

Conference Call
877-876-9177
ID - EastGroup
April 20, 2018
11:00 a.m.
Eastern Daylight Time
webcast available at
www.eastgroup.net

Phone:

Fax:

601-354-3555

601-352-1441

www.eastgroup.net

# **Supplemental Information**

March 31, 2018



Oak Creek Distribution Center
Building VII
Tampa, Florida
116,000 Square Feet



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### **FORWARD-LOOKING STATEMENTS**

The Company's assumptions and financial projections in this supplemental package are based upon "forward-looking" information and are being made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Forward-looking statements are inherently subject to known and unknown risks and uncertainties, many of which the Company cannot predict, including, without limitation: changes in general economic conditions; the extent of customer defaults or of any early lease terminations; the Company's ability to lease or re-lease space at current or anticipated rents; the availability of financing; the failure to maintain credit ratings with rating agencies; changes in the supply of and demand for industrial/warehouse properties; increases in interest rate levels; increases in operating costs; natural disasters, terrorism, riots and acts of war, and the Company's ability to obtain adequate insurance; changes in governmental regulation, tax rates and similar matters; and other risks associated with the development and acquisition of properties, including risks that development projects may not be completed on schedule, development or operating costs may be greater than anticipated or acquisitions may not close as scheduled. Although the Company believes the expectations reflected in the forward-looking statements are based upon reasonable assumptions at the time made, the Company can give no assurance that such expectations will be achieved. The Company assumes no obligation whatsoever to publicly update or revise any forward-looking statements. See also the information contained in the Company's reports filed or to be filed from time to time with the Securities and Exchange Commission pursuant to the Securities Exchange Act of 1934, as amended.



|   | Ma | rch 31, 2018 | December 31, 2017 |
|---|----|--------------|-------------------|
| ASSETS  | _  |              |                   |
| Real estate properties  | \$ | 2,362,949    | 2,336,734         |
| Development   |    | 238,843      | 242,014           |
|   |    | 2,601,792    | 2,578,748         |
| Less accumulated depreciation                                   |    | (760,142)    | (749,601)         |
|   |    | 1,841,650    | 1,829,147         |
| Unconsolidated investment                                       |    | 7,865        | 8,029             |
| Cash  |    | 37           | 16                |
| Other assets  |    | 113,233      | 116,029           |
| TOTAL ASSETS  | \$ | 1,962,785    | 1,953,221         |
| LIABILITIES AND EQUITY  |    |              |                   |
| LIABILITIES   |    |              |                   |
| Unsecured bank credit facilities                                | \$ | 201,561      | 195,709           |
| Unsecured debt  |    | 713,122      | 713,061           |
| Secured debt  |    | 196,809      | 199,512           |
| Accounts payable and accrued expenses                           |    | 46,830       | 64,967            |
| Other liabilities   |    | 29,787       | 28,842            |
| Total Liabilities   |    | 1,188,109    | 1,202,091         |
| EQUITY  |    |              |                   |
| Stockholders' Equity:   |    |              |                   |
| Common shares; \$.0001 par value; 70,000,000 shares authorized; |    |              |                   |
| 34,944,419 shares issued and outstanding at March 31, 2018      |    |              |                   |
| and 34,758,167 at December 31, 2017                             |    | 3            | 3                 |
| Excess shares; \$.0001 par value; 30,000,000 shares             |    |              |                   |
| authorized; no shares issued                                    |    | -            | -                 |
| Additional paid-in capital                                      |    | 1,074,798    | 1,061,153         |
| Distributions in excess of earnings                             |    | (310,707)    | (317,032)         |
| Accumulated other comprehensive income                          |    | 8,954        | 5,348             |
| Total Stockholders' Equity                                      |    | 773,048      | 749,472           |
| Noncontrolling interest in joint ventures                       |    | 1,628        | 1,658             |
| Total Equity  |    | 774,676      | 751,130           |
| TOTAL LIABILITIES AND EQUITY                                    | \$ | 1,962,785    | 1,953,221         |



|  |    | Three Month<br>March |         |
|--|----|----------------------|---------|
| Other comprehensive income - cash flow hedges  TOTAL COMPREHENSIVE INCOME  BASIC PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP ROPERTIES, INC. COMMON STOCKHOLDERS  Net income attributable to common stockholders  Weighted average shares outstanding |    | 2018                 | 2017    |
| REVENUES   |    |                      |         |
| Income from real estate operations   | \$ | 72,120               | 66,137  |
|  | •  | 83                   | 17      |
|  |    | 72,203               | 66,154  |
|  |    |                      |         |
|  |    | 20,676               | 19,007  |
|  |    | 21,685               | 20,225  |
| General and administrative   |    | 3,463                | 5,478   |
|  |    | 45,824               | 44,710  |
| OPERATING INCOME   |    | 26,379               | 21,444  |
| OTHER INCOME (EXPENSE)   |    |                      |         |
|  |    | (8,607)              | (8,686) |
| Gain on sales of real estate investments   |    | 10,222               | -       |
| • ·····  |    | 754                  | 215     |
| NET INCOME   |    | 28,748               | 12,973  |
| Net income attributable to noncontrolling interest in joint ventures   |    | (35)                 | (154)   |
| NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS  | ;  | 28,713               | 12,819  |
| Other comprehensive income - cash flow hedges  |    | 3,606                | 1,410   |
| TOTAL COMPREHENSIVE INCOME   | \$ | 32,319               | 14,229  |
| BASIC PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES. INC. COMMON STOCKHOLDERS  |    |                      |         |
| · · · · · · · · · · · · · · · · · · ·  | \$ | 0.83                 | 0.38    |
| Weighted average shares outstanding  |    | 34,689               | 33,361  |
| DILUTED PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS  |    |                      |         |
| Net income attributable to common stockholders   | \$ | 0.83                 | 0.38    |
| Weighted average shares outstanding  |    | 34,736               | 33,409  |
|  |    |                      |         |



|   |    | s Ended<br>31,                 |                                |
|---|----|--------------------------------|--------------------------------|
|   |    | 2018                           | 2017                           |
| NET INCOME (Gain) on sales of real estate investments   | \$ | 28,748<br>(10,222)             | 12,973                         |
| (Gain) loss on sales of non-operating real estate<br>(Gain) on sales of other<br>Interest income  |    | (86)<br>(427)<br>(55)          | 40<br>-<br>(62)                |
| Other revenue Depreciation and amortization   |    | (83)<br>21,685                 | (17)<br>20,225                 |
| Company's share of depreciation from unconsolidated investment<br>Interest expense (1)  |    | 31<br>8,607                    | 31<br>8,686                    |
| General and administrative expense <sup>(2)</sup>   |    | 3,463                          | 5,478                          |
| Noncontrolling interest in PNOI of consolidated 80% joint ventures PROPERTY NET OPERATING INCOME (PNOI)   | \$ | (79)<br>51,582                 | (211)<br>47,143                |
| COMPONENTS OF PNOI:   |    |                                |                                |
| PNOI from Same Properties PNOI from 2017 Acquisitions   | \$ | 47,003<br>733                  | 45,079<br>227                  |
| PNOI from 2017 and 2018 Development and Redevelopment Properties PNOI from 2017 and 2018 Operating Property Dispositions  |    | 3,728<br>215                   | 1,094<br>843                   |
| Other PNOI TOTAL PNOI   | \$ | (97)<br>51,582                 | (100)<br>47,143                |
| NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS Depreciation and amortization Company's share of depreciation from unconsolidated investment Depreciation and amortization from noncontrolling interest | \$ | 28,713<br>21,685<br>31<br>(44) | 12,819<br>20,225<br>31<br>(55) |
| (Gain) on sales of real estate investments FUNDS FROM OPERATIONS (FFO) ATTRIBUTABLE TO COMMON STOCKHOLDERS  | \$ | (10,222)<br>40,163             | 33,020                         |
|   |    |                                |                                |
| NET INCOME  | \$ | 28,748                         | 12,973                         |
| Interest expense (1) Depreciation and amortization  |    | 8,607<br>21,685                | 8,686<br>20,225                |
| Company's share of depreciation from unconsolidated investment<br>EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION (EBITDA)   |    | 31<br>59,071                   | 41,915                         |
| (Gain) on sales of real estate investments  |    | (10,222)                       | <u>-</u>                       |
| EBITDA for Real Estate (EBITDAre)   | \$ | 48,849                         | 41,915                         |
| DILUTED PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS   |    |                                |                                |
| Net income attributable to common stockholders  | \$ | 0.83                           | 0.38                           |
| Funds from operations (FFO) attributable to common stockholders   | \$ | 1.16                           | 0.99                           |
| Weighted average shares outstanding for EPS and FFO purposes  |    | 34,736                         | 33,409                         |

<sup>(1)</sup> Net of capitalized interest of \$1,602 and \$1,646 for the three months ended March 31, 2018 and 2017, respectively.

<sup>(2)</sup> Net of capitalized development costs of \$1,123 and \$1,244 for the three months ended March 31, 2018 and 2017, respectively.



|   | Th | nree Months Ende | ed March 31, |  |
|---|----|------------------|--------------|--|
|   |    | 2018             | 2017         |  |
| OPERATING ACTIVITIES  |    |                  |              |  |
| Net income  | \$ | 28,748           | 12,973       |  |
| Adjustments to reconcile net income to net cash provided by operating activities:                 |    | ·                | •            |  |
| Depreciation and amortization   |    | 21,685           | 20,225       |  |
| Stock-based compensation expense  |    | 1,184            | 2,357        |  |
| Net (gain) loss on sales of real estate investments and non-operating real estate                 |    | (10,308)         | 40           |  |
| Changes in operating assets and liabilities:  |    |                  |              |  |
| Accrued income and other assets   |    | 2,239            | 1,625        |  |
| Accounts payable, accrued expenses and prepaid rent   |    | (22,310)         | (13,671)     |  |
| Other   |    | 476              | 264          |  |
| NET CASH PROVIDED BY OPERATING ACTIVITIES   |    | 21,714           | 23,813       |  |
| INVESTING ACTIVITIES  |    |                  |              |  |
| Real estate development   |    | (31,212)         | (22,178)     |  |
| Purchases of real estate  |    | -                | (20,611)     |  |
| Real estate improvements  |    | (5,158)          | (4,250)      |  |
| Net proceeds from sales of real estate investments and non-operating real estate                  |    | 16,826           | 773          |  |
| Repayments on mortgage loans receivable   |    | 1,958            | 32           |  |
| Changes in accrued development costs  |    | 8,713            | 5,153        |  |
| Changes in other assets and other liabilities   |    | (2,344)          | (3,286)      |  |
| NET CASH USED IN INVESTING ACTIVITIES   |    | (11,217)         | (44,367)     |  |
| FINANCING ACTIVITIES  |    |                  |              |  |
| Proceeds from unsecured bank credit facilities  |    | 91,387           | 84,734       |  |
| Repayments on unsecured bank credit facilities  |    | (85,634)         | (76,518)     |  |
| Repayments on secured debt  |    | (2,767)          | (3,526)      |  |
| Debt issuance costs   |    | (88)             | (87)         |  |
| Distributions paid to stockholders (not including dividends accrued on unvested restricted stock) |    | (22,736)         | (21,515)     |  |
| Proceeds from common stock offerings  |    | 14,466           | 39,456       |  |
| Proceeds from dividend reinvestment plan  |    | 57               | 57           |  |
| Other   |    | (5,161)          | (2,525)      |  |
| NET CASH (USED IN) PROVIDED BY FINANCING ACTIVITIES   |    | (10,476)         | 20,076       |  |
| INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS  |    | 21               | (478)        |  |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD  |    | 16               | 522          |  |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD  | \$ | 37               | 44           |  |
| SUPPLEMENTAL CASH FLOW INFORMATION  |    |                  |              |  |
| Cash paid for interest, net of amounts capitalized of \$1,602 and \$1,646                         |    |                  |              |  |
| for 2018 and 2017, respectively   | \$ | 7,141            | 7,721        |  |



|  | Three Months Ended<br>March 31, |                                |   |                                      |
|--|---------------------------------|--------------------------------|---|--------------------------------------|
|  |                                 | 2018                           | 2017  | % Change                             |
| Same property without termination fees Same property termination fees  | \$                              | 46,872<br>131                  | 44,970<br>109                                       | 4.2%                                 |
| Same property 2017 acquisitions 2017 development & redevelopment 2018 development & redevelopment  |                                 | <b>47,003</b> 733 2,906        | <b>45,079</b> 227 1,019                             | 4.3%                                 |
| Transferred in current quarter Lease-up and under construction 2017 operating property dispositions 2018 operating property dispositions Other |                                 | 326<br>496<br>-<br>215<br>(97) | 75<br>-<br>583<br>260<br>(100)                      |                                      |
| Total PNOI   | \$                              | 51,582                         | 47,143  |                                      |
| Same Property Quarterly Change Trend (including termination fees)  |                                 |                                | 1Q 2017<br>2Q 2017<br>3Q 2017<br>4Q 2017<br>1Q 2018 | 3.7%<br>2.5%<br>3.1%<br>5.2%<br>4.3% |

## **Cash Basis**

|  | Three Months Ended<br>March 31, |        |         |          |
|--|---------------------------------|--------|---------|----------|
|  |                                 | 2018   | 2017    | % Change |
| Same property without termination fees | \$                              | 46,641 | 44,674  | 4.4%     |
| Same property termination fees         |                                 | 141    | 117     |          |
| Same property                          |                                 | 46,782 | 44,791  | 4.4%     |
| 2017 acquisitions                      |                                 | 696    | 211     |          |
| 2017 development & redevelopment       |                                 | 2,594  | 621     |          |
| 2018 development & redevelopment       |                                 |        |         |          |
| Transferred in current quarter         |                                 | 169    | 67      |          |
| Lease-up and under construction        |                                 | 139    | -       |          |
| 2017 operating property dispositions   |                                 | -      | 607     |          |
| 2018 operating property dispositions   |                                 | 217    | 265     |          |
| Other                                  |                                 | (97)   | (100)   |          |
| Total PNOI - Cash Basis                | \$                              | 50,500 | 46,462  |          |
| Same Property Quarterly Change Trend   |                                 | 1      | Q 2017  | 5.9%     |
| (including termination fees)           |                                 | 2      | 2Q 2017 | 2.4%     |
|  |                                 | 3      | 3Q 2017 | 2.7%     |
|  |                                 | 4      | Q 2017  | 6.0%     |
|  |                                 | 1      | Q 2018  | 4.4%     |



|   | Three Mon<br>Marcl               |                    |
|---|----------------------------------|--------------------|
| SELECTED INCOME STATEMENT INFORMATION   | 2018                             | 2017               |
|   | (Items below repre<br>(decreases |                    |
| Straight-line (S/L) rent income adjustment  Bad debt expense on S/L rent  Net straight-line rent adjustment | \$ 1,019<br>(45)<br>974          | 591<br>(38)<br>553 |
| Cash received for lease terminations  Less S/L rent write-offs  Net lease termination fee income            | 141<br>(10)<br>131               | 117<br>(8)<br>109  |
| Bad debt expense (excluding S/L rent bad debt)  | (45)                             | (12)               |
| Stock-based compensation expense  | (1,184)                          | (2,357)            |
| Debt issuance costs amortization  | (319)                            | (314)              |
| Acquired leases - market rent adjustment amortization   | 118                              | 136                |
| Assumed mortgages - fair value adjustment amortization  | 7                                | 8                  |
|   |                                  |                    |
|   |                                  |                    |

|   | Three Month<br>March |        |
|---|----------------------|--------|
|   | 2018                 | 2017   |
| WEIGHTED AVERAGE COMMON SHARES            |                      |        |
| Weighted average common shares            | 34,689               | 33,361 |
| BASIC SHARES FOR EARNINGS PER SHARE (EPS) | 34,689               | 33,361 |
| Potential common shares:                  |                      |        |
| Unvested restricted stock                 | 47                   | 48     |
| DILUTED SHARES FOR FPS AND FFO            | 34 736               | 33 409 |





|   |                                | Costs Incurred      |             |                        |                 | Anticipated        |            | •        |           |
|---|--------------------------------|---------------------|-------------|------------------------|-----------------|--------------------|------------|----------|-----------|
|   |                                |                     |             | 1st Qtr                | Cumulative      | Projected          | Conversion | % Leased |           |
|   |                                | Square Feet (SF)    |             | 2018                   | at 3/31/18      | <b>Total Costs</b> | Date (1)   | 4/18/18  | _         |
| Lease-up (2)                            |                                |                     |             |                        |                 |                    |            |          |           |
| Progress Center 1 & 2 (3)               | Atlanta, GA                    | 132,000             | \$          | 143                    | 10,476          | 11,100             | 04/18      | 19%      |           |
| SunCoast 4                              | Ft Myers, FL                   | 93,000              |             | 53                     | 9,173           | 9,600              | 05/18      | 100%     |           |
| Eisenhauer Point 3                      | San Antonio, TX                | 71,000              |             | 215                    | 6,374           | 6,800              | 06/18      | 75%      |           |
| Steele Creek VII                        | Charlotte, NC                  | 120,000             |             | 582                    | 8,379           | 9,000              | 09/18      | 100%     |           |
| Horizon XII                             | Orlando, FL                    | 140,000             |             | 156                    | 11,386          | 12,100             | 12/18      | 50%      |           |
| Kyrene 202 III, IV & V                  | Phoenix, AZ                    | 166,000             |             | 863                    | 12,406          | 13,800             | 02/19      | 79%      | =         |
| Total Lease-up                          |                                | 722,000             |             | 2,012                  | 58,194          | 62,400             | -          | 68%      | Wgt Avg % |
| Projected Stabilized Yield (4)          |                                | 7.9%                | -           |                        |                 |                    |            |          |           |
| Under Construction (2)                  |                                |                     |             |                        |                 |                    |            |          |           |
| Country Club V                          | Tucson, AZ                     | 300,000             |             | 5,513                  | 19,464          | 24,200             | 05/18      | 100%     |           |
| Horizon X                               | Orlando, FL                    | 104,000             |             | 3,351                  | 6,901           | 7,700              | 06/18      | 100%     |           |
| CreekView 121 3 & 4                     | Dallas, TX                     | 158,000             |             | 1,186                  | 11,497          | 14,200             | 04/19      | 17%      |           |
| Eisenhauer Point 5                      | San Antonio, TX                | 98,000              |             | 1,006                  | 6,810           | 7,500              | 04/19      | 50%      |           |
| Eisenhauer Point 6                      | San Antonio, TX                | 85,000              |             | 401                    | 4,451           | 5,200              | 04/19      | 50%      |           |
| Falcon Field                            | Phoenix, AZ                    | 96,000              |             | 3,289                  | 6,236           | 9,000              | 05/19      | 0%       |           |
| West Road 5                             | Houston, TX                    | 58,000              |             | 2,299                  | 2,299           | 4,700              | 07/19      | 0%       |           |
| Airport Commerce Center 3               | Charlotte, NC                  | 96,000              |             | 257                    | 1,990           | 7,300              | 09/19      | 0%       |           |
| Broadmoor 2                             | Atlanta, GA                    | 111,000             |             | 1,008                  | 1,008           | 7,400              | 10/19      | 0%       |           |
| Settlers Crossing 1                     | Austin, TX                     | 77,000              |             | 1,127                  | 2,683           | 7,400              | 10/19      | 0%       |           |
| Settlers Crossing 2                     | Austin, TX                     | 83,000              |             | 1,175                  | 2,848           | 8,000              | 10/19      | 0%       |           |
| Total Under Construction                | •                              | 1,266,000           |             | 20,612                 | 66,187          | 102,600            | <u>.</u>   | 41%      | Wgt Avg % |
| Projected Stabilized Yield (4)          |                                | 8.1%                | _           |                        |                 |                    |            |          |           |
| Prospective Development                 | Acres                          | Projected SF        |             |                        |                 |                    |            | 51%      | Wgt Avg % |
| Ft Myers, FL                            | 42                             | 570,000             | -           | 50                     | 14,162          |                    |            |          |           |
| Miami, FL                               | 61                             | 850,000             |             | 5,485                  | 36,361          |                    |            |          |           |
| Orlando, FL                             | 71                             | 418,000             |             | 683                    | 11,803          |                    |            |          |           |
| Tampa, FL                               | 8                              | 32,000              |             | -                      | 1,560           |                    |            |          |           |
| Atlanta, GA <sup>(5)</sup>              | 10                             | 85,000              |             | (690)                  | 517             |                    |            |          |           |
| Jackson, MS                             | 3                              | 28,000              |             | -                      | 706             |                    |            |          |           |
| Charlotte, NC                           | 54                             | 655,000             |             | 104                    | 6,833           |                    |            |          |           |
| Austin, TX                              | 15                             | 180,000             |             | 85                     | 3,105           |                    |            |          |           |
| Dallas, TX                              | 33                             | 475,000             |             | 296                    | 9,892           |                    |            |          |           |
| Houston, TX <sup>(6)</sup>              | 91                             | 1,258,000           |             | (3,398)                | 17,792          |                    |            |          |           |
| San Antonio, TX                         | 69                             | 995,000             |             | 338                    | 11,731          |                    |            |          |           |
| Total Prospective Development           | 457                            | 5,546,000           |             | 2,953                  | 114,462         | •                  |            |          |           |
|   | 457                            | 7,534,000           | \$          | 25,577                 | 238,843         |                    |            |          |           |
|   |                                |                     |             | (0)                    |                 |                    |            |          |           |
| Completed Development and               | Transferred to Real            | Estate Properties D | <u>)uri</u> | ng 2018 <sup>(2)</sup> |                 |                    |            |          |           |
| 1st Quarter                             | San Antonio TV                 | 97,000              | <b>.</b>    | 717                    | 7 014           |                    |            | 100%     |           |
| Alamo Ridge IV<br>Oak Creek VII         | San Antonio, TX<br>Tampa, FL   | 116,000             | Φ           |                        | 7,814<br>7,122  |                    |            | 100%     |           |
| Weston (7)                              | rampa, FL<br>Ft Lauderdale, FL | 134,000             |             | 991<br>231             | 7,122<br>15,751 |                    |            | 100%     |           |
| *************************************** | i i Laudeldale, FL             | 347,000             |             | 1,939                  | 30,687          | •                  |            | 100 /0   |           |
| Total Transferred to Real Estate        | e Properties                   | 347,000             | \$          | 1,939                  | 30,687          | •                  |            |          |           |
|   | 5 1 10po11103                  | 347,000             | Ψ           | 1,303                  | 50,007          | Ī                  |            |          |           |
| Projected Stabilized Yield (4)          |                                | 7.7%                | _           |                        |                 |                    |            |          |           |

<sup>(1)</sup> Will transfer from Development to the operating portfolio at the earlier of 90% occupancy or one year after shell completion.

<sup>(2)</sup> See PNOI schedule on Page 7 for net operating income by category.

This project, which was recently developed by the seller, was acquired by EastGroup on 12/12/17 and is considered to be in the lease-up phase.

<sup>(4)</sup> Weighted average yield based on property net operating income at 100% occupancy and rents computed on a straight-line basis.

<sup>(5)</sup> Negative amount represents land inventory costs transferred to *Under Construction*.

<sup>(6)</sup> Negative amount represents land inventory costs transferred to *Under Construction* and land sold on 3/28/18.

<sup>&</sup>lt;sup>(7)</sup> This project was acquired by EastGroup on 11/1/16 and underwent redevelopment.



(\$ in thousands, except per share data) (Unaudited)

|  | Interest<br>Rate | Maturity<br>Date | Balance at<br>March 31, 2018 | Weighted<br>Average<br>Interest Rate         |
|--|------------------|------------------|------------------------------|--|
| UNSECURED BANK CREDIT FACILITIES                                 |                  |                  |                              |  |
| \$35MM line  |                  |                  |                              |  |
| Variable rate  | 2.883%           | 07/30/19         | \$ 13,092                    |  |
| \$300MM line   | 2.00070          | 01700710         | Ψ 10,002                     |  |
| Variable rate  | 2.846%           | 07/30/19         | 109,000                      |  |
| Fixed rate (1)   |                  | 07/30/19         |                              |  |
|  | 2.020%           | 07/30/19         | 80,000                       | _  |
| Carrying amount  |                  |                  | 202,092                      |  |
| Unamortized debt issuance costs UNSECURED BANK CREDIT FACILITIES |                  |                  | (531<br>201,561              | <u>_</u>                                     |
| UNSECURED DEBT - FIXED RATE (2)                                  |                  |                  |                              |  |
| UNSECURED DEBT - FIXED RATE                                      | 0.0400/          | 40/04/40         | F0 000                       |  |
|  | 3.910%           | 12/21/18         | 50,000                       |  |
|  | 2.846%           | 07/31/19         | 75,000                       |  |
|  | 3.800%           | 08/28/20         | 30,000                       |  |
|  | 3.452%           | 12/20/20         | 75,000                       |  |
|  | 2.335%           | 07/30/21         | 40,000                       |  |
|  | 3.031%           | 02/28/22         | 75,000                       |  |
|  | 2.313%           | 04/01/23         | 65,000                       |  |
|  | 3.800%           | 08/28/23         | 50,000                       |  |
|  | 3.460%           | 12/13/24         | 60,000                       |  |
|  | 3.480%           | 12/15/24         | 60,000                       |  |
|  | 3.800%           | 08/28/25         | 20,000                       |  |
|  | 3.970%           | 10/01/25         | 25,000                       |  |
|  | 3.990%           | 10/07/25         | 50,000                       |  |
|  | 3.750%           | 12/15/26         | 40,000                       |  |
| Carrying amount  |                  |                  | 715,000                      |  |
| Unamortized debt issuance costs UNSECURED DEBT - FIXED RATE      |                  |                  | (1,878<br>713,122            | <u>)                                    </u> |
| SECURED DEBT - FIXED RATE  |                  |                  |                              |  |
|  | 7.500%           | 05/05/19         | 48,886                       |  |
|  | 5.390%           | 02/29/20         | 366                          |  |
|  | 4.390%           | 01/05/21         | 54,530                       |  |
|  | 4.750%           | 06/05/21         | 49,494                       |  |
|  | 4.090%           | 01/05/22         | 41,756                       |  |
|  | 3.850%           | 11/30/26         | 2,548                        |  |
| Carrying amount  |                  |                  | 197,580                      | _  |
| Unamortized debt issuance costs                                  |                  |                  | (771                         | )  |
| SECURED DEBT - FIXED RATE  |                  |                  | 196,809                      | <del>-</del><br>-                            |
| TOTAL DEBT   |                  |                  |                              |  |
| Total carrying amount  |                  |                  | 1,114,672                    |  |
| Total unamortized debt issuance costs                            |                  |                  | (3,180                       | <u>)</u>                                     |
| TOTAL DEBT   |                  |                  | \$ 1,111,492                 | =  |
| EQUITY MARKET CAPITALIZATION                                     |                  |                  |                              |  |
| Shares outstanding - common                                      |                  |                  | 34,944,419                   |  |
| Price per share  |                  |                  | \$ 82.66                     |  |
| TOTAL EQUITY MARKET CAPITALIZATION                               |                  |                  | \$ 2,888,506                 | -  |
| TOTAL MARKET CAPITALIZATION (DEBT AND EQUITY) (3)                |                  |                  | \$ 4,003,178                 | -  |
| TOTAL DEBT / TOTAL MARKET CAPITALIZATION (3)                     |                  |                  | 27.8%                        | )<br>-                                       |

<sup>(1)</sup> This draw has an effectively fixed interest rate due to an interest rate swap that matures 8/15/18.

<sup>(2)</sup> These loans have a fixed interest rate or an effectively fixed interest rate due to interest rate swaps maturing on the same date as the loan.

 $<sup>^{\</sup>left( 3\right) }$  Before deducting unamortized debt issuance costs.



|                                    | Amor       | tization         | Balloo     | n Payments       |            | Total            |  |  |
|------------------------------------|------------|------------------|------------|------------------|------------|------------------|--|--|
|                                    |            | Weighted Average |            | Weighted Average |            | Weighted Average |  |  |
| Year                               | Repayments | Interest Rate    | Repayments | Interest Rate    | Repayments | Interest Rate    |  |  |
| UNSECURED                          |            |                  |            |                  |            |                  |  |  |
| remainder of 2018                  | \$ -       | N/A              | \$ 50,000  | 3.91%            | \$ 50,000  | 3.91%            |  |  |
| 2019                               | -          | N/A              | 75,000     | 2.85%            | 75,000     | 2.85%            |  |  |
| 2020                               | -          | N/A              | 105,000    | 3.55%            | 105,000    | 3.55%            |  |  |
| 2021                               | -          | N/A              | 40,000     | 2.34%            | 40,000     | 2.34%            |  |  |
| 2022                               | -          | N/A              | 75,000     | 3.03%            | 75,000     | 3.03%            |  |  |
| 2023 and beyond                    | -          | N/A              | 370,000    | 3.46%            | 370,000    | 3.46%            |  |  |
| UNSECURED TOTAL / WEIGHTED AVERAGE | -          | N/A              | 715,000    | 3.33%            | 715,000    | 3.33%            |  |  |
| SECURED                            |            |                  |            |                  |            |                  |  |  |
| remainder of 2018                  | 8,540      | 5.21%            | -          | N/A              | 8,540      | 5.21%            |  |  |
| 2019                               | 9,844      | 4.75%            | 45,725     | 7.50%            | 55,569     | 7.01%            |  |  |
| 2020                               | 9,096      | 4.43%            | -          | N/A              | 9,096      | 4.43%            |  |  |
| 2021                               | 3,962      | 4.30%            | 85,601     | 4.56%            | 89,563     | 4.55%            |  |  |
| 2022                               | 114        | 3.85%            | 32,655     | 4.09%            | 32,769     | 4.09%            |  |  |
| 2023 and beyond                    | 494        | 3.85%            | 1,549      | 3.85%            | 2,043      | 3.85%            |  |  |
| SECURED TOTAL / WEIGHTED AVERAGE   | 32,050     | 4.71%            | 165,530    | 5.27%            | 197,580    | 5.18%            |  |  |
| TOTAL / WEIGHTED AVERAGE           | \$ 32,050  | 4.71%            | \$ 880,530 | 3.70%            | \$ 912,580 | 3.73%            |  |  |

Note: Excludes unsecured bank credit facilities.



|                              | Shares Issued<br>and Sold <sup>(1)</sup> | Sal | verage<br>es Price<br>r Share) | Gros | s Proceeds | g-Related<br>d Expenses | Net | Proceeds |
|------------------------------|--|-----|--------------------------------|------|------------|-------------------------|-----|----------|
| 1 <sup>st</sup> Quarter 2018 | 179,501                                  | \$  | 82.68                          | \$   | 14,842     | \$<br>(240)             | \$  | 14,602   |

<sup>(1)</sup> As of March 31, 2018, the Company had 6,221,839 shares authorized and remaining for issuance under its continuous equity program.



|  | Three Months Ended March 31, 2018 |           |  |  |
|--|-----------------------------------|-----------|--|--|
| EBITDAre for the period  | \$                                | 48,849    |  |  |
| Adjust PNOI for acquisitions as if owned for entire period     |                                   | -         |  |  |
| Adjust PNOI for developments in lease-up or under construction |                                   | (496)     |  |  |
| Adjust PNOI for properties sold during the period              | (                                 |           |  |  |
| Pro Forma EBITDAre   | \$                                | 48,138    |  |  |
| PRO FORMA EBITDAre – ANNUALIZED                                | \$                                | 192,552   |  |  |
| Debt at March 31, 2018   | \$                                | 1,111,492 |  |  |
| Subtract developments in lease-up or under construction        |                                   | (124,381) |  |  |
| Adjusted Debt  | \$                                | 987,111   |  |  |
| ADJUSTED DEBT-TO-PRO FORMA EBITDAre RATIO                      |                                   | 5.13      |  |  |



## **ACQUISITIONS**

1<sup>st</sup> Quarter - None

## **SALES**

| Date                    | Property Name    | Location    | Size       | Gross Sales Price |        | Realized Gain        |
|-------------------------|------------------|-------------|------------|-------------------|--------|----------------------|
| 1 <sup>st</sup> Quarter |                  |             |            |                   |        |                      |
| 01/26/18                | World Houston 18 | Houston, TX | 33,000 SF  | \$                | 2,460  | 1,078 <sup>(1)</sup> |
| 03/20/18                | 56 Commerce Park | Tampa, FL   | 181,000 SF |                   | 12,450 | 9,144 <sup>(1)</sup> |
| 03/28/18                | Lee Road Land    | Houston, TX | 10.7 Acres |                   | 2,577  | 86 (2)               |
|                         |                  |             | 10.7 Acres |                   |        |                      |
| Total Sales             |                  |             | 214,000 SF | \$                | 17,487 | 10,308               |

<sup>(1)</sup> Included in Gain on sales of real estate investments on the Consolidated Statements of Income and Comprehensive Income; not included in FFO.

<sup>(2)</sup> Included in *Other* on the Consolidated Statements of Income and Comprehensive Income; included in FFO.



| Three Months Ended |      |  |  |  |  |  |  |
|--------------------|------|--|--|--|--|--|--|
| March 31,          |      |  |  |  |  |  |  |
| 2018               | 2017 |  |  |  |  |  |  |
|                    |      |  |  |  |  |  |  |

| REAL ESTATE IMPROVEMENTS           |    | 2018  | 2017  |  |  |  |
|------------------------------------|----|-------|-------|--|--|--|
| Upgrade on Acquisitions            | \$ | 5     | 15    |  |  |  |
| Tenant Improvements:               |    |       |       |  |  |  |
| New Tenants                        |    | 1,793 | 2,400 |  |  |  |
| Renewal Tenants                    |    | 602   | 675   |  |  |  |
| Other:                             |    |       |       |  |  |  |
| Building Improvements              |    | 1,000 | 771   |  |  |  |
| Roofs                              |    | 978   | 620   |  |  |  |
| Parking Lots                       |    | 725   | 142   |  |  |  |
| Other                              |    | 503   | 113   |  |  |  |
| TOTAL REAL ESTATE IMPROVEMENTS (2) | \$ | 5,606 | 4,736 |  |  |  |
| CAPITALIZED LEASING COSTS (1)      |    |       |       |  |  |  |
| Development                        | \$ | 762   | 1,251 |  |  |  |
| New Tenants                        | •  | 925   | 2,195 |  |  |  |
| Renewal Tenants                    |    | 1,305 | 1,890 |  |  |  |
| TOTAL CAPITALIZED LEASING COSTS    | \$ | 2,992 | 5,336 |  |  |  |

### **Three Months Ended** March 31

|   | iviai Cii 3 i, |       |       |
|---|----------------|-------|-------|
|   |                | 2018  | 2017  |
| Total Real Estate Improvements  | \$             | 5,606 | 4,736 |
| Change in Real Estate Property Payables                               |                | (419) | (466) |
| Change in Construction in Progress                                    |                | (29)  | (20)  |
| Real Estate Improvements on the Consolidated Statements of Cash Flows | \$             | 5,158 | 4,250 |

<sup>(1)</sup> Included in Other Assets.

<sup>(2)</sup> Reconciliation of Total Real Estate Improvements to Real Estate Improvements on the Consolidated Statements of Cash Flows:



| Three Months Ended<br>March 31, 2018 | Number of<br>Leases Signed | Square Feet Signed (In Thousands) | Weighted Average Term (In Years) | Rental Change<br>Straight-Line Basis | Rental Change<br>Cash Basis | _  | F Tenant<br>ovement <sup>(2)</sup> | PSF Leasing<br>Commission <sup>(2)</sup> | PSF Total<br>Leasing Cost <sup>(2)</sup> |
|--------------------------------------|----------------------------|-----------------------------------|----------------------------------|--------------------------------------|-----------------------------|----|------------------------------------|--|--|
| New Leases (1)                       | 32                         | 423                               | 5.3                              | 11.3%                                | 2.6%                        | \$ | 4.88                               | \$ 2.30                                  | \$ 7.18                                  |
| Renewal Leases                       | 65                         | 1,433                             | 4.2                              | 21.1%                                | 11.5%                       |    | 0.86                               | 0.90                                     | 1.76                                     |
| Total/Weighted Average               | 97                         | 1,856                             | 4.4                              | 18.7%                                | 9.4%                        | \$ | 1.78                               | \$ 1.22                                  | \$ 3.00                                  |
|                                      |                            |                                   |                                  |                                      | Per Year                    | \$ | 0.40                               | \$ 0.28                                  | \$ 0.68                                  |

Weighted Average Retention (3)

85.0%

|                     | 03/31/18 | 12/31/17 | 09/30/17 | 06/30/17 | 03/31/17 |
|---------------------|----------|----------|----------|----------|----------|
| Percentage Leased   | 97.0%    | 97.0%    | 97.4%    | 96.8%    | 97.0%    |
| Percentage Occupied | 96.4%    | 96.4%    | 95.6%    | 94.9%    | 95.6%    |

Does not include leases with terms less than 12 months and leases for first generation space on properties acquired or developed by EastGroup.

Per square foot (PSF) amounts represent total amounts for the life of the lease, except as noted for the per year amounts.

(3) Calculated as square feet of renewal leases signed during the quarter / square feet of leases expiring during the quarter (not including early terminations or bankruptcies).





|                              |               |           |               |         |                                       |                     |                          | Same Property |                      | Rental Change |                           |
|------------------------------|---------------|-----------|---------------|---------|---------------------------------------|---------------------|--------------------------|---------------|----------------------|---------------|---------------------------|
|                              |               |           |               |         |                                       |                     |                          | PNOI Change   |                      | New and Renew | /al Leases <sup>(3)</sup> |
|                              | Total         |           |               |         |                                       | Lease Exp           | irations                 | QTI           | ₹                    | QTR           |                           |
|                              | Square Feet   | %         | Annualized    | %       | %                                     | in Squar            |                          | Straight-Line | Cash                 | Straight-Line | Cash                      |
|                              | of Properties | of Total  | Base Rent (1) | Leased  | Occupied                              | 2018 <sup>(2)</sup> | 2019                     | Basis         | Basis <sup>(4)</sup> | Basis         | Basis (4)                 |
| Florida                      |               |           |               |         |                                       |                     |                          |               |                      |               |                           |
| Tampa                        | 4,177,000     | 11.1%     | 10.3%         | 99.0%   | 98.5%                                 | 622,000             | 603,000                  | -0.6%         | -1.5%                | 19.3%         | 7.5%                      |
| Orlando                      | 3,129,000     | 8.3%      | 9.0%          | 99.2%   | 98.4%                                 | 233,000             | 351,000                  | 3.7%          | 1.2%                 | 21.9%         | 7.7%                      |
| Jacksonville                 | 2,273,000     | 6.1%      | 4.8%          | 99.5%   | 99.5%                                 | 331,000             | 353,000                  | 0.4%          | -1.1%                | 11.5%         | 4.2%                      |
| Ft. Lauderdale               | 1,071,000     | 2.9%      | 3.8%          | 97.8%   | 97.8%                                 | 119,000             | 131,000                  | 2.3%          | 5.8%                 | 13.3%         | 6.4%                      |
| Ft. Myers                    | 218,000       | 0.6%      | 0.7%          | 100.0%  | 93.0%                                 | 15,000              | 101,000                  | -3.2%         | -4.7%                | 53.7%         | 30.6%                     |
| ,                            | 10,868,000    | 29.0%     | 28.6%         | 99.0%   | 98.5%                                 | 1,320,000           | 1,539,000                | 1.2%          | 0.1%                 | 21.1%         | 9.5%                      |
| Texas                        |               |           |               |         |                                       | , ,                 | , ,                      |               |                      |               |                           |
| Dallas                       | 3,349,000     | 8.9%      | 7.4%          | 98.6%   | 96.6%                                 | 150,000             | 370,000                  | 3.7%          | 10.7%                | 21.5%         | 19.8%                     |
| Houston                      | 5,490,000     | 14.7%     | 15.4%         | 94.5%   | 94.5%                                 | 317,000             | 818,000                  | 10.2%         | 14.1%                | 15.6%         | 7.0%                      |
| San Antonio                  | 2,788,000     | 7.4%      | 8.2%          | 97.3%   | 95.0%                                 | 164,000             | 545,000                  | 3.9%          | 1.9%                 | 5.7%          | -1.7%                     |
| Austin                       | 699,000       | 1.9%      | 2.2%          | 95.4%   | 95.4%                                 | 51,000              | 162,000                  | -8.7%         | -7.8%                | N/A           | N/A                       |
| El Paso                      | 958,000       | 2.6%      | 1.8%          | 97.7%   | 97.7%                                 | 88,000              | 128,000                  | 6.6%          | 7.2%                 | 22.5%         | 10.5%                     |
| 2455                         | 13,284,000    | 35.5%     | 35.0%         | 96.4%   | 95.4%                                 | 770,000             | 2,023,000                | 5.9%          | 8.7%                 | 14.6%         | 6.9%                      |
| California                   | 10,201,000    | 00.070    | 00.070        | 00.170  | 001170                                | 110,000             | _,,,,,,,,,               |               | <b>C</b> /C          |               | 0.070                     |
| San Francisco                | 1,045,000     | 2.8%      | 3.3%          | 100.0%  | 100.0%                                | _                   | 302,000                  | 11.4%         | 9.9%                 | 84.5%         | 75.0%                     |
| Los Angeles (5)              | 2,140,000     | 5.7%      | 7.3%          | 100.0%  | 100.0%                                | 33,000              | 270,000                  | 10.5%         | 10.2%                | 35.7%         | 22.9%                     |
| Santa Barbara <sup>(5)</sup> | 211,000       | 0.6%      | 1.4%          | 78.2%   | 72.5%                                 | -                   | 110,000                  | -33.8%        | -35.5%               | -11.0%        | -24.0%                    |
| Fresno                       | 398,000       | 1.1%      | 0.7%          | 100.0%  | 100.0%                                | 15,000              | 140,000                  | 2.3%          | -5.4%                | 7.7%          | 3.6%                      |
| San Diego                    | 465,000       | 1.1%      | 1.2%          | 100.0%  | 100.0%                                | 81,000              | 69,000                   | 19.0%         | -9.3%                | 8.0%          | 0.0%                      |
| San Diego                    | 4,259,000     | 11.4%     | 13.9%         | 98.9%   | 98.6%                                 | 129,000             | 891,000                  | 5.4%          | 1.2%                 | 30.4%         | 20.0%                     |
| Arizona                      | 4,259,000     | 11.4/0    | 13.5 /6       | 90.9 /6 | 90.0 /6                               | 129,000             | 091,000                  | 3.4 /0        | 1.2 /0               | 30.4 /        | 20.0 /6                   |
| Phoenix                      | 2,363,000     | 6.3%      | 6.2%          | 97.8%   | 97.4%                                 | 105,000             | 479,000                  | 16.9%         | 21.6%                | 2.6%          | -1.9%                     |
|                              | , ,           | 2.0%      | 1.8%          | 100.0%  | 100.0%                                | 67,000              | ,                        | 1.7%          |                      | 2.0%<br>N/A   | -1.9%<br>N/A              |
| Tucson                       | 750,000       |           |               | 98.3%   |                                       |                     | 19,000<br><b>498,000</b> |               | 2.4%<br>16.5%        | 2.6%          |                           |
| North Carolina               | 3,113,000     | 8.3%      | 8.0%          | 90.3%   | 98.0%                                 | 172,000             | 490,000                  | 13.0%         | 10.5%                | 2.0%          | -1.9%                     |
| North Carolina<br>Charlotte  | 3,010,000     | 8.0%      | 7.0%          | 98.3%   | 98.3%                                 | 110,000             | 333,000                  | 3.2%          | 3.8%                 | 15.5%         | 4.8%                      |
| Chanotte                     | 3,010,000     | 8.0%      | 7.0%          | 98.3%   | 98.3%                                 | 110,000             | 333,000                  | 3.2%          | 3.8%                 | 15.5%         | 4.8%                      |
| Georgia                      | 3,010,000     | 0.0%      | 7.0%          | 90.3%   | 90.3%                                 | 110,000             | 333,000                  | 3.270         | 3.0%                 | 15.5%         | 4.0 %                     |
| Atlanta                      | 582,000       | 1.5%      | 1.0%          | 62.7%   | 62.7%                                 | 101,000             | 64,000                   | N/A           | N/A                  | N/A           | N/A                       |
| Allania                      | 582,000       | 1.5%      | 1.0%          | 62.7%   | 62.7%                                 | 101,000             | 64,000                   | N/A           | N/A                  | N/A           | N/A                       |
|                              | 582,000       | 1.5%      | 1.0%          | 62.7%   | 62.7%                                 | 101,000             | 64,000                   | N/A           | N/A                  | N/A           | N/A                       |
| Total Core Markets           | 35,116,000    | 93.7%     | 93.5%         | 97.3%   | 96.7%                                 | 2,602,000           | 5,348,000                | 4.7%          | 5.0%                 | 18.8%         | 9.4%                      |
| Total Other Markets          | 2,356,000     | 6.3%      | 6.5%          | 92.8%   | 92.6%                                 | 214,000             | 405,000                  | -3.1%         | -4.2%                | 9.6%          | 4.6%                      |
| Total Operating Properties   | 37,472,000    | 100.0%    | 100.0%        | 97.0%   | 96.4%                                 | 2,816,000           | 5,753,000                | 4.3%          | 4.4%                 | 18.7%         | 9.4%                      |
| . c.a. operating respectitos | 31,412,000    | . 00.0 /0 | 100.070       | 01.070  | J J J J J J J J J J J J J J J J J J J | 2,0.0,000           | 3,. 00,000               | 110 /0        | -11-7-70             | 1011 /0       | VI-170                    |

<sup>(1)</sup> Based on the Annualized Base Rent as of the reporting period for occupied square feet (without S/L Rent).
(2) Square Feet expiring during the remainder of the year including month-to-month leases.
(3) Does not include leases with terms less than 12 months and leases for first generation space on properties acquired or developed by EastGroup.

<sup>(4)</sup> Excludes straight-line rent adjustments and amortization of above/below market rent intangibles.

<sup>(5)</sup> Includes the Company's share of its less-than-wholly-owned real estate investments.



| LEASE EXPIRATION                        | Square Footage of<br>Leases Expiring | % of<br>Total SF | Annualized Current<br>Base Rent of<br>Leases Expiring<br>(without S/L Rent) | % of Total<br>Base Rent of<br>Leases Expiring<br>(without S/L Rent) |
|---|--------------------------------------|------------------|---|---|
| Vacancy                                 | 1,122,000                            | 3.0%             | -   | 0.0%  |
| 2018 - remainder of year <sup>(1)</sup> | 2,816,000                            | 7.5%             | 16,460  | 7.8%  |
| 2019                                    | 5,753,000                            | 15.3%            | 35,317  | 16.7%   |
| 2020                                    | 6,246,000                            | 16.7%            | 36,595  | 17.4%   |
| 2021                                    | 6,624,000                            | 17.7%            | 38,483  | 18.3%   |
| 2022                                    | 4,791,000                            | 12.8%            | 27,702  | 13.1%   |
| 2023                                    | 3,419,000                            | 9.1%             | 18,348  | 8.7%  |
| 2024                                    | 2,833,000                            | 7.6%             | 16,691  | 7.9%  |
| 2025                                    | 1,343,000                            | 3.6%             | 7,277   | 3.5%  |
| 2026                                    | 784,000                              | 2.1%             | 4,829   | 2.3%  |
| 2027 and beyond                         | 1,741,000                            | 4.6%             | 9,154   | 4.3%  |
| TOTAL                                   | 37,472,000                           | 100.0%           | \$ 210,856  | 100.0%  |

<sup>(1)</sup> Includes month-to-month leases





| Customer                                     | # of<br>Leases   | Location   | Total SF<br>Leased                     | % of Total<br>Portfolio | % of Total<br>Annualized<br>Base Rent <sup>(1)</sup> |
|--|------------------|--|--|-------------------------|--|
| 1 WNA Comet West, Inc.                       | 1                | Los Angeles, CA  | 411,000                                | 1.1%                    | 1.1%   |
| 2 Essendant Co.                              | 1                | Orlando, FL  | 404,000                                | 1.1%                    | 1.0%   |
| 3 Mattress Firm                              | 1<br>1<br>2<br>1 | Houston, TX<br>Tampa, FL<br>Jacksonville, FL<br>Ft. Myers, FL      | 202,000<br>109,000<br>60,000<br>25,000 |                         |  |
|  | ı                | rt. Myers, rL  | 23,000                                 | 1.1%                    | 1.0%   |
| 4 Iron Mountain Information Management, Inc. | 2<br>2<br>1<br>1 | Tampa, FL<br>Phoenix, AZ<br>Ft. Lauderdale, FL<br>Jacksonville, FL | 184,000<br>58,000<br>45,000<br>40,000  |                         |  |
|  |                  | ,  | ,                                      | 0.9%                    | 0.7%   |
| 5 Repet, Inc.                                | 1                | Los Angeles, CA  | 300,000                                | 0.8%                    | 0.5%   |
| 6 Conn's, Inc.                               | 1                | Charlotte, NC  | 300,000                                | 0.8%                    | 0.7%   |
| 7 Tower Automotive                           | 1                | Madison, MS  | 280,000                                | 0.7%                    | 0.5%   |
| 8 Kuehne & Nagel, Inc.                       | 2<br>2           | Houston, TX<br>Charlotte, NC                                       | 172,000<br>106,000                     | 0.7%                    | 0.9%   |
| 9 U.S. Postal Service                        | 1<br>1<br>2      | Houston, TX<br>New Orleans, LA<br>Tampa, FL                        | 110,000<br>99,000<br>58,000            | 0.7%                    | 0.7%   |
| 10 Price Transfer, Inc.                      | 1                | Los Angeles, CA  | 262,000                                | 0.7%                    | 0.9%   |
|  | 25               | <u>.</u>   | 3,225,000                              | 8.6%                    | 8.0%   |

<sup>(1)</sup> Calculation: Customer Annualized Base Rent as of 03/31/18 (without S/L Rent) / Total Annualized Base Rent (without S/L Rent).



| Property Industry Distribution C   |  |  |  |  |
|--|--|--|--|--|
| Acquisition Date   | November 23, 2004                        |  |  |  |
| Percent Leased   | 100%                                     |  |  |  |
| Total Square Feet (100%)   | 309,000                                  |  |  |  |
| Company Ownership  | 50%                                      |  |  |  |
| Selected Financial Information   | EastGroup's<br>Basis in 50%<br>Ownership |  |  |  |
| Balance Sheet Information as of March 31, 2018 ASSETS                        |  |  |  |  |
| Real estate properties Less accumulated depreciation                         | \$ 9,267<br>(1,744)                      |  |  |  |
| Other assets TOTAL ASSETS  | 7,523<br>400<br>\$ 7,923                 |  |  |  |
| LIABILITIES AND EQUITY Other liabilities Equity TOTAL LIABILITIES AND EQUITY | \$ 58<br>7,865<br>\$ 7,923               |  |  |  |
| EastGroup's Net Investment at March 31, 2018                                 | \$ 7,865                                 |  |  |  |

|                                   | EastG                         | EastGroup's 50% Ownership |             |  |  |
|-----------------------------------|-------------------------------|---------------------------|-------------|--|--|
|                                   | Three Months Ended  March 31, |                           |             |  |  |
|                                   | 20                            | )18                       | 2017        |  |  |
| Income Statement Information      |                               |                           |             |  |  |
| Property NOI Depreciation Expense | \$                            | 217<br>(31)               | 224<br>(31) |  |  |
| Equity in Earnings <sup>(2)</sup> | \$                            | 186                       | 193         |  |  |
| Funds From Operations             | \$                            | 217                       | 224         |  |  |

 $<sup>^{(1)}</sup>$  Presented as  ${\it Unconsolidated\ investment}$  on the Consolidated Balance Sheets.

<sup>(2)</sup> Included in *Other* on the Consolidated Statements of Income and Comprehensive Income.



|  | Qı | uarter Ended | Years Ended |            |            |            |
|--|----|--------------|-------------|------------|------------|------------|
|  |    | 3/31/2018    | 2017        | 2016       | 2015       | 2014       |
| ASSETS/MARKET CAPITALIZATION                                 |    |              |             |            |            |            |
| Assets   | \$ | 1,962,785    | 1,953,221   | 1,825,764  | 1,661,904  | 1,572,112  |
| Equity Market Capitalization                                 | Ψ  | 2,888,506    | 3,071,927   | 2,461,251  | 1,802,957  | 2,040,967  |
| Total Market Capitalization (Debt and Equity) <sup>(1)</sup> |    | 4,003,178    | 4,183,620   | 3,566,865  | 2,835,194  | 2,974,144  |
| Shares Outstanding - Common                                  |    | 34,944,419   | 34,758,167  | 33,332,213 | 32,421,460 | 32,232,587 |
| Price per share  | \$ | 82.66        | 88.38       | 73.84      | 55.61      | 63.32      |
| FFO CHANGE   |    |              |             |            |            |            |
| FFO per diluted share  | \$ | 1.16         | 4.26        | 4.02       | 3.67       | 3.47       |
| Change compared to same period prior year                    |    | 17.2%        | 6.0%        | 9.5%       | 5.8%       | 7.4%       |
| COMMON DIVIDEND PAYOUT RATIO                                 |    |              |             |            |            |            |
| Dividend distribution  | \$ | 0.64         | 2.52        | 2.44       | 2.34       | 2.22       |
| FFO per diluted share  |    | 1.16         | 4.26        | 4.02       | 3.67       | 3.47       |
| Dividend payout ratio  |    | 55%          | 59%         | 61%        | 64%        | 64%        |
| COMMON DIVIDEND YIELD  |    |              |             |            |            |            |
| Dividend distribution  | \$ | 0.64         | 2.52        | 2.44       | 2.34       | 2.22       |
| Price per share  |    | 82.66        | 88.38       | 73.84      | 55.61      | 63.32      |
| Dividend yield   |    | 3.10%        | 2.85%       | 3.30%      | 4.21%      | 3.51%      |
| FFO MULTIPLE   |    |              |             |            |            |            |
| FFO per diluted share  | \$ | 1.16         | 4.26        | 4.02       | 3.67       | 3.47       |
| Price per share  |    | 82.66        | 88.38       | 73.84      | 55.61      | 63.32      |
| Multiple   |    | 17.81        | 20.75       | 18.37      | 15.15      | 18.25      |
| INTEREST & FIXED CHARGE COVERAGE RATIO                       | os |              |             |            |            |            |
| EBITDAre   | \$ | 48,849       | 180,507     | 167,196    | 153,574    | 145,461    |
| Interest expense   |    | 8,607        | 34,775      | 35,213     | 34,666     | 35,728     |
| Interest and fixed charge coverage ratios                    |    | 5.68         | 5.19        | 4.75       | 4.43       | 4.07       |
| DEBT-TO-EBITDAre RATIO                                       |    |              |             |            |            |            |
| Debt   | \$ | 1,111,492    | 1,108,282   | 1,101,333  | 1,027,909  | 929,465    |
| EBITDAre   |    | 48,849       | 180,507     | 167,196    | 153,574    | 145,461    |
| Debt-to-EBITDAre ratio                                       |    | 5.69         | 6.14        | 6.59       | 6.69       | 6.39       |
| Adjusted debt-to-pro forma EBITDAre ratio                    |    | 5.13         | 5.44        | 6.03       | 6.11       | 5.74       |
| DEBT-TO-TOTAL MARKET CAPITALIZATION (1)                      |    | 27.8%        | 26.6%       | 31.0%      | 36.4%      | 31.4%      |

| ISSUER RATINGS (2)        | Issuer Rating | Outlook |
|---------------------------|---------------|---------|
| Moody's Investors Service | Baa2          | Stable  |

 $<sup>^{\</sup>left( 1\right) }$  Excluding unamortized debt issuance costs.

<sup>(2)</sup> A security rating is not a recommendation to buy, sell or hold securities and may be subject to revision or withdrawal at any time by the assigning rating agency.



|   | Low Range |         | High Range           |                   |          |
|---|-----------|---------|----------------------|-------------------|----------|
|   |           | 22 2018 | Y/E 2018             | Q2 2018           | Y/E 2018 |
|   |           |         | (In thousands, excep | t per share data) |          |
| Net income attributable to common stockholders            | \$        | 17,039  | 81,561               | 17,739            | 85,065   |
| Depreciation and amortization                             |           | 21,622  | 86,691               | 21,622            | 86,691   |
| Gain on sales of depreciable real estate investments      |           | -       | (10,222)             | -                 | (10,222) |
| Funds from operations attributable to common stockholders | \$        | 38,661  | 158,030              | 39,361            | 161,534  |
| Diluted shares  |           | 34,986  | 35,047               | 34,986            | 35,047   |
| Per share data (diluted):                                 |           |         |                      |                   |          |
| Net income attributable to common stockholders            | \$        | 0.49    | 2.33                 | 0.51              | 2.43     |
| Funds from operations attributable to common stockholders |           | 1.11    | 4.51                 | 1.13              | 4.61     |

### The following assumptions were used for the mid-point:

| Metrics   | Guidance for<br>Q2 2018  | Revised<br>Guidance for<br>Year 2018                          | Initial Guidance<br>for Year 2018<br>(1/31/18 Press<br>Release) | Actual for<br>Year 2017   |
|---|--------------------------|---|---|---------------------------|
| FFO per share   | \$1.11 - \$1.13          | \$4.51 - \$4.61   | \$4.50  | \$4.26                    |
| FFO per share increase over prior year period   | 6.7%                     | 7.0%  | 5.6%  | 6.0%                      |
| Same Property Net Operating Income (PNOI) growth:   |                          |   |   |                           |
| Straight-line basis   | 5.4% - 5.8%              | 2.5% - 3.5% <sup>(1)</sup>                                    | 2.3% (1)  | 2.8%                      |
| Cash basis (2)  | 5.2% - 5.6%              | 3.2% - 4.2% <sup>(1)</sup>                                    | 2.7% (1)  | 3.3%                      |
| Average quarterly same PNOI growth - Straight-line basis  | n/a                      | 4.0%  | 3.3%  | 3.6%                      |
| Average month-end occupancy   | 95.1%                    | 95.5%   | 95.2%   | 95.5%                     |
| Lease termination fee income  | \$79,000                 | \$361,000   | \$300,000   | \$468,000                 |
| Bad debt expense (No identified bad debts for remainder of 2018)  | \$250,000                | \$840,000   | \$1,000,000   | \$499,000                 |
| Development starts:   |                          |   |   |                           |
| Square feet   | 638,000                  | 1.4 million   | 1.4 million   | 1.3 million               |
| Projected total investment  | \$57 million             | \$120 million   | \$120 million   | \$109 million             |
| Development-stage operating property acquisitions   | None                     | None  | None  | \$10 million              |
| Operating property acquisitions   | \$5 million              | \$40 million  | \$50 million  | \$55 million              |
| Operating property dispositions (Potential gains on dispositions are not included in the projections) Gain (loss) on sales of non-operating real estate | None<br>None             | \$40 million<br>\$86,000                                      | \$50 million<br>None  | \$38 million<br>\$293.000 |
| Average variable interest rate on unsecured bank credit facilities  | 3.0%                     | 3.5%  | 2.9%  | 2.1%                      |
| Unsecured debt closing in period  | \$60 million at<br>3.93% | \$140 million at<br>4.3% weighted<br>average<br>interest rate | \$140 million at<br>4.3% weighted<br>average interest<br>rate   | \$60 million at 3.46%     |
| Common stock issuances  | \$12.5 million           | \$50 million  | \$50 million  | \$111 million             |
| General and administrative expense  | \$3.6 million            | \$13.7 million  | \$13.2 million  | \$15.0 million            |

<sup>(1)</sup> Includes properties which have been in the operating portfolio since 1/1/17 and are projected to be in the operating portfolio through 12/31/18.

Beginning on 1/1/18, the Cash basis for 2018 and 2017 excludes straight-line rent adjustments and amortization of above/below market rent intangibles. In previous years, this metric excluded straight-line rent adjustments only. See the Definitions section of the Company's earnings press release dated 4/19/18 for additional information about the change in this operating metric.



Listed below are definitions of commonly used real estate investment trust (REIT) industry terms. For additional information on REITs, please see the National Association of Real Estate Investment Trusts (NAREIT) web site at www.reit.com.

Real Estate Investment Trust: A company that owns and, in most cases, operates income-producing real estate such as apartments, shopping centers, offices, hotels and warehouses. Some REITs also engage in financing real estate. The shares of most REITs are freely traded, usually on a major stock exchange.

To qualify as a REIT, a company must distribute at least 90 percent of its taxable income to its stockholders annually. A company that qualifies as a REIT is permitted to deduct dividends paid to its stockholders from its corporate taxable income. As a result, most REITs remit at least 100 percent of their taxable income to their stockholders and therefore owe no corporate federal income tax. Taxes are paid by stockholders on the dividends received. Most states honor this federal treatment and also do not require REITs to pay state income tax.

**Industrial Properties:** Generally consisting of four concrete walls tilted up on a slab of concrete. An internal office component is then added. Business uses include warehousing, distribution, light manufacturing and assembly, research and development, showroom, office, or a combination of some or all of the aforementioned.

Property Net Operating Income (PNOI): Income from real estate operations less Expenses from real estate operations (including market-based internal management fee expense) plus the Company's share of income and property operating expenses from its less-than-wholly-owned real estate investments.

Earnings Before Interest Taxes Depreciation and Amortization for Real Estate (EBITDAre): Earnings, defined as Net Income, excluding gains or losses from sales of depreciable real estate property, plus interest, taxes, depreciation and amortization.

Debt-to-EBITDAre Ratio: A ratio calculated by dividing a company's debt by its EBITDAre.

Adjusted Debt-to-Pro Forma EBITDAre Ratio: A ratio calculated by dividing a company's adjusted debt by its pro forma EBITDAre. Debt is adjusted by subtracting the cost of developments in lease-up or under construction. EBITDAre is further adjusted by adding an estimate of NOI for significant acquisitions as if the acquired properties were owned for the entire period, and by subtracting NOI from developments in lease-up or under construction and from properties sold during the period.

Funds From Operations (FFO): FFO is the most commonly accepted reporting measure of a REIT's operating performance, and the Company computes FFO in accordance with standards established by NAREIT. It is equal to a REIT's net income (loss) attributable to common stockholders computed in accordance with generally accepted accounting principles (GAAP), excluding gains or losses from sales of depreciable real estate property and impairment losses, plus real estate related depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures.

Total Return: A stock's dividend income plus capital appreciation over a specified period as a percentage of the stock price at the beginning of the period.

**Straight-Lining:** The process of averaging the customer's rent payments over the life of the lease. GAAP requires real estate companies to "straight-line" rents.

Cash Basis: The Company adjusts its GAAP reporting to exclude straight-line rent adjustments and amortization of above/below market rent intangibles.

**Debt-to-Total Market Capitalization Ratio:** A ratio calculated by dividing a company's debt by the total amount of a company's equity (at market value) and debt.

**Percentage Leased:** The percentage of total leasable square footage for which there is a signed lease, including month-to-month leases, as of the close of the reporting period. Space is considered leased upon execution of the lease.

Percentage Occupied: The percentage of total leasable square footage for which the lease term has commenced as of the close of the reporting period.

**Same Properties:** Operating properties owned during the entire current period and prior year reporting period. Development properties are excluded until held in the operating portfolio for both the current and prior year reporting periods.

Rental changes on new and renewal leases: Rental changes are calculated as the difference, weighted by square feet, of the annualized base rent due the first month of the new lease's term and the annualized base rent of the rent due the last month of the former lease's term. If free rent is given, then the first positive full rent value is used. Rental amounts exclude base stop amounts, holdover rent, and premium or discounted rent amounts. This calculation excludes leases with terms less than 12 months and leases for first generation space on properties acquired or developed by EastGroup.

Leases Expiring and Renewal Leases Signed of Expiring Square Feet: Includes renewals during the period with terms commencing during the period and after the end of the period.