





2011 Skilled Nursing Investment Forum • March 8-10, 2011 • Hyatt Regency Century Plaza Hotel
When to Hold and When to Fold: Exit Strategies for Nursing Home Sellers and Investors

Wednesday, March 9, 2:00 p.m. – 3:30 p.m. – Olympic 1

SPEAKER BIOS

sponsored by:

	<p>Mark S. Davis (Moderator)</p> <p>President Healthcare Transactions Group, Inc. 11620 Reisterstown Rd # 1005 Baltimore, MD 21136-3702 Phone: (410) 902 2450 Fax: (410) 902-1933 Email: msd@healthcaretransactions.com</p>	<p>Mark Davis is Founder and President of Healthcare Transactions Group, Inc., a national Healthcare Mergers & Acquisitions Intermediary and Advisory firm, based in Baltimore, Maryland. Healthcare Transactions Group, Inc. specializes primarily in the sale of long-term care facilities. Since 1996, Healthcare Transactions Group has advised on and closed transactions in 33 states totaling more than \$990 million in value, representing independent owners as well as publicly-held national providers. Before Healthcare Transactions Group, Mark Davis was head of mergers and acquisitions for Integrated Health Services, a NYSE post-acute provider, where he directed more than \$1.0 billion of long-term care acquisitions. Before IHS, Mark founded and sold a nursing home development company, founded a Demographics Consulting service, acted as an Acquisitions and Strategic Planning Consultant, a Management Consultant, and was National Director of Health Planning for Beverly Enterprises, the nation’s largest nursing home chain, where he managed the company’s development and Certificate of Need activities and participated in acquisitions. Mark’s career began in the public sector in federally-funded regional health planning agencies in the New York Metropolitan Area, where he formulated healthcare system delivery plans and reviewed Certificate of Need projects. Mr. Davis is a member of the Gerson Lehrman Group’s Council of Healthcare Advisors, key industry associations and is a speaker at industry conferences. He was a member of the National Investment Center for Seniors Housing and Care Industries (NIC), Owner/Operator Advisory Group, 1997-2003 and is a member of the NIC SNF Investment Forum Planning Committee. Mr. Davis holds an M.B.A. in Finance from New York University, Stern School of Business, a Master of Urban Planning in Health Care Planning from Hunter College of the City University of New York and a B.A. in Political Science/Philosophy from Queens College.</p>
	<p>Alexander Fraser</p> <p>Director GI Partners, LLC 2180 Sand Hill Road, Suite 210 Menlo Park, CA 94025 Phone: (650) 233-3616 Fax: (650) 233-3601 Email: alexander@gipartners.com Assistant: Amanda Chojnacky Email: amanda@gipartners.com</p>	<p>Alexander Fraser is a Director of GI Partners, a US private equity / real estate firm that manages approximately \$6 bn of capital. He oversees investments in the healthcare services, real estate/hospitality, and internet infrastructure sectors. Alexander currently sits on the board of directors of four GI portfolio investments: AdvoServ, Plum Healthcare, STAG GI Venture and FlatIron Crossing / Macerich JV. He was previously on the boards of the Telx Group and Sunset Gower Studio. Prior to joining the firm, he worked in JP Morgan’s Real Estate Investment Banking Group in New York and London where he advised REITs, REOCs, and real estate opportunity funds on over \$4bn of capital markets, M&A and strategic initiatives. In addition, he previously worked for Thomas Weisel Partners, LLC as a sell-side equity analyst. Alexander received his BA from Colgate University where he graduated magna cum laude and phi beta kappa and he received his MBA from The Darden School of Business at the University of Virginia where he was a Shermet Scholar.</p>





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	<p>Clint Malin</p> <p>Vice President and Chief Investment Officer LTC Properties, Inc. 2829 Townsgate Road, Suite 350 Westlake Village, CA 91361 Phone: (805)981-8655 Fax: (805) 981-8663 Email: clint.malin@ltcproperties.com Assistant: Joley Hidaka Email: joley.hidaka@ltcproperties.com</p>	<p>Clint Malin joined LTC Properties, Inc. (LTC) as Vice President and Chief Investment Officer in May 2004. In December 2010 he was appointed Senior Vice President and Chief Investment Officer. Mr. Malin began his career in public accounting working for KMPG and then Arthur Andersen. At Arthur Andersen, he had his first introduction to the seniors housing and long-term care industry working as an auditor in Andersen’s healthcare group. Following Mr. Malin’s tenure in public accounting, he was employed by Sun Healthcare Group, Inc., (Sun) a nationwide operator of long-term care centers from 1997 through 2004. During his tenure at Sun, Mr. Malin was involved in mergers and acquisitions as well as restructuring of the company’s real estate related assets in its 1999 bankruptcy case. Mr. Malin’s last position held at Sun was Vice President of Corporate Real Estate. Mr. Malin received his bachelor’s degree in business administration from the University of New Mexico and is a certified public accountant.</p>
	<p>Greg Stapley</p> <p>Executive Vice President The Ensign Group, Inc. 27101 Puerta Real Suite 450 Mission Viejo, CA 92691 Phone: (949) 487-9500 Fax: (949) 540-3002 Email: gstapley@ensigngroup.net Assistant: Christine Liu Email: christineliu@ensigngroup.net</p>	<p>Gregory K. Stapley is a co-founder and the Executive Vice President of The Ensign Group, Inc. which, through its independent operating subsidiaries, provides a broad spectrum of skilled nursing and assisted living services, physical, occupational and speech therapies, home health and hospice services, and other rehabilitative and healthcare services for both long-term residents and short-stay rehabilitation patients at 84 facilities, two hospice companies and a home health business in seven Western states. Greg has managed Ensign’s acquisition program since 1999, as the company has grown from a boot-strap startup to a \$650M public company with over 9,000 employees, 10,000 beds and one of the skilled nursing industry’s best balance sheets. He also serves as the President of Ensign Facility Services, Inc., Ensign’s servicing subsidiary, and was Ensign’s Vice President & General Counsel from 1999 to 2009. Mr. Stapley previously served as General Counsel for the Sedgwick Companies, an Orange-County based manufacturer, wholesaler and retailer with 192 operating locations across the United States, where he was responsible for all of the widely-disbursed company’s legal affairs, site acquisitions and developer relations. Prior to that, Mr. Stapley was a partner with the Phoenix law firm of Jennings, Strouss & Salmon PLC, where his practice emphasized multi-state real estate and business transactions, and federal, state and local government relations.</p>