constitutes forward-looking statements within the meaning of the federal securities laws and is based on a number of assumptions that are subject to change and many of which are outside the control of the Company. Actual results may differ materially from the Company's expectations depending on factors discussed in the Company's filings with the Securities and Exchange Commission.

<sup>2</sup> Totals and per share amounts may not add due to rounding. Per share quarterly amounts may not add to annual per share amounts due to material changes in the Company's weighted average diluted share count, if any.

<sup>3</sup> 2013-2014E growth assumes the midpoint of 2014 guidance.

Dollars in thousands, except per share amounts

## Capitalization

|                                                    | As of or for the Quarter Ended December 31, 2013 |                      | As of or for the Quarter Ended September 30, 2013 |                      |
|----------------------------------------------------|--------------------------------------------------|----------------------|---------------------------------------------------|----------------------|
| <b>Debt<sup>1</sup></b>                            |                                                  |                      |                                                   |                      |
| Revolving credit facility                          |                                                  | \$ 376,343           |                                                   | \$ 447,970           |
| Senior notes and term loans                        |                                                  | 6,412,908            |                                                   | 6,093,923            |
| Mortgage and other debt                            |                                                  | 2,575,741            |                                                   | 2,871,425            |
| Total debt                                         |                                                  | <u>9,364,992</u>     |                                                   | <u>9,413,318</u>     |
| <b>Enterprise Value</b>                            |                                                  |                      |                                                   |                      |
| Total debt                                         | \$                                               | 9,364,992            | \$                                                | 9,413,318            |
| Cash, including cash escrows pertaining to debt    |                                                  | <u>(123,591)</u>     |                                                   | <u>(86,352)</u>      |
| Net debt                                           | \$                                               | <u>9,241,401</u>     | \$                                                | <u>9,326,966</u>     |
|                                                    |                                                  |                      |                                                   |                      |
|                                                    | <u>Number of<br/>Shares (in 000s)</u>            | <u>Closing Price</u> | <u>Number of<br/>Shares (in 000s)</u>             | <u>Closing Price</u> |
| Common Stock                                       | 294,188                                          |                      | 293,628                                           |                      |
| Redeemable OP Unitholder Interests                 | <u>1,929</u>                                     |                      | <u>1,810</u>                                      |                      |
|                                                    | 296,117                                          | \$ 57.28             | 295,438                                           | \$ 61.50             |
|                                                    |                                                  | <u>16,961,582</u>    |                                                   | <u>18,169,437</u>    |
|                                                    |                                                  |                      |                                                   |                      |
| Enterprise Value <sup>2</sup>                      |                                                  | <u>\$ 26,326,574</u> |                                                   | <u>\$ 27,582,755</u> |
| <b>Credit Statistics</b>                           |                                                  |                      |                                                   |                      |
| Debt / Enterprise Value                            |                                                  | 36%                  |                                                   | 34%                  |
| Secured Debt / Enterprise Value                    |                                                  | 10%                  |                                                   | 10%                  |
| Net Debt / Adjusted Pro Forma EBITDA <sup>3</sup>  |                                                  | 5.5x                 |                                                   | 5.6x                 |
|                                                    |                                                  |                      |                                                   |                      |
| Adjusted Pro Forma EBITDA, annualized <sup>3</sup> | \$                                               | 1,666,072            | \$                                                | 1,665,732            |

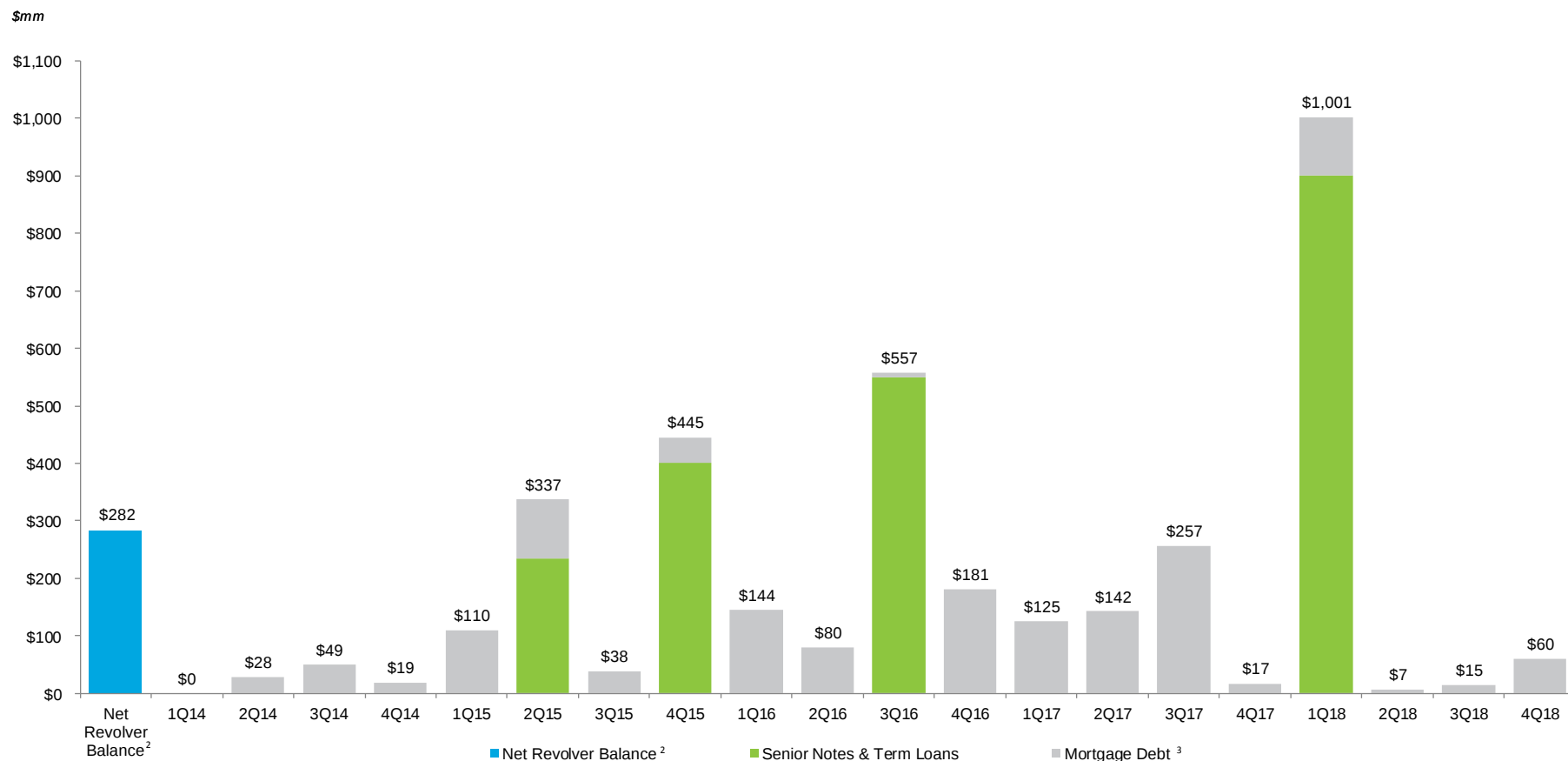
<sup>1</sup>Debt balances are net of discounts and fair market value adjustment.

<sup>2</sup>Total debt plus total equity.

<sup>3</sup>See page 31 for a reconciliation of adjusted pro forma EBITDA to net income attributable to common stockholders.

Dollars in millions

## Debt Maturity Schedule<sup>1</sup>



<sup>1</sup> Data as of December 31, 2013. Excludes normal monthly principal amortization and Ventas share of unconsolidated debt.

<sup>2</sup> Revolver balance net of \$94.8 million of cash on hand.

<sup>3</sup> Excludes \$13.1 million of mortgage debt on assets held for sale that matures in 2Q17.

Dollars in thousands, except per share amounts

## Debt Maturities and Scheduled Principal Amortization

|                     | Revolving Credit Facility and Variable Rate Term Loans |                   | Senior Notes        |                   | Mortgage Debt and Other |                     | Total Debt             |                     | Debt as a % of Enterprise Value |
|---------------------|--------------------------------------------------------|-------------------|---------------------|-------------------|-------------------------|---------------------|------------------------|---------------------|---------------------------------|
| Period              | Amount                                                 | Rate <sup>1</sup> | Amount              | Rate <sup>1</sup> | Amount <sup>2,3</sup>   | Rate <sup>1,4</sup> | Amount                 | Rate <sup>1,4</sup> |                                 |
| 2014                | \$ —                                                   | —                 | \$ —                | —                 | \$ 141,609              | 5.8%                | \$ 141,609             | 5.8%                | 0.5%                            |
| 2015                | —                                                      | —                 | 634,420             | 4.2%              | 336,251                 | 6.0%                | 970,671                | 4.8%                | 3.7%                            |
| 2016                | —                                                      | —                 | 550,000             | 1.6%              | 444,625                 | 5.4%                | 994,625                | 3.3%                | 3.8%                            |
| 2017                | —                                                      | —                 | —                   | —                 | 562,036                 | 6.0%                | 562,036                | 6.0%                | 2.1%                            |
| 2018                | 576,343 <sup>5</sup>                                   | 1.2%              | 700,000             | 2.0%              | 197,942                 | 5.8%                | 1,474,285 <sup>5</sup> | 2.2%                | 5.6%                            |
| 2019                | 800,702                                                | 1.4%              | 600,000             | 4.0%              | 419,133                 | 5.9%                | 1,819,835              | 3.3%                | 6.9%                            |
| 2020                | —                                                      | —                 | 500,000             | 2.7%              | 11,058                  | 6.0%                | 511,058                | 2.8%                | 1.9%                            |
| 2021                | —                                                      | —                 | 700,000             | 4.8%              | 49,999                  | 5.5%                | 749,999                | 4.8%                | 2.8%                            |
| 2022                | —                                                      | —                 | 1,100,000           | 3.8%              | 5,084                   | 5.4%                | 1,105,084              | 3.8%                | 4.2%                            |
| 2023                | —                                                      | —                 | —                   | —                 | 33,521                  | 4.2%                | 33,521                 | 4.2%                | 0.1%                            |
| 2024 and thereafter | —                                                      | —                 | 634,123             | 5.7%              | 323,631                 | 5.1%                | 957,754                | 5.5%                | 3.6%                            |
| Subtotal            | 1,377,045                                              | 1.3%              | 5,418,543           | 3.7%              | 2,524,889               | 5.7%                | 9,320,477              | 3.9% <sup>4</sup>   |                                 |
| Note Discounts      |                                                        |                   | (25,096)            |                   |                         |                     | (25,096)               |                     |                                 |
| Fair Market Value   |                                                        |                   | 18,760              |                   | 50,851                  |                     | 69,611                 |                     |                                 |
| Total               | <u>\$ 1,377,045</u>                                    |                   | <u>\$ 5,412,206</u> |                   | <u>\$ 2,575,740</u>     |                     | <u>\$ 9,364,992</u>    |                     |                                 |
| Weighted Average    |                                                        |                   |                     |                   |                         |                     |                        |                     |                                 |
| Maturity in Years   | <u>4.7</u>                                             |                   | <u>8.2</u>          |                   | <u>5.5</u>              |                     | <u>6.9</u>             |                     |                                 |

## Debt Composition

|                                          | December 31, 2013   |                     |            |
|------------------------------------------|---------------------|---------------------|------------|
|                                          | Amount              | Rate <sup>1,4</sup> | % of Total |
| Fixed Rate Debt                          |                     |                     |            |
| Senior Notes                             | \$ 5,418,543        | 3.7%                | 58.1%      |
| Mortgage Debt and Other                  | 2,155,155           | 6.0%                | 23.1%      |
| Total Fixed Rate Debt                    | 7,573,698           | 4.3%                | 81.2%      |
| Variable Rate Debt                       |                     |                     |            |
| Revolving Credit Facility and Term Loans | 1,377,045           | 1.3%                | 14.8%      |
| Mortgage Debt                            | 369,734             | 1.7%                | 4.0%       |
| Total Variable Rate Debt                 | 1,746,779           | 1.4%                | 18.7%      |
| Total Debt                               | <u>\$ 9,320,477</u> | 3.8%                | 100.0%     |

<sup>1</sup> Rates are based on the cash interest paid on the outstanding debt and do not include amortization of discounts, fair market value or debt costs.

<sup>2</sup> The Company's joint venture and operating partners' pro rata share of consolidated mortgage debt is approximately \$174.5 million.

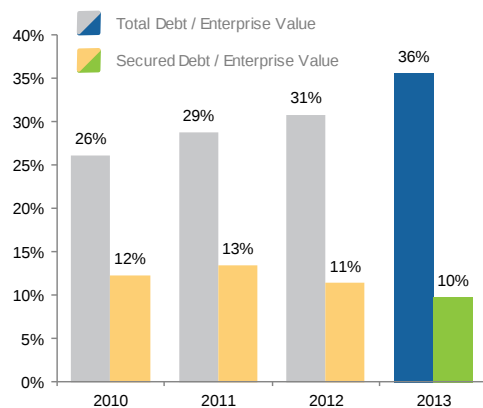
<sup>3</sup> Excludes \$13.1 million of mortgage debt on assets held for sale that matures in 2Q17.

<sup>4</sup> The weighted average rate by year assumes the current interest rate swaps are not renewed and the interest rate returns to the face amount. The weighted average rate as of December 31, 2013 includes the effective rate of the swap.

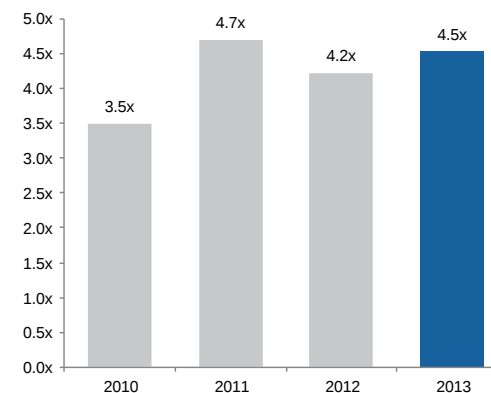
<sup>5</sup> The revolving credit facility may be extended for an additional period of one year at the Company's option, subject to the satisfaction of certain conditions.

## Historical Credit Statistics

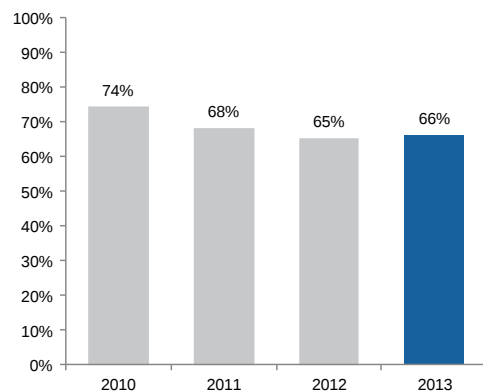
### Leverage



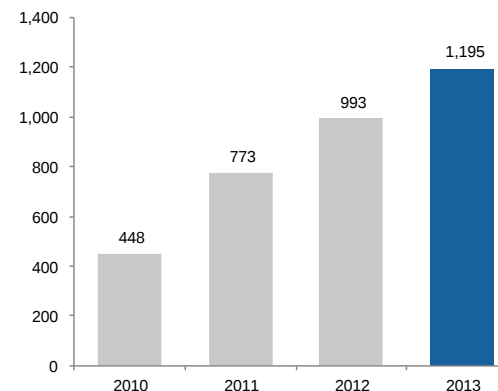
### Fixed Charge Coverage



### Dividend Payout Ratio



### Cash Flow From Operations (\$ millions)



Current Ratings of Baa1 (Moody's), BBB+ (S&P) and BBB+ (Fitch)

## Debt Covenants

| Revolving Credit Facility                    |                      |          |
|----------------------------------------------|----------------------|----------|
|                                              | Required             | 12/31/13 |
| Total Indebtedness / Gross Asset Value       | Not greater than 60% | 38%      |
| Secured Debt / Gross Asset Value             | Not greater than 30% | 11%      |
| Unsecured Debt / Unencumb. Gross Asset Value | Not greater than 60% | 37%      |
| Fixed Charge Coverage                        | Not less than 1.5x   | 4.5x     |

| Senior Notes                            |                      |          |
|-----------------------------------------|----------------------|----------|
|                                         | Required             | 12/31/13 |
| Incurrence of Debt                      | Not greater than 60% | 38%      |
| Incurrence of Secured Debt              | Not greater than 50% | 10%      |
| Maintenance of Unencumbered Assets      | Not less than 150%   | 290%     |
| Consolidated EBITDA to Interest Expense | Not less than 1.5x   | 5.2x     |

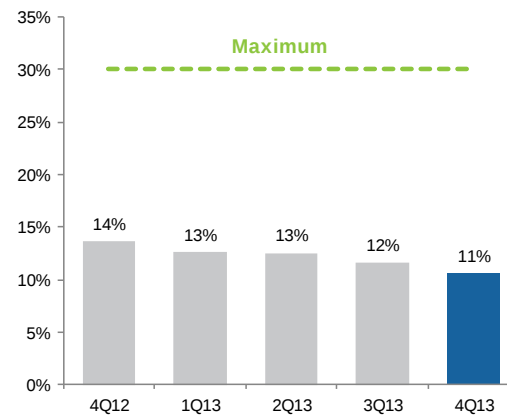


## Revolver Covenants

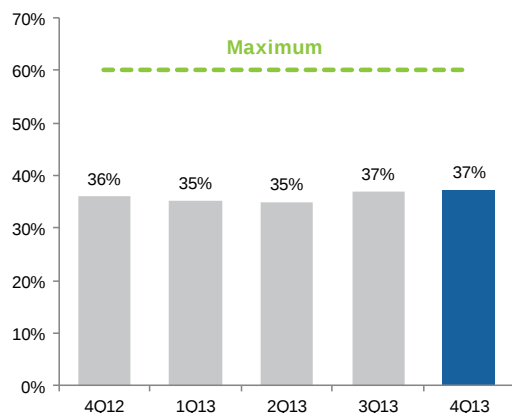
Total Indebtedness / Gross Asset Value



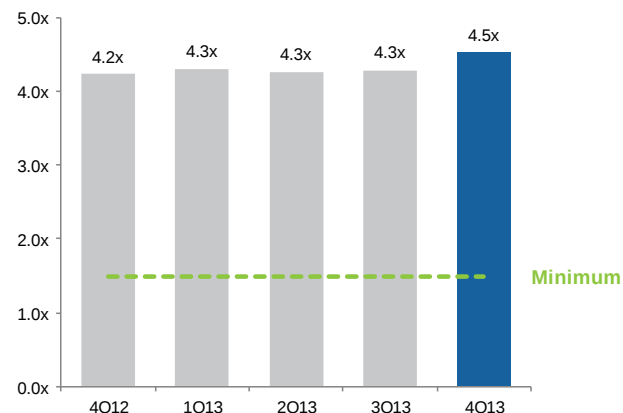
Secured Debt / Gross Asset Value



Unsecured Debt / Unencumbered Gross Asset Value



Fixed Charge Coverage



Dollars in thousands

## Non-GAAP Financial Measures Reconciliation<sup>1,2</sup>

### NOI by Segment

|                                                          | 2013              |                   |                     | 2012              |                     |
|----------------------------------------------------------|-------------------|-------------------|---------------------|-------------------|---------------------|
|                                                          | Q3                | Q4                | FY                  | Q4                | FY                  |
| <b>Revenues</b>                                          |                   |                   |                     |                   |                     |
| <i>Triple-Net</i>                                        |                   |                   |                     |                   |                     |
| Triple-Net Rental Income                                 | \$ 218,373        | \$ 232,544        | \$ 875,877          | \$ 206,188        | \$ 818,000          |
| <i>Medical Office Buildings</i>                          |                   |                   |                     |                   |                     |
| Medical Office - Stabilized                              | 107,418           | 106,966           | 423,041             | 102,249           | 329,072             |
| Medical Office - Lease up                                | 7,361             | 7,668             | 27,065              | 6,054             | 31,777              |
| Total Medical Office Buildings - Rental Income           | 114,779           | 114,634           | 450,106             | 108,303           | 360,849             |
| Total Rental Income                                      | 333,152           | 347,178           | 1,325,983           | 314,491           | 1,178,849           |
| Medical Office Building Services Revenue                 | 2,530             | 4,851             | 12,077              | 2,839             | 16,302              |
| Total Medical Office Buildings - Revenue                 | 117,309           | 119,485           | 462,183             | 111,142           | 377,151             |
| Triple-Net Services Revenue                              | 1,116             | 1,127             | 4,469               | 1,111             | 4,439               |
| Non-Segment Services Revenue                             | 500               | 500               | 1,263               | —                 | —                   |
| Total Medical Office Building and Other Services Revenue | 4,146             | 6,478             | 17,809              | 3,950             | 20,741              |
| <i>Seniors Housing Operating</i>                         |                   |                   |                     |                   |                     |
| Seniors Housing - Stabilized                             | 355,294           | 360,064           | 1,378,992           | 309,252           | 1,160,370           |
| Seniors Housing - Lease up                               | 3,152             | 5,422             | 24,236              | 11,940            | 63,819              |
| Seniors Housing - Other                                  | 666               | 643               | 2,777               | 743               | 2,934               |
| Total Resident Fees and Services                         | 359,112           | 366,129           | 1,406,005           | 321,935           | 1,227,123           |
| Non-Segment Income from Loans and Investments            | 14,448            | 12,924            | 58,208              | 14,690            | 39,913              |
| Total Revenues, excluding Interest and Other Income      | 710,858           | 732,709           | 2,808,005           | 655,066           | 2,466,626           |
| <b>Property-Level Operating Expenses</b>                 |                   |                   |                     |                   |                     |
| <i>Medical Office Buildings</i>                          |                   |                   |                     |                   |                     |
| Medical Office - Stabilized                              | 37,669            | 35,262            | 143,232             | 37,209            | 113,587             |
| Medical Office - Lease up                                | 2,897             | 2,676             | 9,716               | 2,236             | 11,813              |
| Total Medical Office Buildings                           | 40,566            | 37,938            | 152,948             | 39,445            | 125,400             |
| <i>Seniors Housing Operating</i>                         |                   |                   |                     |                   |                     |
| Seniors Housing - Stabilized                             | 241,319           | 245,404           | 936,992             | 212,782           | 792,215             |
| Seniors Housing - Lease up                               | 2,392             | 4,145             | 17,284              | 9,191             | 46,403              |
| Seniors Housing - Other                                  | 605               | 574               | 2,408               | 580               | 2,404               |
| Total Seniors Housing                                    | 244,316           | 250,123           | 956,684             | 222,553           | 841,022             |
| Total Property-Level Operating Expenses                  | 284,882           | 288,061           | 1,109,632           | 261,998           | 966,422             |
| <b>Medical Office Building Services Costs</b>            | 1,651             | 3,358             | 8,315               | 1,569             | 9,883               |
| <b>Net Operating Income</b>                              |                   |                   |                     |                   |                     |
| <i>Triple-Net</i>                                        |                   |                   |                     |                   |                     |
| Triple-Net Properties                                    | 218,373           | 232,544           | 875,877             | 206,188           | 818,000             |
| Triple-Net Services Revenue                              | 1,116             | 1,127             | 4,469               | 1,111             | 4,439               |
| Total Triple-Net                                         | 219,489           | 233,671           | 880,346             | 207,299           | 822,439             |
| <i>Medical Office Buildings</i>                          |                   |                   |                     |                   |                     |
| Medical Office - Stabilized                              | 69,749            | 71,704            | 279,809             | 65,040            | 215,485             |
| Medical Office - Lease up                                | 4,464             | 4,992             | 17,349              | 3,818             | 19,964              |
| Total Medical Office Buildings                           | 74,213            | 76,696            | 297,158             | 68,858            | 235,449             |
| <i>Seniors Housing Operating</i>                         |                   |                   |                     |                   |                     |
| Seniors Housing - Stabilized                             | 113,975           | 114,660           | 442,000             | 96,470            | 368,155             |
| Seniors Housing - Lease up                               | 760               | 1,277             | 6,952               | 2,749             | 17,416              |
| Seniors Housing - Other                                  | 61                | 69                | 369                 | 163               | 530                 |
| Total Seniors Housing                                    | 114,796           | 116,006           | 449,321             | 99,382            | 386,101             |
| Non-Segment                                              | 14,948            | 13,424            | 59,471              | 14,690            | 39,913              |
| <b>Net Operating Income</b>                              | <b>\$ 423,446</b> | <b>\$ 439,797</b> | <b>\$ 1,686,296</b> | <b>\$ 390,229</b> | <b>\$ 1,490,321</b> |

<sup>1</sup>Amounts above are adjusted to exclude discontinued operations for all periods presented.

<sup>2</sup>Amounts above are not restated for changes between categories from quarter to quarter.

Dollars in thousands

## Non-GAAP Financial Measures Reconciliation

### Adjusted Pro Forma EBITDA

|                                                                                             | For the Three Months Ended |                       |
|---------------------------------------------------------------------------------------------|----------------------------|-----------------------|
|                                                                                             | December 31,<br>2013       | September 30,<br>2013 |
| Net income attributable to common stockholders                                              | \$ 108,440                 | \$ 118,296            |
| Pro forma adjustments for current period investments, capital transactions and dispositions | 5,960                      | 10,893                |
| Pro forma net income for the three months ended                                             | 114,400                    | 129,189               |
| Add back:                                                                                   |                            |                       |
| Pro forma interest (including discontinued operations)                                      | 87,279                     | 91,375                |
| Pro forma depreciation and amortization (including discontinued operations)                 | 200,815                    | 190,139               |
| Stock-based compensation                                                                    | 5,643                      | 4,210                 |
| Loss (gain) on extinguishment of debt, net                                                  | 2,110                      | (189)                 |
| Gain on real estate dispositions, net                                                       | (1,376)                    | (488)                 |
| Noncontrolling interest                                                                     | 219                        | 303                   |
| Loss (income) from unconsolidated entities                                                  | 1,041                      | (110)                 |
| Income tax expense (benefit) (including discontinued operations)                            | 1,272                      | (2,780)               |
| Change in fair value of financial instruments                                               | 424                        | —                     |
| Other taxes                                                                                 | 998                        | 1,318                 |
| Pro forma merger-related expenses and deal costs                                            | 3,693                      | 3,466                 |
| Adjusted Pro Forma EBITDA                                                                   | <u>\$ 416,518</u>          | <u>416,433</u>        |
| Adjusted Pro Forma EBITDA, annualized                                                       | <u>\$ 1,666,072</u>        | <u>\$ 1,665,732</u>   |
| As of Quarter End:                                                                          |                            |                       |
| Debt                                                                                        | \$ 9,364,992               | 9,413,318             |
| Cash, including cash escrows pertaining to debt                                             | (123,591)                  | (86,352)              |
| Net debt                                                                                    | <u>\$ 9,241,401</u>        | <u>9,326,966</u>      |
| Net debt to Adjusted Pro Forma EBITDA                                                       | 5.5 x                      | 5.6 x                 |

Dollars in thousands

## Non-GAAP Financial Measures Reconciliation

### Full-Year 2013 Same-Store Cash NOI by Segment

|                                                 | For the Year Ended December 31, 2013 |                                   |                   |                 |                     | For the Year Ended December 31, 2012 |                                   |                   |                 |                     |
|-------------------------------------------------|--------------------------------------|-----------------------------------|-------------------|-----------------|---------------------|--------------------------------------|-----------------------------------|-------------------|-----------------|---------------------|
|                                                 | Triple-Net                           | Seniors<br>Housing -<br>Operating | Medical<br>Office | Non-<br>Segment | Total               | Triple-Net                           | Seniors<br>Housing -<br>Operating | Medical<br>Office | Non-<br>Segment | Total               |
| Net operating income                            | \$ 880,345                           | \$ 449,321                        | \$ 300,921        | \$ 59,471       | \$ 1,690,059        | \$ 822,438                           | \$ 386,102                        | \$ 241,869        | \$ 39,913       | \$ 1,490,322        |
| Add:                                            |                                      |                                   |                   |                 |                     |                                      |                                   |                   |                 |                     |
| 4th quarter \$20 million rent prepayment        | 20,000                               | -                                 | -                 | -               | 20,000              | -                                    | -                                 | -                 | -               | -                   |
| Less:                                           |                                      |                                   |                   |                 |                     |                                      |                                   |                   |                 |                     |
| NOI not included in same-store                  | 43,526                               | 63,844                            | 122,307           | -               | 229,676             | 9,838                                | 20,977                            | 67,719            | -               | 98,534              |
| Straight-lining of rental income                | 13,435                               | -                                 | 17,119            | -               | 30,554              | 6,379                                | -                                 | 17,253            | -               | 23,632              |
| Non-cash rental income                          | 17,284                               | -                                 | (4,198)           | -               | 13,086              | 17,300                               | 1,533                             | (2,892)           | -               | 15,941              |
| Non-segment NOI                                 | -                                    | -                                 | -                 | 59,471          | 59,471              | -                                    | -                                 | -                 | 39,913          | 39,913              |
|                                                 | <u>74,244</u>                        | <u>63,844</u>                     | <u>135,228</u>    | <u>59,471</u>   | <u>332,787</u>      | <u>33,516</u>                        | <u>22,511</u>                     | <u>82,080</u>     | <u>39,913</u>   | <u>178,019</u>      |
| Same-store cash NOI with the rent prepayment    | <u>\$ 826,101</u>                    | <u>\$ 385,477</u>                 | <u>\$ 165,694</u> | <u>\$ -</u>     | <u>\$ 1,377,272</u> | <u>\$ 788,922</u>                    | <u>\$ 363,592</u>                 | <u>\$ 159,789</u> | <u>\$ -</u>     | <u>\$ 1,312,303</u> |
| Percentage increase                             | <u>4.7%</u>                          | <u>6.0%</u>                       | <u>3.7%</u>       | <u>N/A</u>      | <u>5.0%</u>         |                                      |                                   |                   |                 |                     |
| Less:                                           |                                      |                                   |                   |                 |                     |                                      |                                   |                   |                 |                     |
| 4th quarter \$20 million rent prepayment        | 20,000                               | -                                 | -                 | -               | 20,000              | -                                    | -                                 | -                 | -               | -                   |
| Same-store cash NOI without the rent prepayment | <u>\$ 806,101</u>                    | <u>\$ 385,477</u>                 | <u>\$ 165,694</u> | <u>\$ -</u>     | <u>\$ 1,357,272</u> | <u>\$ 788,922</u>                    | <u>\$ 363,592</u>                 | <u>\$ 159,789</u> | <u>\$ -</u>     | <u>\$ 1,312,303</u> |
| Percentage increase                             | <u>2.2%</u>                          | <u>6.0%</u>                       | <u>3.7%</u>       | <u>N/A</u>      | <u>3.4%</u>         |                                      |                                   |                   |                 |                     |

Dollars in thousands

## Non-GAAP Financial Measures Reconciliation

### Fourth Quarter 2013 Same-Store Cash NOI by Segment

|                                                 | For the Quarter Ended December 31, 2013 |                                   |                   |                 |                   | For the Quarter Ended December 31, 2012 |                                   |                   |                 |                   |
|-------------------------------------------------|-----------------------------------------|-----------------------------------|-------------------|-----------------|-------------------|-----------------------------------------|-----------------------------------|-------------------|-----------------|-------------------|
|                                                 | Triple-Net                              | Seniors<br>Housing -<br>Operating | Medical<br>Office | Non-<br>Segment | Total             | Triple-Net                              | Seniors<br>Housing -<br>Operating | Medical<br>Office | Non-<br>Segment | Total             |
| Net operating income                            | \$ 233,671                              | \$ 116,006                        | \$ 78,187         | \$ 13,424       | \$ 441,289        | \$ 207,297                              | \$ 99,384                         | \$ 70,127         | \$ 14,690       | \$ 391,498        |
| Add:                                            |                                         |                                   |                   |                 |                   |                                         |                                   |                   |                 |                   |
| 4th quarter \$20 million rent prepayment        | 20,000                                  | -                                 | -                 | -               | 20,000            | -                                       | -                                 | -                 | -               | -                 |
| Less:                                           |                                         |                                   |                   |                 |                   |                                         |                                   |                   |                 |                   |
| NOI not included in same-store                  | 17,800                                  | 12,339                            | 7,171             | -               | 37,310            | 2,149                                   | 381                               | 1,576             | -               | 4,107             |
| Straight-lining of rental income                | 5,685                                   | -                                 | 3,678             | -               | 9,364             | 1,551                                   | -                                 | 5,707             | -               | 7,257             |
| Non-cash rental income                          | 4,956                                   | -                                 | (1,010)           | -               | 3,946             | 4,303                                   | 153                               | (448)             | -               | 4,009             |
| Non-segment NOI                                 | -                                       | -                                 | -                 | 13,424          | 13,424            | -                                       | -                                 | -                 | 14,690          | 14,690            |
|                                                 | <u>28,442</u>                           | <u>12,339</u>                     | <u>9,839</u>      | <u>13,424</u>   | <u>64,044</u>     | <u>8,003</u>                            | <u>534</u>                        | <u>6,835</u>      | <u>14,690</u>   | <u>30,063</u>     |
| Same-store cash NOI with the rent prepayment    | <u>\$ 225,229</u>                       | <u>\$ 103,667</u>                 | <u>\$ 68,348</u>  | <u>\$ -</u>     | <u>\$ 397,244</u> | <u>\$ 199,294</u>                       | <u>\$ 98,850</u>                  | <u>\$ 63,292</u>  | <u>\$ -</u>     | <u>\$ 361,436</u> |
| Percentage increase                             | <u>13.0%</u>                            | <u>4.9%</u>                       | <u>8.0%</u>       | <u>N/A</u>      | <u>9.9%</u>       |                                         |                                   |                   |                 |                   |
| Less:                                           |                                         |                                   |                   |                 |                   |                                         |                                   |                   |                 |                   |
| 4th quarter \$20 million rent prepayment        | 20,000                                  | -                                 | -                 | -               | 20,000            | -                                       | -                                 | -                 | -               | -                 |
| Same-store cash NOI without the rent prepayment | <u>\$ 205,229</u>                       | <u>\$ 103,667</u>                 | <u>\$ 68,348</u>  | <u>\$ -</u>     | <u>\$ 377,244</u> | <u>\$ 199,294</u>                       | <u>\$ 98,850</u>                  | <u>\$ 63,292</u>  | <u>\$ -</u>     | <u>\$ 361,436</u> |
| Percentage increase                             | <u>3.0%</u>                             | <u>4.9%</u>                       | <u>8.0%</u>       | <u>N/A</u>      | <u>4.4%</u>       |                                         |                                   |                   |                 |                   |



## 4Q13 Supplemental Information



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