



## **Supplemental Information June 30, 2010**

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# CORPORATE

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## DISCLAIMER

This Supplemental Information and other materials we have filed or may file with the Securities and Exchange Commission, as well as information included in oral statements made, or to be made, by our senior management contain certain “forward-looking” statements as that term is defined by the Private Securities Litigation Reform Act of 1995. All statements regarding our expected future financial position, results of operations, cash flows, funds from operations, continued performance improvements, ability to service and refinance our debt obligations, ability to finance growth opportunities, and similar statements including, without limitations, those containing words such as “may”, “will”, “believes”, “anticipates”, “expects”, “intends”, “estimates”, “plans”, and other similar expressions are forward-looking statements.

Forward-looking statements involve known and unknown risks and uncertainties that may cause our actual results in future periods to differ materially from those projected or contemplated in the forward-looking. Such risks and uncertainties include, among other things, the following risks, which are described in more detail under the heading “Risk Factors” in Item 1A in our Form 10-K for the year ended December 31, 2009:

- We depend on the operating success of our customers (facility operators) for collection of our revenues during this time of uncertain economic conditions and legislative healthcare reform in the U.S.;
- We are exposed to risk that our tenants and mortgagors may become subject to bankruptcy or insolvency proceedings;
- We are exposed to risks related to government regulations and the effect they have on our tenants’ and mortgagors’ business;
- We are exposed to risk that the cash flows of our tenants and mortgagors will be adversely affected by increased liability claims and general and professional liability insurance costs;
- We are exposed to risks related to environmental laws and the costs associated with the liability related to hazardous substances;
- We are exposed to the risk that we may not be indemnified by our lessees and mortgagors against future litigation;
- We depend on the success of future acquisitions and investments;
- We depend on the ability to reinvest cash in real estate investments in a timely manner and on acceptable terms;
- We may incur more debt and intend to replace our current credit facility with longer term debt in the future, which long term debt may be unavailable on terms acceptable to the Company;
- We are exposed to the risk that the illiquidity of real estate investments could impede our ability to respond to adverse changes in the performance of our properties;
- We are exposed to the risk that our assets may be subject to impairment charges;
- We depend on the ability to continue to qualify as a real estate investment trust;
- We have ownership limits in our charter with respect to our common stock and other classes of capital stock, and
- We are subject to certain provisions of Maryland law and our charter and bylaws that could hinder, delay or prevent a change in control transaction, even if the transaction involves a premium price for our common stock or our stockholders believe such transaction to be otherwise in their best interests.

In this Supplemental Information we refer to non-GAAP financial measures. These non-GAAP measures are not prepared in accordance with generally accepted accounting principles. A reconciliation of the non-GAAP financial measures to the most directly comparable GAAP measures is included in this presentation.

Throughout this presentation, certain abbreviations and acronyms are used to simplify the format. A list of definitions is provided at the end of this presentation to clarify the meaning of any reference that may be ambiguous.

## ANALYST COVERAGE

Stifel Nicolaus & Company, Inc.  
J.J.B. Hilliard, W.L. Lyons, LLC  
JMP Securities, LLC

## INVESTOR RELATIONS CONTACT

Roger R. Hopkins, CPA  
rhopkins@nhinvestors.com  
(615) 890-9100 ext. 108

## SENIOR MANAGEMENT

**W. Andrew Adams**  
Chairman and Chief Executive Officer

**J. Justin Hutchens**  
President and Chief Operating Officer

**Roger R. Hopkins, CPA**  
Chief Accounting Officer

**Kristin S. Gaines**  
Chief Credit Officer

## BOARD OF DIRECTORS

**W. Andrew Adams**  
Chairman and Chief Executive  
National Health Investors, Inc.

**Robert A. McCabe, Jr.**  
Chairman  
Pinnacle Financial Partners

**Ted H. Welch**  
Ted Welch Investments

**J. Justin Hutchens**  
President and Chief Operating  
National Health Investors, Inc.

**Robert T. Webb**  
President (Retired) and Founder  
Webb's Refreshments, Inc.

## COMPANY PROFILE

NATIONAL HEALTH INVESTORS, INC., a Maryland corporation incorporated in 1991, is a real estate investment trust ("REIT") which invests in income-producing health care properties primarily in the long-term care industry. Our mission is to invest in health care real estate assets which generate current income that will be distributed to stockholders. We have pursued this mission by acquiring properties to lease and making mortgage loans nationwide. These investments involve 120 health care facilities in 23 states and include 81 skilled nursing facilities, 28 assisted living facilities, 4 medical office buildings, 4 independent living facilities, 1 acute psychiatric hospital, 1 acute care hospital and 1 transitional rehabilitation center. We have funded these investments in the past through three sources of capital: (1) current cash flow, including principal prepayments from our borrowers, (2) the sale of equity securities, and (3) debt offerings, including the issuance of convertible debt instruments, bank lines of credit, and ordinary term loans.

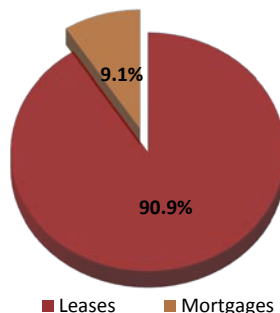
### Investor Snapshot as of June 30, 2010

<b>Exchange:</b>	NYSE	<b>52 week Low/High:</b>	\$26.05	\$42.73
<b>Symbol:</b>	NHI	<b>Dividend/Yield:</b>	\$2.30	5.96%
<b>Closing Price:</b>	\$38.56	<b>Shares Outstanding:</b>	27,670,316	

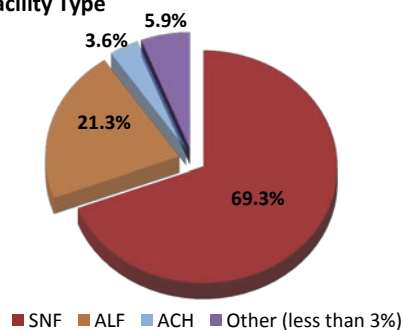
**Market Capitalization:** \$1.07 billion

### Portfolio Revenue Snapshot as of June 30, 2010

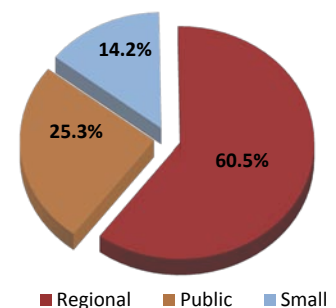
Investment Type



Facility Type

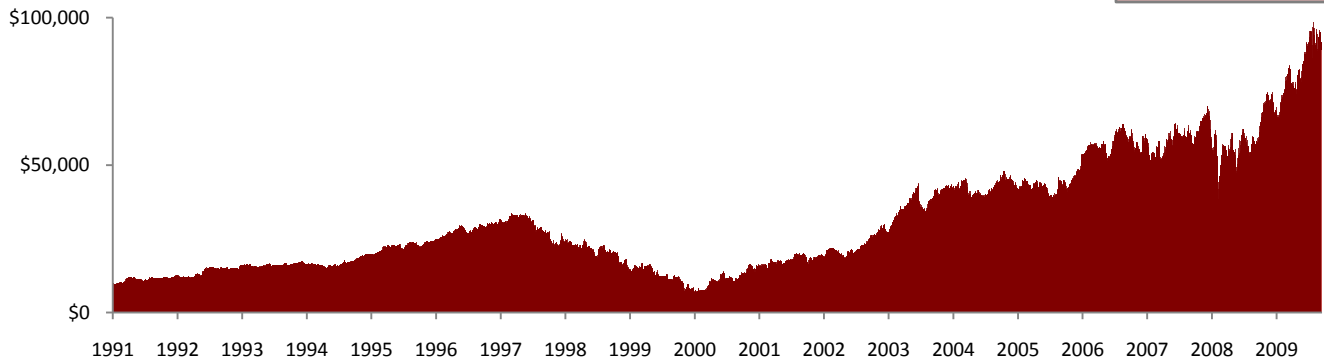


Operator Type



## LONG-TERM GROWTH

June 30, 2010 \$88,980



Value of \$10,000 invested at inception on October 17, 1991; assumes dividend reinvestment

## VALUE CREATION

### Total Return\*

	NHI	S&P 500	NAREIT
1 year	54.30%	14.43%	50.30%
5 years	15.27%	-0.79%	-0.78%
10 years	22.19%	-1.59%	9.43%
15 years	11.44%	6.23%	9.19%
Since inception**	12.55%	7.49%	9.65%

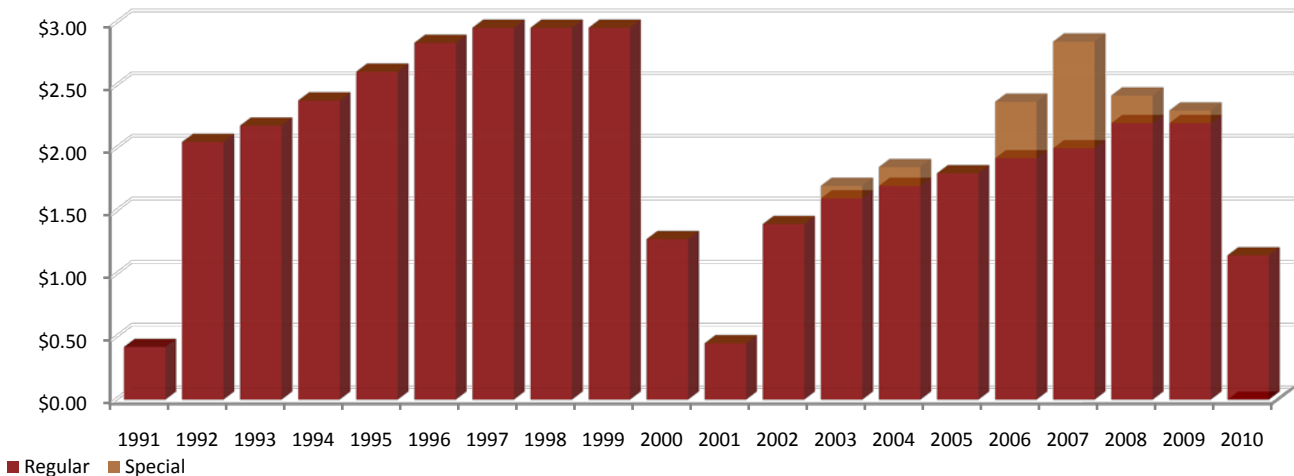
*S&P 500* – Standard & Poor's index of 500 large-cap common stocks

*NAREIT* – FTSE NAREIT US Real Estate Index Series of all publicly traded REITs

\*assumes reinvestment of dividends

\*\*since inception of NHI in Oct. '91

## DIVIDEND HISTORY



The Board of Directors approves a regular quarterly dividend which is reflective of expected taxable income on a recurring basis. Company transactions that are infrequent and non-recurring that generate additional taxable income have been distributed to shareholders in the form of special dividends. Taxable income is determined in accordance with the IRS Code and is different than net income for financial statement purposes determined in accordance with accounting principles generally accepted in the U.S.

# FINANCIAL

## CONDENSED CONSOLIDATED BALANCE SHEETS

(in thousands, except share amounts)

	June 30, 2010	December 31, 2009
<b>Assets</b>		
Real estate properties:		
Land	\$ 41,711	\$ 28,490
Buildings and improvements	416,486	322,296
	458,197	350,786
Less accumulated depreciation	(131,620)	(126,925)
Real estate properties, net	326,577	223,861
Mortgage notes receivable	76,087	94,588
Investment in preferred stock, at cost	38,132	38,132
Cash and cash equivalents	11,744	45,718
Marketable securities	19,832	21,322
Accounts receivable, net	3,640	2,189
Assets held for sale, net	33,420	33,420
Deferred costs and other assets	477	130
Total Assets	<u>\$ 509,909</u>	<u>\$ 459,360</u>
<b>Liabilities and Stockholders' Equity</b>		
Borrowings under revolving credit facility	\$ 43,823	\$ -
Earnest money deposit	3,325	150
Deferred real estate purchase consideration	4,000	3,000
Accounts payable and accrued expenses	2,868	2,754
Dividends payable	15,910	17,959
Deferred income	1,460	885
Total Liabilities	<u>71,386</u>	<u>24,748</u>
Commitments and Contingencies		
Stockholders' Equity		
Common stock, \$.01 par value; 40,000,000 shares authorized; 27,670,316 and 27,629,505 shares issued and outstanding, respectively	277	276
Capital in excess of par value	461,917	459,842
Cumulative net income	935,743	900,611
Cumulative dividends	(972,027)	(940,220)
Unrealized gains on marketable securities	12,613	14,103
Total Stockholders' Equity	<u>438,523</u>	<u>434,612</u>
Total Liabilities and Stockholders' Equity	<u>\$ 509,909</u>	<u>\$ 459,360</u>

## CONDENSED CONSOLIDATED STATEMENTS OF INCOME

(in thousands, except share and per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2010	2009	2010	2009
<b>Revenues:</b>				
Rental income	\$ 17,646	\$ 12,118	\$ 35,979	\$ 24,776
Mortgage interest income	1,602	2,590	3,597	4,503
	<b>19,248</b>	<b>14,708</b>	<b>39,576</b>	<b>29,279</b>
<b>Expenses:</b>				
Depreciation	2,823	1,660	5,383	3,327
Legal	174	485	455	936
Franchise, excise and other taxes	252	139	530	414
General and administrative	1,331	1,257	5,137	2,845
Loan and realty losses (recoveries)	(573)	-	(573)	(1,077)
	<b>4,007</b>	<b>3,541</b>	<b>10,932</b>	<b>6,445</b>
Income before non-operating items	15,241	11,167	28,644	22,834
Non-operating income	1,285	1,700	2,717	3,435
Interest expense and amortization of loan costs	(474)	(28)	(702)	(70)
Income from continuing operations	16,052	12,839	30,659	26,199
Income from operations - discontinued	1,133	2,576	2,469	4,265
Net gain on sale of real estate	2,004	-	2,004	-
Income from discontinued operations	3,137	2,576	4,473	4,265
Net income	\$ 19,189	\$ 15,415	\$ 35,132	\$ 30,464
Weighted average common shares outstanding:				
Basic	27,665,629	27,578,000	27,649,003	27,576,272
Diluted	27,729,034	27,592,050	27,705,257	27,587,139
Earnings per share:				
Basic:				
Income from continuing operations	\$ 0.58	\$ 0.46	\$ 1.11	\$ 0.95
Discontinued operations	0.11	0.09	0.16	0.15
Net income available to common stockholders	\$ 0.69	\$ 0.55	\$ 1.27	\$ 1.10
Diluted:				
Income from continuing operations	\$ 0.58	\$ 0.46	\$ 1.11	\$ 0.95
Discontinued operations	0.11	0.09	0.16	0.15
Net income available to common stockholders	\$ 0.69	\$ 0.55	\$ 1.27	\$ 1.10
Dividends declared per common share	\$ 0.575	\$ 0.55	\$ 1.15	\$ 1.10



## FUNDS FROM OPERATIONS (FFO)

(in thousands, except share and per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2010	2009	2010	2009
<b>Net income</b>	\$ 19,189	\$ 15,415	\$ 35,132	\$ 30,464
Real estate depreciation in continuing operations	2,654	1,635	5,087	3,287
Real estate depreciation in discontinued operations	29	277	57	553
Net gain on sale of real estate	(2,004)	-	(2,004)	-
<b>Funds from operations</b>	\$ 19,868	\$ 17,327	\$ 38,272	\$ 34,304
Collection and recognition into income of past due rent	-	-	(1,520)	-
Recoveries of previous write-downs	(573)	-	(573)	(1,077)
Recognition of deferred credits	-	(1,493)	-	(1,493)
Settlement payment on terminated lease	-	-	-	(642)
Other one-time items	(40)	(141)	250	(302)
<b>Normalized FFO</b>	\$ 19,255	\$ 15,693	\$ 36,429	\$ 30,790
<b>Weighted average common shares outstanding:</b>				
Basic	27,665,629	27,578,000	27,649,003	27,576,272
Diluted	27,729,034	27,592,050	27,705,257	27,587,139
<b>FFO per share:</b>				
Basic	\$ 0.72	\$ 0.63	\$ 1.38	\$ 1.24
Diluted	\$ 0.72	\$ 0.63	\$ 1.38	\$ 1.24
<b>Normalized FFO per share:</b>				
Basic	\$ 0.70	\$ 0.57	\$ 1.32	\$ 1.12
Diluted	\$ 0.70	\$ 0.57	\$ 1.32	\$ 1.12
<b>FFO payout ratio:</b>				
Dividends declared per common share	\$ 0.575	\$ 0.55	\$ 1.15	\$ 1.10
FFO per diluted share	\$ 0.72	\$ 0.63	\$ 1.38	\$ 1.24
FFO payout ratio	79.9%	87.3%	83.3%	88.7%



## FUNDS AVAILABLE FOR DISTRIBUTION (FAD)

(in thousands, except share and per share amounts)

	Three months ended June 30,		Six months ended June 30,	
	2010	2009	2010	2009
<b>Net income</b>	\$ 19,189	\$ 15,415	\$ 35,132	\$ 30,464
Real estate depreciation in continuing operations	2,654	1,635	5,087	3,287
Real estate depreciation in discontinued operations	29	277	57	553
Net gain on sale of real estate	(2,004)	-	(2,004)	-
Straight-line lease revenue, net	(898)	(45)	(1,558)	(95)
Non-cash stock based compensation	217	75	2,038	701
<b>Funds available for distribution</b>	\$ 19,187	\$ 17,357	\$ 38,752	\$ 34,910
Collection and recognition into income of past due rent	-	-	(1,520)	-
Recoveries of previous write-downs	(573)	-	(573)	(1,077)
Recognition of deferred credits	-	(1,493)	-	(1,493)
Settlement payment on terminated lease	-	-	-	(642)
Other one-time items	(40)	(141)	250	(302)
<b>Normalized FAD</b>	\$ 18,574	\$ 15,723	\$ 36,909	\$ 31,396
<b>Weighted average common shares outstanding:</b>				
Basic	27,665,629	27,578,000	27,649,003	27,576,272
Diluted	27,729,034	27,592,050	27,705,257	27,587,139
<b>FAD per share:</b>				
Basic	\$ 0.69	\$ 0.63	\$ 1.40	\$ 1.27
Diluted	\$ 0.69	\$ 0.63	\$ 1.40	\$ 1.27
<b>Normalized FAD per share:</b>				
Basic	\$ 0.67	\$ 0.57	\$ 1.33	\$ 1.14
Diluted	\$ 0.67	\$ 0.57	\$ 1.33	\$ 1.14
<b>FAD payout ratio:</b>				
Dividends declared per common share	\$ 0.575	\$ 0.55	\$ 1.15	\$ 1.10
FAD per diluted share	\$ 0.69	\$ 0.63	\$ 1.40	\$ 1.27
FAD payout ratio	83.3%	87.3%	82.1%	86.6%

## EBITDA RECONCILIATION AND INTEREST COVERAGE RATIO

(in thousands)

	Three months ended June 30,		Six months ended June 30,	
	2010	2009	2010	2009
<b>Net income</b>	<b>\$ 19,189</b>	<b>\$ 15,415</b>	<b>\$ 35,132</b>	<b>\$ 30,464</b>
Interest expense and amortization of loan costs	474	28	702	70
Franchise, excise and other taxes	252	139	530	414
Depreciation in continuing operations	2,823	1,660	5,383	3,327
Depreciation in discontinued operations	35	283	69	565
<b>EBITDA</b>	<b>\$ 22,773</b>	<b>\$ 17,525</b>	<b>\$ 41,816</b>	<b>\$ 34,840</b>
<b>Interest expense and amortization of loan costs</b>	<b>\$ 474</b>	<b>\$ 28</b>	<b>\$ 702</b>	<b>\$ 70</b>
<b>Interest Coverage Ratio</b>	<b>48</b>	<b>626</b>	<b>60</b>	<b>498</b>

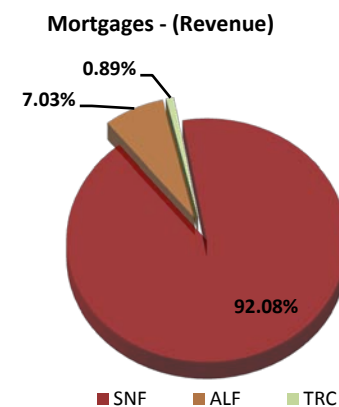
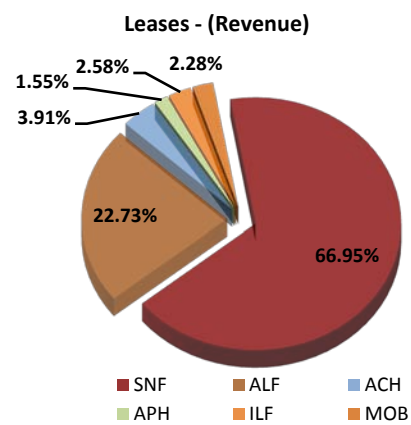
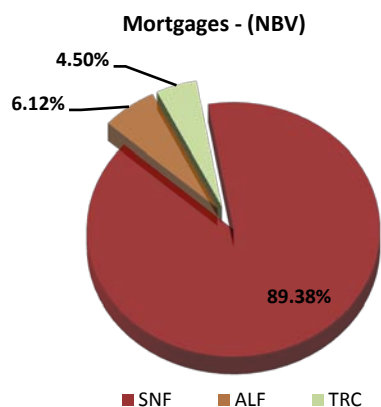
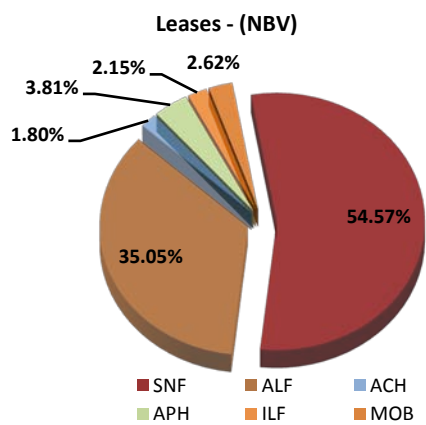
# PORTFOLIO

## PORTFOLIO SUMMARY as of June 30, 2010

	Properties	Beds/Units/ Sq. Ft.	Investment (NBV)	YTD Revenue	% of segment
<b>Leases</b>					
Skilled Nursing <sup>(1)</sup>	51	6,858	\$ 177,829,000	\$ 24,090,000	66.95%
Assisted Living	26	1,585	114,186,000	8,178,000	22.73%
Acute Care Hospitals	1	55	5,852,000	1,405,000	3.91%
Acute Psychiatric Hospitals	1	66	12,398,000	557,000	1.55%
Independent Living	4	456	7,001,000	928,000	2.58%
Medical Office Buildings	4	124,427	8,541,000	821,000	2.28%
<b>Total Leases</b>	<b>87</b>		<b>\$ 325,807,000</b>	<b>\$ 35,979,000</b>	<b>100.00%</b>
(1) Skilled Nursing NHC facilities*	38	5,274	\$ 47,380,000	\$ 17,241,000	47.92%
All other facilities	13	1,584	130,449,000	6,849,000	19.04%
	51	6,858	\$ 177,829,000	\$ 24,090,000	66.96%

\* On October 17, 1991, the NHC facilities were transferred to NHI at their then current book value in a non-taxable exchange.

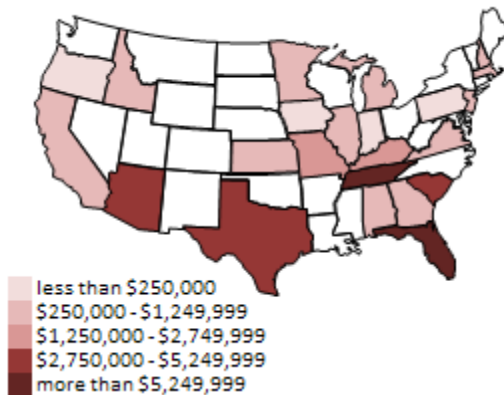
	Properties	Beds/Units/ Sq. Ft.	Investment (NBV)	YTD Revenue	% of segment
<b>Mortgages</b>					
Skilled Nursing	30	3,061	\$ 68,012,000	\$ 3,312,000	92.08%
Assisted Living	2	146	4,654,000	253,000	7.03%
Transitional Rehabilitation	1	70	3,421,000	32,000	0.89%
<b>Total Mortgages</b>	<b>33</b>	<b>3,277</b>	<b>\$ 76,087,000</b>	<b>\$ 3,597,000</b>	<b>100.00%</b>



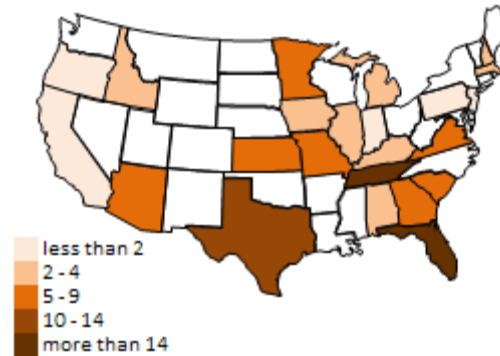
## GEOGRAPHIC DISTRIBUTION as of June 30, 2010

	SNF	ALF	MOB	ILF	ACH	APH	TRC	Total	YTD Revenue
Tennessee	20	3	-	2	-	-	-	25	\$ 9,264,000
Florida	10	4	1	-	-	-	-	15	7,558,000
Texas	9	-	2	-	-	-	-	11	4,117,000
South Carolina	4	1	-	-	-	-	-	5	3,442,000
Arizona	1	4	-	-	-	-	1	6	2,952,000
Kentucky	2	-	-	-	1	-	-	3	2,169,000
Missouri	8	-	-	1	-	-	-	9	1,501,000
Michigan	-	4	-	-	-	-	-	4	1,226,000
Alabama	2	-	-	-	-	-	-	2	1,087,000
Virginia	7	-	-	-	-	-	-	7	1,050,000
Minnesota	-	5	-	-	-	-	-	5	984,000
Georgia	5	-	-	-	-	-	-	5	880,000
New Jersey	-	1	-	-	-	-	-	1	686,000
California	-	-	-	-	-	1	-	1	557,000
Idaho	1	-	-	1	-	-	-	2	458,000
Massachusetts	4	-	-	-	-	-	-	4	444,000
Illinois	-	1	1	-	-	-	-	2	366,000
Kansas	5	-	-	-	-	-	-	5	310,000
New Hampshire	3	-	-	-	-	-	-	3	270,000
Pennsylvania	-	1	-	-	-	-	-	1	201,000
Oregon	-	1	-	-	-	-	-	1	48,000
Iowa	-	2	-	-	-	-	-	2	3,000
Indiana	-	1	-	-	-	-	-	1	3,000
	<u>81</u>	<u>28</u>	<u>4</u>	<u>4</u>	<u>1</u>	<u>1</u>	<u>1</u>	<u>120</u>	<u>\$ 39,576,000</u>

YTD Revenue



Number of Facilities



## LEASE RENEWAL YEARS AND MORTGAGE MATURITIES as of June 30, 2010

	2010	2011	2012	2013	2014	2015 - 2018	2019 - 2022	Thereafter	TOTALS
<b>Leases</b>									
<b>Skilled Nursing</b>									
Annualized Revenue	\$ 278,000	\$ 1,011,000	\$ -	\$ -	\$ 6,577,000	\$ 422,000	\$ 33,897,000	\$ 6,733,000	\$ 48,918,000
Properties	1	1	-	-	6	1	38	4	51
<b>Assisted Living</b>									
Annualized Revenue	-	369,000	-	1,391,000	-	2,491,000	408,000	9,923,000	14,582,000
Properties	-	1	-	1	-	3	1	20	26
<b>Medical Office Buildings</b>									
Annualized Revenue	-	592,000	-	400,000	-	673,000	-	-	1,665,000
Properties	-	2	-	1	-	1	-	-	4
<b>Independent Living</b>									
Annualized Revenue	-	649,000	-	-	-	-	1,195,000	-	1,844,000
Properties	-	1	-	-	-	-	3	-	4
<b>Acute Care Hospitals</b>									
Annualized Revenue	-	-	2,848,000	-	-	-	-	-	2,848,000
Properties	-	-	1	-	-	-	-	-	1
<b>Acute Psychiatric Hospitals</b>									
Annualized Revenue	-	-	-	-	-	-	-	1,814,000	1,814,000
Properties	-	-	-	-	-	-	-	1	1
<b>Total Annualized Revenues</b>	<b><u>\$ 278,000</u></b>	<b><u>\$ 2,621,000</u></b>	<b><u>\$ 2,848,000</u></b>	<b><u>\$ 1,791,000</u></b>	<b><u>\$ 6,577,000</u></b>	<b><u>\$ 3,586,000</u></b>	<b><u>\$ 35,500,000</u></b>	<b><u>\$ 18,470,000</u></b>	<b><u>\$ 71,671,000</u></b>
<b>Mortgages</b>									
<b>Skilled Nursing</b>									
Annualized Revenue	\$ -	\$ 1,448,000	\$ 974,000	\$ 184,000	\$ 1,014,000	\$ 594,000	\$ 244,000	\$ 1,384,000	\$ 5,842,000
Properties	-	7	3	1	8	5	-	6	30
<b>Assisted Living</b>									
Annualized Revenue	-	-	-	-	97,000	417,000	-	-	514,000
Properties	-	-	-	-	1	1	-	-	2
<b>Transitional Rehabilitation</b>									
Annualized Revenue	-	-	-	-	-	197,000	-	-	197,000
Properties	-	-	-	-	-	1	-	-	1
<b>Total Annualized Revenues</b>	<b><u>\$ -</u></b>	<b><u>\$ 1,448,000</u></b>	<b><u>\$ 974,000</u></b>	<b><u>\$ 184,000</u></b>	<b><u>\$ 1,111,000</u></b>	<b><u>\$ 1,208,000</u></b>	<b><u>\$ 244,000</u></b>	<b><u>\$ 1,384,000</u></b>	<b><u>\$ 6,553,000</u></b>

## DEFINITIONS

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### Annualized Revenue

The term *Annualized Revenue* refers to the amount of revenue that our portfolio would generate if all leases and mortgages were in effect for the twelve-month calendar year, regardless of the commencement date, maturity date, or renewals. Therefore, annualized revenue is used for financial analysis purposes, and is not indicative of actual or expected results.

### Facility Types

ACH – Acute-care hospital

APH – Acute psychiatric hospital

MOB – Medical office building

TRC – Transitional rehabilitation center

ALF – Assisted living facility

ILF – Independent living facility

SNF – Skilled nursing facility

### Funds from operations - FFO

FFO is an important supplemental measure of operating performance for a REIT. Because the historical cost accounting convention used for real estate assets requires straight-line depreciation (except on land), such accounting presentation implies that the value of real estate assets diminishes predictably over time. Since real estate values instead have historically risen and fallen with market conditions, presentations of operating results for a REIT that uses historical cost accounting for depreciation could be less informative, and should be supplemented with a measure such as FFO. FFO is defined as net income, computed in accordance with GAAP, excluding gains or losses from sales of property, and adding back real estate depreciation. The term FFO was designed by the REIT industry to address this issue. Our measure may not be comparable to similarly titled measures used by other REITs. Consequently, our FFO may not provide a meaningful measure of our performance as compared to that of other REITs. Since other REITs may not use our definition of FFO, caution should be exercised when comparing our Company's FFO to that of other REITs. FFO in and of itself does not represent cash generated from operating activities in accordance with GAAP (FFO does not include changes in operating assets and liabilities) and therefore should not be considered an alternative to net earnings as an indication of operating performance, or to net cash flow from operating activities as determined by GAAP as a measure of liquidity, and is not necessarily indicative of cash available to fund cash needs.

### Funds available for distribution - FAD

FAD is usually calculated by subtracting from Funds from Operations (FFO) both normalized recurring expenditures that are capitalized by the REIT and then amortized, but which are necessary to maintain a REIT's properties and its revenue stream (e.g., new carpeting and drapes in apartment units, leasing expenses and tenant improvement allowances) and "straight-lining" of rents. This calculation is sometimes referred to as Cash Available for Distribution (CAD) or Funds Available for Distribution (FAD). Our measure may not be comparable to similarly titled measures used by other REITs. Consequently, our FAD may not provide a meaningful measure of our performance as compared to that of other REITs. Since other REITs may not use our definition of FAD, caution should be exercised when comparing our Company's FAD to that of other REITs. FAD in and of itself does not represent cash generated from operating activities in accordance with GAAP (FAD does not include changes in operating assets and liabilities) and therefore should not be considered an alternative to net earnings as an indication of operating performance, or to net cash flow from operating activities as determined by GAAP as a measure of liquidity, and is not necessarily indicative of cash available to fund cash needs.

### Normalized FFO & Normalized FAD

Normalized FFO and Normalized FAD excludes from FFO and FAD, respectively, any material one-time items reflected in GAAP net income. Excluded items may include, but are not limited to, impairments of assets, gains and losses attributable to the acquisition and disposition of assets and liabilities, asset write-downs and recoveries of previous write-downs.

### Investment (NBV)

The term *Investment (NBV)* refers to the net carrying value of our real estate and mortgage investments.