INVESTING IN THE FUTURE OF HEALTHCARE.



**Medical Properties Trust** 

SECOND QUARTER 2012

**SUPPLEMENTAL INFORMATION** 



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The information in this supplemental information package should be read in conjunction with the Company's Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, Current Reports on Form 8-K and other information filed with the Securities and Exchange Commission. You can access these documents free of charge at www.sec.gov and from the Company's website at www.medicalpropertiestrust. com. The information contained on the Company's website is not incorporated by reference into, and should not be considered a part of, this supplemental package.

For more information, please contact:

Charles Lambert, Managing Director - Capital Markets at (205) 397-8897.









# **Company Information**

**Headquarters:** Medical Properties Trust, Inc.

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Birmingham, AL 35242 (205) 969-3755 Fax: (205) 969-3756

**Website:** www.medicalpropertiestrust.com

**Executive Officers:** Edward K. Aldag, Jr., Chairman, President and Chief Executive Officer

R. Steven Hamner, Executive Vice President and Chief Financial Officer

Emmett E. McLean, Executive Vice President, Chief Operating Officer, Secretary and Treasurer

Investor Relations: Medical Properties Trust, Inc.

1000 Urban Center Drive, Suite 501

Birmingham, AL 35242 Attn: Charles Lambert (205) 397-8897

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#### MEDICAL PROPERTIES TRUST, INC. AND SUBSIDIARIES

Reconciliation of Net Income to Funds From Operations (Unaudited)

	For the Three Months Ended					For the Six Months Ended				
	Ju	ne 30, 2012	Ju	ine 30, 2011	J	fune 30, 2012	Jυ	ine 30, 2011		
	-			(A)				(A)		
FFO information:										
Net income attributable to MPT common stockholders	\$	19,316,269	\$	2,639,645	\$	29,880,139	\$	13,419,251		
Participating securities' share in earnings		(238,167)		(281,310)		(490,034)		(596,670)		
Net income, less participating securities' share in earnings	\$	19,078,102	\$	2,358,335	\$	29,390,105	\$	12,822,581		
Depreciation and amortization:										
Continuing operations		8,788,205		7,914,831		17,420,101		15,346,932		
Discontinued operations		76,384		440,192		190,961		901,347		
Loss (gain) on sale of real estate		1,445,555		-		1,445,555		(5,324)		
Real estate impairment charge		-		564,005		-		564,005		
Funds from operations	\$	29,388,246	\$	11,277,363	\$	48,446,722	\$	29,629,541		
Acquisition costs		279,258		616,081		3,704,270		2,656,053		
Debt refinancing costs		-		3,788,998		-		3,788,998		
Write-off of other receivables				1,845,968		-		1,845,968		
Normalized funds from operations	\$	29,667,504	\$	17,528,410	\$	52,150,992	\$	37,920,560		
Share-based compensation		1,778,253		1,823,597		3,636,709		3,661,306		
Debt costs amortization		855,445		1,011,107		1,710,827		1,998,062		
Additional rent received in advance (B)		(300,000)		(300,000)		(600,000)		(600,000)		
Straight-line rent revenue and other		(2,299,056)		(2,280,189)		(4,032,752)		(4,014,863)		
Adjusted funds from operations	\$	29,702,146	\$	17,782,925	\$	52,865,776	\$	38,965,065		
Per diluted share data:										
Net income, less participating securities' share in earnings	\$	0.14	\$	0.02	\$	0.23	\$	0.12		
Depreciation and amortization:										
Continuing operations		0.07		0.07		0.13		0.14		
Discontinued operations		-		-		-		-		
Loss (gain) on sale of real estate		0.01		-		0.01		-		
Real estate impairment charge			_	0.01	_		_	0.01		
Funds from operations	\$	0.22	\$	0.10	\$	0.37	\$	0.27		
Acquisition costs		-		0.01		0.03		0.02		
Debt refinancing costs		-		0.03		-		0.03		
Write-off of other receivables		-		0.02		-		0.02		
Normalized funds from operations	\$	0.22	\$	0.16	\$	0.40	\$	0.34		
Share-based compensation		0.01		0.02		0.03		0.03		
Debt costs amortization		0.01		-		0.01		0.02		
Additional rent received in advance (B)		-		-		-		-		
Straight-line rent revenue and other	_	(0.02)		(0.02)		(0.03)		(0.04)		
Adjusted funds from operations	\$	0.22	\$	0.16	\$	0.41	\$	0.35		

<sup>(</sup>A) Financials have been restated to reclass the operating results of certain properties sold in December 2011 and June 2012 to discontinued operations

Investors and analysts following the real estate industry utilize funds from operations, or FFO, as a supplemental performance measure. FFO, reflecting the assumption that real estate asset values rise or fall with market conditions, principally adjusts for the effects of GAAP depreciation and amortization of real estate assets, which assumes that the value of real estate diminishes predictably over time. We compute FFO in accordance with the definition provided by the National Association of Real Estate Investment Trusts, or NAREIT, which represents net income (loss) (computed in accordance with GAAP), excluding gains (losses) on sales of real estate and impairment charges on real estate assets, plus real estate depreciation and amortization and after adjustments for unconsolidated partnerships and joint ventures.

In addition to presenting FFO in accordance with the NAREIT definition, we also disclose normalized FFO, which adjusts FFO for items that relate to unanticipated or non-core events or activities or accounting changes that, if not noted, would make comparison to prior period results and market expectations less meaningful to investors and analysts. We believe that the use of FFO, combined with the required GAAP presentations, improves the understanding of our operating results among investors and the use of normalized FFO makes comparisons of our operating results with prior periods and other companies more meaningful. While FFO and normalized FFO are relevant and widely used supplemental measures of operating and financial performance of REITs, they should not be viewed as a substitute measure of our operating performance since the measures do not reflect either depreciation and amortization costs or the level of capital expenditures and leasing costs necessary to maintain the operating performance of our properties, which can be significant economic costs that could materially impact our results of operations. FFO and normalized FFO should not be considered an alternative to net income (loss) (computed in accordance with GAAP) as indicators of our financial performance or to cash flow from operating activities (computed in accordance with GAAP) as an indicator of our liquidity.

We calculate adjusted funds from operations, or AFFO, by subtracting from or adding to normalized FFO (i) unbilled rent revenue, (ii) non-cash share-based compensation expense, and (iii) amortization of deferred financing costs. AFFO is an operating measurement that we use to analyze our results of operations based on the receipt, rather than the accrual, of our rental revenue and on certain other adjustments. We believe that this is an important measurement because our leases generally have significant contractual escalations of base rents and therefore result in recognition of rental income that is not collected until future periods, and costs that are deferred or are non-cash charges. Our calculation of AFFO may not be comparable to AFFO or similarly titled measures reported by other REITs. AFFO should not be considered as an alternative to net income (calculated pursuant to GAAP) as an indicator of our results of operations or to cash flow from operating activities (calculated pursuant to GAAP) as an indicator of our liquidity.



<sup>(</sup>B) Represents additional rent from one tenant in advance of when we can recognize as revenue for accounting purposes. This additional rent is being recorded to revenue on a straight-line basis over the lease life.

# INVESTMENT AND REVENUE BY ASSET TYPE, OPERATOR AND BY STATE

## **Investments and Revenue by Asset Type - As of June 30, 2012**

	Γotal Invested Assets	Percentage of Total Assets		Total Revenue	Percentage of Total Revenue
General Acute Care Hospitals	\$ 977,819,040	48.0%	\$	50,190,621	53.4%
Long-Term Acute Care Hospitals	504,997,465	24.8%	·	26,292,100	28.0%
Medical Office Buildings	15,795,436	0.8%		891,128	0.9%
Rehabilitation Hospitals	373,071,932	18.3%		15,738,762	16.8%
Wellness Centers	15,624,817	0.7%		830,681	0.9%
Net other assets	 151,222,650	7.4%		-	
Total	\$ 2,038,531,340	100.0%	\$	93,943,292	100.0%

## **Investments and Revenue by Operator - As of June 30, 2012**

	<b>Total Invested</b>		l Invested Percentage		Total	Percentage
		Assets	of Total Assets		Revenue	of Total Revenue
Prime Healthcare	\$	410,340,934	20.1%	\$	22,604,670	24.1%
Ernest Health, Inc.		395,603,468	19.4%		15,047,626	16.0%
IJKG/HUMC		126,401,831	6.2%		7,555,504	8.0%
Vibra Healthcare		125,048,517	6.2%		8,324,241	8.9%
Kindred Healthcare		83,434,567	4.1%		4,245,588	4.5%
16 other operators		746,479,373	36.6%		36,165,663	38.5%
Net other assets		151,222,650	7.4%		-	
Total	\$	2,038,531,340	100.0%	\$	93,943,292	100.0%

## **Investment and Revenue by State - As of June 30, 2012**

	Т	otal Invested	Percentage	Total	Percentage
		Assets	of Total Assets	Revenue	of Total Revenue
Texas	\$	489,608,940	24.0%	\$ 23,562,760	25.1%
California		435,451,434	21.4%	24,318,401	25.9%
New Jersey		126,401,831	6.2%	7,555,504	8.0%
Arizona		95,391,210	4.7%	3,961,410	4.2%
Idaho		85,829,986	4.2%	4,400,736	4.7%
18 other states		654,625,289	32.1%	30,144,481	32.1%
Net other assets		151,222,650	7.4%	 -	-
Total	_\$	2,038,531,340	100.0%	\$ 93,943,292	100.0%



# LEASE MATURITY SCHEDULE - AS OF JUNE 30, 2012

-			•		
Pe	rcei	nt a	nt'	to	tal

Total portfolio (1)	<b>Total leases</b>	Base rent (2)	base rent
2012	2	\$ 1,048,044	0.7%
2013	-	-	0.0%
2014	2	4,811,508	3.4%
2015	2	4,039,476	2.8%
2016	1	2,250,000	1.6%
2017	-	-	0.0%
2018	6	13,224,354	9.2%
2019	8	10,151,490	7.1%
2020	1	1,039,728	0.7%
2021	8	25,464,386	17.8%
Thereafter	37	 81,097,709	56.7%
	67	\$ 143,126,695	100.0%

- (1) Excludes our River Oaks facility, as it is currently under re-development and our five facilities that are under development.
- (2) The most recent monthly base rent annualized. Base rent does not include tenant recoveries, additional rents and other lease-related adjustments to revenue (i.e., straight-line rents and deferred revenues).



## **DEBT SUMMARY AS OF JUNE 30, 2012**

Instrument	Rate Type	Rate	Balance	 2012		2013	2	014	2015		2016	Thereafter
6.875% Notes Due 2021	Fixed	6.88%	\$ 450,000,000	\$ -	\$	-	\$	-	\$ -	\$	-	\$ 450,000,000
6.375% Notes Due 2022	Fixed	6.38%	200,000,000	-		-		-	-		-	200,000,000
2011 Credit Facility Revolver	Variable	N/A (1)	-	-		-		-	-		-	-
2016 Term Loan	Variable	2.50%	100,000,000	-		-		-	-		100,000,000	-
2016 Unsecured Notes	Fixed	5.59% (2)	125,000,000	-		-		-	-		125,000,000	-
2008 Exchangeable Notes	Fixed	9.25%	11,000,000	-	11	,000,000		-	-		-	-
Northland - Mortgage Capital Term Loan	Fixed	6.20%	14,315,198	 117,715		249,384	26	5,521	 282,701		298,582	13,101,295
		-	\$ 900,315,198	\$ 117,715	\$11	,249,384	\$26	5,521	\$ 282,701	\$ :	225,298,582	\$ 663,101,295
		Debt Discount	(110,896)									
		=	\$ 900,204,302									

<sup>(1)</sup> Represents a \$400 million unsecured revolving credit facility with spreads over LIBOR ranging from 2.60% to 3.40%.



<sup>(2)</sup> Represents the weighted-average rate for four traunches of the Notes at June 30, 2012 factoring in interest rate swaps in effect at that time. The Company has entered into two swap agreements which began in July and October 2011. Effective July 31, 2011, the Company is paying 5.507% on \$65 million of the Notes and effective October 31, 2011, the Company is paying 5.675% on \$60 million of Notes.

# MEDICAL PROPERTIES TRUST, INC. AND SUBSIDIARIES

## **Consolidated Balance Sheets**

		June 30, 2012	December 31, 2011			
Assets		(Unaudited)		(A)		
Real estate assets						
Land, buildings and improvements, and intangible lease assets	\$	1,261,434,290	\$	1,224,972,901		
Construction in progress and other		14,411,210		30,902,348		
Real estate held for sale		-		17,636,900		
Net investment in direct financing leases		201,156,004		-		
Mortgage loans		265,000,000		165,000,000		
Gross investment in real estate assets		1,742,001,504		1,438,512,149		
Accumulated depreciation and amortization		(119,271,184)		(101,851,082)		
Net investment in real estate assets		1,622,730,320		1,336,661,067		
Cash and cash equivalents		127,638,726		102,725,906		
Interest and rent receivable		38,038,382		29,862,106		
Straight-line rent receivable		36,973,184		33,993,032		
Other loans		159,718,396		74,839,459		
Deferred financing costs		22,824,562		18,285,175		
Other assets		30,607,770		25,506,974		
Total Assets	\$	2,038,531,340	\$	1,621,873,719		
Liabilities and Equity  Liabilities  Debt, net	\$	900,204,302	\$	689,848,981		
Accounts payable and accrued expenses	Ψ	59,087,287	Ψ	51,124,723		
Deferred revenue		22,496,038		23,307,074		
Lease deposits and other obligations to tenants		29,161,167		28,777,787		
Total liabilities		1,010,948,794		793,058,565		
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Equity						
Preferred stock, \$0.001 par value. Authorized 10,000,000 shares; no shares outstanding		-		-		
Common stock, \$0.001 par value. Authorized 250,000,000 shares; issued and outstanding - 134,590,586 shares at June 30, 2012 and 110,786,183 shares at December 31, 2011		134,591		110,786		
Additional paid in capital		1,279,028,700		1,055,255,776		
Distributions in excess of net income		(238,541,336)		(214,058,258)		
Accumulated other comprehensive income (loss)		(12,777,066)		(12,230,807)		
Treasury shares, at cost		(262,343)		(262,343)		
Total Equity		1,027,582,546		828,815,154		
Total Liabilities and Equity	\$	2,038,531,340	\$	1,621,873,719		
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<sup>(</sup>A) Financials have been derived from the prior year audited financials.



#### ACQUISITIONS FOR THE SIX MONTHS ENDED JUNE 30, 2012

Name	Location	Property Type	Acquisition / Development	Investm	ent / Commitment
Ernest Health, Inc.	Nine states	Long-term acute care and inpatient rehabiliation	Acquisition	\$	396,500,000
Post Acute Medical	Victoria, TX	Inpatient rehabilitation	Development		9,400,000
Ernest Health, Inc.	Lafayette, IN	Inpatient rehabilitation	Development		16,600,000
					_
Total Investments / Commitments				\$	422,500,000

#### OPERATING INVESTMENTS AND RELATED RESULTS AS OF AND FOR THE SIX MONTHS ENDED JUNE 30, 2012

Non-Ernest	Operating Investments	Ope	rations Revenue	Annualized Return
\$	10,167,500	\$	879,086	35%
Ernest Health In	c. Operating Investment (1)	Ope	rations Revenue	Annualized Return
\$	96,500,000	\$	4,698,834 (2)	15%

Note: The Company's 2012 estimate for non-Ernest properties' earnings from equity and other interests in operations is approximately \$3.0 million. However, this is nine months of actuals as we began reporting earnings from equity interests in operations one quarter in arrears starting in 2012; we did not report any earnings from equity interests for the three months ended March 31, 2012.

- (1) The Ernest Health, Inc. transaction closed on February 29, 2012.
- (2) Includes interest from our acquisition note.







# Medical Properties Trust

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