



## Debra A. Cafaro Inducted into ASHA Hall of Fame

February 4, 2019

### American Seniors Housing Association Recognition Celebrates Vision, Innovation and Foresight in the Senior Living Industry

CHICAGO--(BUSINESS WIRE)--Feb. 4, 2019-- Ventas Chairman and CEO Debra A. Cafaro was inducted into the American Seniors Housing Association's (ASHA) Senior Living Hall of Fame on January 31, 2019, in recognition of her industry vision, innovation, and foresight. Cafaro was honored alongside Sunrise Senior Living founder Paul Klaasen and National Investment Center for Seniors Housing & Care (NIC) co-founder, the late Tony Mullen.

"It is a gift to have a career in an industry that provides such compelling business opportunity, supports such deep, strategic relationships with operators, and delivers such an essential benefit for so many individuals and their families," said Cafaro. "I am proud to accept this award on behalf of all my wonderful Ventas colleagues - all of whom are responsible for our success. They exemplify our Ventas drive for excellence, our responsibility to shareholders, our partnerships with care providers and our commitment to seniors."

In stressing the importance that committed and high quality care providers bring to the seniors housing industry, Cafaro also noted that she believes the industry will continue to grow and evolve and, in doing so, demonstrate the value it brings to seniors and their families. Factors cited by Cafaro included:

- Only 15% of a nearly \$300 billion dollar market is in the well-capitalized long-term oriented hands of public REITs;
- An 80+ population that will increase by 60% to almost 20 million people in the decade ahead;
- Recent advances in the use of sophisticated technologies and data analytics that enable improved marketing to and care of customers;
- An expectation that vertical integration will increase as large payers and providers seek to integrate senior living in their business models to enhance the health and wellness of seniors.

Ventas owns more than 720 seniors housing assets located in the United States, Canada and the United Kingdom, that are home to 60,000+ residents. Its private pay portfolio of high-quality assets is located principally in high barrier-to-entry coastal markets, with both median home values and household incomes well above the national average. Ventas is strategically partnered with best-in-class care providers including Atria Senior Living and Sunrise Senior Living.

Ventas, Inc., an S&P 500 company, is a leading real estate investment trust. Its diverse portfolio of approximately 1,200 assets in the United States, Canada and the United Kingdom consists of seniors housing communities, medical office buildings, university-based research and innovation centers, inpatient rehabilitation and long-term acute care facilities, health systems and skilled nursing facilities. Through its Lillibridge subsidiary, Ventas provides management, leasing, marketing, facility development and advisory services to highly rated hospitals and health systems throughout the United States. References to "Ventas" or the "Company" mean Ventas, Inc. and its consolidated subsidiaries unless otherwise expressly noted. More information about Ventas and Lillibridge can be found at [www.ventasreit.com](http://www.ventasreit.com) and [www.lillibridge.com](http://www.lillibridge.com).

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Louise Adhikari  
+1 312 660 3816  
[louise.adhikari@ventasreit.com](mailto:louise.adhikari@ventasreit.com)