

EASTGROUP

PROPERTIES

2020

THIRD QUARTER

Conference Call

877-876-9173 | ID – EastGroup

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webcast available at

EastGroup.net



Supplemental Information

September 30, 2020

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Financial Information:

| | |
|--|----|
| Consolidated Balance Sheets..... | 3 |
| Consolidated Statements of Income and Comprehensive Income | 4 |
| Reconciliations of GAAP to Non-GAAP Measures..... | 5 |
| Consolidated Statements of Cash Flows..... | 7 |
| Same Property Portfolio Analysis | 8 |
| Additional Financial Information | 9 |
| Financial Statistics..... | 10 |

Capital Deployment:

| | |
|---|----|
| Development and Value-Add Properties Summary | 11 |
| Development and Value-Add Properties Transferred to Real Estate Properties..... | 12 |
| Acquisitions and Dispositions | 13 |
| Real Estate Improvements and Leasing Costs..... | 14 |

Property Information:

| | |
|--|----|
| Leasing Statistics and Occupancy Summary | 15 |
| Core Market Operating Statistics..... | 16 |
| Lease Expiration Summary..... | 17 |
| Top 10 Customers by Annualized Base Rent | 18 |

Capitalization:

| | |
|---|----|
| Debt and Equity Market Capitalization | 19 |
| Continuous Common Equity Program..... | 20 |
| Debt-to-EBITDA Ratios..... | 21 |

Other Information:

| | |
|-----------------------------|----|
| Outlook for 2020..... | 22 |
| Glossary of REIT Terms..... | 23 |

FORWARD-LOOKING STATEMENTS

The statements and certain other information contained herein, which can be identified by the use of forward-looking terminology such as “may,” “will,” “seek,” “expects,” “anticipates,” “believes,” “targets,” “intends,” “should,” “estimates,” “could,” “continue,” “assume,” “projects” or “plans” and variations of such words or similar expressions or the negative of such words, constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to the safe harbors created thereby. These forward-looking statements reflect the Company’s current views about its plans, intentions, expectations, strategies and prospects, which are based on the information currently available to the Company and on assumptions it has made. Although the Company believes that its plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, the Company can give no assurance that such plans, intentions, expectations or strategies will be attained or achieved. Furthermore, these forward-looking statements should be considered as subject to the many risks and uncertainties that exist in the Company’s operations and business environment. Such risks and uncertainties could cause actual results to differ materially from those projected. These uncertainties include, but are not limited to: international, national, regional and local economic conditions; the duration and extent of the impact of coronavirus disease (COVID-19) on our business and the businesses of our tenants (including their ability to timely make rent payments) and the economy generally; the duration of any “shelter-in-place” or “stay-at-home” orders or other formal recommendations for social distancing which may have affected our operations or the operations of our tenants, and the speed and extent to which revenues of our tenants recover following the lifting of any such orders or recommendations; the general level of interest rates and ability to raise equity capital on attractive terms; financing risks, including the risks that our cash flows from operations may be insufficient to meet required payments of principal and interest, and we may be unable to refinance our existing debt upon maturity or obtain new financing on attractive terms or at all; the competitive environment in which the Company operates; fluctuations of occupancy or rental rates; potential defaults (including bankruptcies or insolvency) on or non-renewal of leases by tenants, or our ability to lease space at current or anticipated rents, particularly in light of the significant uncertainty as to when and the conditions under which current or potential tenants will be able to operate physical locations in the future; potential changes in the law or governmental regulations and interpretations of those laws and regulations, including changes in real estate laws or REIT or corporate income tax laws, and potential increases in real property tax rates; our ability to maintain our qualification as a REIT; acquisition and development risks, including failure of such acquisitions and development projects to perform in accordance with projections; natural disasters such as fires, floods, tornadoes, hurricanes and earthquakes; pandemics, epidemics or other public health emergencies, such as the recent outbreak of COVID-19; the terms of governmental regulations that affect us and interpretations of those regulations, including the costs of compliance with those regulations, changes in real estate and zoning laws and increases in real property tax rates; credit risk in the event of non-performance by the counterparties to our interest rate swaps; lack of or insufficient amounts of insurance; litigation, including costs associated with prosecuting or defending claims and any adverse outcomes; our ability to retain key personnel; the consequences of future terrorist attacks or civil unrest; and environmental liabilities, including costs, fines or penalties that may be incurred due to necessary remediation of contamination of properties presently owned or previously owned by us. All forward-looking statements should be read in light of the risks identified in Part I, Item 1A. Risk Factors within the Company’s Annual Report on Form 10-K for the year ended December 31, 2019, and in its subsequent Quarterly Reports on Form 10-Q. The Company assumes no obligation to update publicly any forward-looking statements, including its Outlook for 2020, whether as a result of new information, future events or otherwise.

| | <u>September 30, 2020</u> | <u>December 31, 2019</u> |
|--|---------------------------|--------------------------|
| ASSETS | | |
| Real estate properties | \$ 3,097,818 | 2,844,567 |
| Development and value-add properties | 324,841 | 419,999 |
| | <u>3,422,659</u> | <u>3,264,566</u> |
| Less accumulated depreciation | (940,223) | (871,139) |
| | <u>2,482,436</u> | <u>2,393,427</u> |
| Unconsolidated investment | 7,530 | 7,805 |
| Cash | 19 | 224 |
| Other assets | 145,701 | 144,622 |
| | <u>145,701</u> | <u>144,622</u> |
| TOTAL ASSETS | <u>\$ 2,635,686</u> | <u>2,546,078</u> |
| LIABILITIES AND EQUITY | | |
| LIABILITIES | | |
| Unsecured bank credit facilities | \$ 76,540 | 111,394 |
| Unsecured debt | 1,008,012 | 938,115 |
| Secured debt | 126,515 | 133,093 |
| Accounts payable and accrued expenses | 110,457 | 92,024 |
| Other liabilities | 69,544 | 69,123 |
| Total Liabilities | <u>1,391,068</u> | <u>1,343,749</u> |
| EQUITY | | |
| Stockholders' Equity: | | |
| Common stock; \$0.0001 par value; 70,000,000 shares authorized; 39,556,930 shares issued and outstanding at September 30, 2020 and 38,925,953 at December 31, 2019 | 4 | 4 |
| Excess shares; \$0.0001 par value; 30,000,000 shares authorized; no shares issued | - | - |
| Additional paid-in capital | 1,591,720 | 1,514,055 |
| Distributions in excess of earnings | (335,359) | (316,302) |
| Accumulated other comprehensive income (loss) | (13,445) | 2,807 |
| Total Stockholders' Equity | <u>1,242,920</u> | <u>1,200,564</u> |
| Noncontrolling interest in joint ventures | 1,698 | 1,765 |
| Total Equity | <u>1,244,618</u> | <u>1,202,329</u> |
| TOTAL LIABILITIES AND EQUITY | <u>\$ 2,635,686</u> | <u>2,546,078</u> |

| | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|---------------|------------------------------------|----------------|
| | 2020 | 2019 | 2020 | 2019 |
| REVENUES | | | | |
| Income from real estate operations | \$ 92,000 | 83,913 | 270,077 | 244,333 |
| Other revenue | 12 | 25 | 278 | 504 |
| | <u>92,012</u> | <u>83,938</u> | <u>270,355</u> | <u>244,837</u> |
| EXPENSES | | | | |
| Expenses from real estate operations | 26,325 | 23,756 | 77,505 | 68,980 |
| Depreciation and amortization | 29,211 | 25,990 | 85,673 | 77,027 |
| General and administrative | 3,714 | 3,151 | 11,020 | 11,501 |
| Indirect leasing costs | 248 | 110 | 522 | 306 |
| | <u>59,498</u> | <u>53,007</u> | <u>174,720</u> | <u>157,814</u> |
| OTHER INCOME (EXPENSE) | | | | |
| Interest expense | (8,347) | (8,522) | (25,150) | (26,214) |
| Gain on sales of real estate investments | - | - | - | 11,406 |
| Other | 244 | 166 | 711 | (157) |
| NET INCOME | <u>24,411</u> | <u>22,575</u> | <u>71,196</u> | <u>72,058</u> |
| Net income attributable to noncontrolling interest in joint ventures | (10) | (4) | (14) | (5) |
| NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS | <u>24,401</u> | <u>22,571</u> | <u>71,182</u> | <u>72,053</u> |
| Other comprehensive income (loss) - cash flow hedges | 1,362 | (256) | (16,252) | (6,323) |
| TOTAL COMPREHENSIVE INCOME | <u>\$ 25,763</u> | <u>22,315</u> | <u>54,930</u> | <u>65,730</u> |
| BASIC PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS | | | | |
| Net income attributable to common stockholders | \$ 0.62 | 0.60 | 1.82 | 1.94 |
| Weighted average shares outstanding | <u>39,338</u> | <u>37,771</u> | <u>39,077</u> | <u>37,064</u> |
| DILUTED PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS | | | | |
| Net income attributable to common stockholders | \$ 0.62 | 0.60 | 1.82 | 1.94 |
| Weighted average shares outstanding | <u>39,450</u> | <u>37,869</u> | <u>39,168</u> | <u>37,136</u> |

| | Three Months Ended | | Nine Months Ended | |
|--|--------------------|--------|-------------------|----------|
| | September 30, | | September 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. | | | | |
| COMMON STOCKHOLDERS | | | | |
| Depreciation and amortization | \$ 24,401 | 22,571 | 71,182 | 72,053 |
| Company's share of depreciation from unconsolidated investment | 29,211 | 25,990 | 85,673 | 77,027 |
| Depreciation and amortization from noncontrolling interest | 34 | 36 | 103 | 106 |
| Gain on sales of real estate investments | (35) | (48) | (114) | (141) |
| FUNDS FROM OPERATIONS ("FFO") ATTRIBUTABLE TO COMMON STOCKHOLDERS | - | - | - | (11,406) |
| Gain on casualties and involuntary conversion | 53,611 | 48,549 | 156,844 | 137,639 |
| FFO EXCLUDING GAIN ON CASUALTIES AND INVOLUNTARY CONVERSION | - | - | (161) | (348) |
| | \$ 53,611 | 48,549 | 156,683 | 137,291 |
| NET INCOME | \$ 24,411 | 22,575 | 71,196 | 72,058 |
| Interest expense ⁽¹⁾ | 8,347 | 8,522 | 25,150 | 26,214 |
| Depreciation and amortization | 29,211 | 25,990 | 85,673 | 77,027 |
| Company's share of depreciation from unconsolidated investment | 34 | 36 | 103 | 106 |
| EARNINGS BEFORE INTEREST, TAXES, DEPRECIATION AND AMORTIZATION ("EBITDA") | 62,003 | 57,123 | 182,122 | 175,405 |
| Gain on sales of real estate investments | - | - | - | (11,406) |
| EBITDA for Real Estate ("EBITDAre") | \$ 62,003 | 57,123 | 182,122 | 163,999 |
| DILUTED PER COMMON SHARE DATA FOR NET INCOME ATTRIBUTABLE TO EASTGROUP PROPERTIES, INC. COMMON STOCKHOLDERS | | | | |
| Net income attributable to common stockholders | \$ 0.62 | 0.60 | 1.82 | 1.94 |
| FFO attributable to common stockholders | \$ 1.36 | 1.28 | 4.00 | 3.71 |
| FFO Excluding Gain on Casualties and Involuntary Conversion attributable to common stockholders | \$ 1.36 | 1.28 | 4.00 | 3.70 |
| Weighted average shares outstanding for EPS and FFO purposes | 39,450 | 37,869 | 39,168 | 37,136 |

⁽¹⁾ Net of capitalized interest of \$2,378 and \$2,146 for the three months ended September 30, 2020 and 2019, respectively; and \$7,562 and \$6,067 for the nine months ended September 30, 2020 and 2019, respectively.

| | Three Months Ended | | Nine Months Ended | |
|---|--------------------|---------------|-------------------|----------------|
| | September 30, | | September 30, | |
| | 2020 | 2019 | 2020 | 2019 |
| NET INCOME | \$ 24,411 | 22,575 | 71,196 | 72,058 |
| Gain on sales of real estate investments | - | - | - | (11,406) |
| Net loss on other | - | 76 | - | 884 |
| Interest income | (36) | (34) | (86) | (101) |
| Other revenue | (12) | (25) | (278) | (504) |
| Indirect leasing costs | 248 | 110 | 522 | 306 |
| Depreciation and amortization | 29,211 | 25,990 | 85,673 | 77,027 |
| Company's share of depreciation from unconsolidated investment | 34 | 36 | 103 | 106 |
| Interest expense ⁽¹⁾ | 8,347 | 8,522 | 25,150 | 26,214 |
| General and administrative expense ⁽²⁾ | 3,714 | 3,151 | 11,020 | 11,501 |
| Noncontrolling interest in PNOI of consolidated joint ventures | (46) | (43) | (130) | (137) |
| PROPERTY NET OPERATING INCOME ("PNOI") | 65,871 | 60,358 | 193,170 | 175,948 |
| PNOI from 2019 and 2020 Acquisitions | (2,155) | (1,084) | (6,370) | (1,494) |
| PNOI from 2019 and 2020 Development and Value-Add Properties | (6,329) | (2,395) | (16,556) | (4,430) |
| PNOI from 2019 Operating Property Dispositions | - | (930) | - | (3,122) |
| Other PNOI | 64 | 54 | 170 | 180 |
| SAME PNOI (Straight-Line Basis) | 57,451 | 56,003 | 170,414 | 167,082 |
| Net lease termination fee income from same properties | (192) | (34) | (661) | (941) |
| SAME PNOI EXCLUDING INCOME FROM LEASE TERMINATIONS (Straight-Line Basis) | 57,259 | 55,969 | 169,753 | 166,141 |
| Straight-line rent adjustments for same properties | 234 | (82) | 972 | (1,163) |
| Acquired leases — market rent adjustment amortization for same properties | (138) | (179) | (448) | (559) |
| SAME PNOI EXCLUDING INCOME FROM LEASE TERMINATIONS (Cash Basis) | \$ 57,355 | 55,708 | 170,277 | 164,419 |

⁽¹⁾ Net of capitalized interest of \$2,378 and \$2,146 for the three months ended September 30, 2020 and 2019, respectively; and \$7,562 and \$6,067 for the nine months ended September 30, 2020 and 2019, respectively.

⁽²⁾ Net of capitalized development costs of \$1,447 and \$1,810 for the three months ended September 30, 2020 and 2019, respectively; and \$5,052 and \$4,797 for the nine months ended September 30, 2020 and 2019, respectively.

| | Nine Months Ended September 30, | |
|--|--|------------------|
| | 2020 | 2019 |
| OPERATING ACTIVITIES | | |
| Net income | \$ 71,196 | 72,058 |
| Adjustments to reconcile net income to net cash provided by operating activities: | | |
| Depreciation and amortization | 85,673 | 77,027 |
| Stock-based compensation expense | 5,033 | 4,177 |
| Net gain on sales of real estate investments and non-operating real estate | - | (11,406) |
| Gain on casualties and involuntary conversion on real estate assets | (161) | (100) |
| Changes in operating assets and liabilities: | | |
| Accrued income and other assets | 944 | 2,137 |
| Accounts payable, accrued expenses and prepaid rent | 15,642 | 25,547 |
| Other | 1,280 | 1,256 |
| NET CASH PROVIDED BY OPERATING ACTIVITIES | 179,607 | 170,696 |
| INVESTING ACTIVITIES | | |
| Development and value-add properties | (129,997) | (191,872) |
| Purchases of real estate | (6,231) | (94,414) |
| Real estate improvements | (25,536) | (27,796) |
| Net proceeds from sales of real estate investments and non-operating real estate | - | 18,102 |
| Proceeds from casualties and involuntary conversion on real estate assets | 242 | 187 |
| Repayments on mortgage loans receivable | 21 | 30 |
| Changes in accrued development costs | (1,901) | 3,946 |
| Changes in other assets and other liabilities | (26,280) | (16,169) |
| NET CASH USED IN INVESTING ACTIVITIES | (189,682) | (307,986) |
| FINANCING ACTIVITIES | | |
| Proceeds from unsecured bank credit facilities | 423,270 | 660,431 |
| Repayments on unsecured bank credit facilities | (458,506) | (716,155) |
| Proceeds from unsecured debt | 100,000 | 190,000 |
| Repayments on unsecured debt | (30,000) | (75,000) |
| Repayments on secured debt | (6,733) | (53,301) |
| Debt issuance costs | (596) | (252) |
| Distributions paid to stockholders (not including dividends accrued) | (88,558) | (80,110) |
| Proceeds from common stock offerings | 75,743 | 213,562 |
| Proceeds from dividend reinvestment plan | - | 162 |
| Other | (4,750) | (2,291) |
| NET CASH PROVIDED BY FINANCING ACTIVITIES | 9,870 | 137,046 |
| DECREASE IN CASH AND CASH EQUIVALENTS | (205) | (244) |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD | 224 | 374 |
| CASH AND CASH EQUIVALENTS AT END OF PERIOD | \$ 19 | 130 |
| SUPPLEMENTAL CASH FLOW INFORMATION | | |
| Cash paid for interest, net of amounts capitalized of \$7,562, and \$6,067 for 2020 and 2019, respectively | \$ 24,220 | 23,229 |
| Cash paid for operating lease liabilities | 1,099 | 962 |
| NON-CASH OPERATING ACTIVITY | | |
| Operating lease liabilities arising from obtaining right of use assets | \$ 495 | 15,435 |

| | Three Months Ended September 30, | | | Nine Months Ended September 30, | | |
|---|-------------------------------------|----------|----------|------------------------------------|----------|----------|
| | 2020 | 2019 | % Change | 2020 | 2019 | % Change |
| Same Property Portfolio ⁽¹⁾ | | | | | | |
| Square feet as of period end | 38,737 | 38,737 | | 38,737 | 38,737 | |
| Average occupancy | 96.8% | 97.3% | -0.5% | 96.9% | 96.9% | 0.0% |
| Occupancy as of period end | 96.8% | 97.6% | -0.8% | 96.8% | 97.6% | -0.8% |
| Same Property Portfolio Analysis (Cash Basis) ⁽¹⁾⁽²⁾ | | | | | | |
| Income from real estate operations | \$ 80,633 | 78,109 | 3.2% | \$ 239,841 | 231,609 | 3.6% |
| Less cash received for lease terminations | (227) | (53) | | (708) | (1,108) | |
| Income excluding lease termination income | 80,406 | 78,056 | 3.0% | 239,133 | 230,501 | 3.7% |
| Expenses from real estate operations | (23,051) | (22,348) | 3.1% | (68,856) | (66,082) | 4.2% |
| PNOI excluding income from lease terminations | \$ 57,355 | 55,708 | 3.0% | \$ 170,277 | 164,419 | 3.6% |
| Same Property Portfolio Analysis (Straight-Line Basis) ⁽¹⁾⁽²⁾ | | | | | | |
| Income from real estate operations | \$ 80,502 | 78,351 | 2.7% | \$ 239,270 | 233,164 | 2.6% |
| Less cash received for lease terminations | (227) | (53) | | (708) | (1,108) | |
| Add straight-line rent write-offs for lease terminations | 35 | 19 | | 47 | 167 | |
| Income excluding lease termination income | 80,310 | 78,317 | 2.5% | 238,609 | 232,223 | 2.7% |
| Expenses from real estate operations | (23,051) | (22,348) | 3.1% | (68,856) | (66,082) | 4.2% |
| PNOI excluding income from lease terminations | \$ 57,259 | 55,969 | 2.3% | \$ 169,753 | 166,141 | 2.2% |

⁽¹⁾ Includes properties which were included in the operating portfolio for the entire period of 1/1/19 through 9/30/20.

⁽²⁾ Includes deferred rent charges for executed deferral agreements that qualify for the modified COVID-19-related guidance provided by the FASB.

SELECTED INCOME STATEMENT INFORMATION

| | | | | | |
|--|----|---------|---------|---------|---------|
| Straight-line rent income adjustment | \$ | 904 | 1,170 | 3,734 | 3,789 |
| Reserves for uncollectible straight-line rent | | (126) | (17) | (1,021) | (39) |
| Net straight-line rent adjustment | | 778 | 1,153 | 2,713 | 3,750 |
| Cash received for lease terminations | | 227 | 53 | 708 | 1,187 |
| Less straight-line rent write-offs | | (35) | (19) | (47) | (168) |
| Net lease termination fee income | | 192 | 34 | 661 | 1,019 |
| Reserves for uncollectible cash rent | | (320) | (9) | (645) | (300) |
| Stock-based compensation expense | | (1,612) | (1,217) | (5,033) | (4,177) |
| Debt issuance costs amortization | | (354) | (316) | (1,045) | (1,000) |
| Indirect leasing costs | | (248) | (110) | (522) | (306) |
| Gain on casualties and involuntary conversion ⁽¹⁾ | | - | - | 161 | 348 |
| Acquired leases - market rent adjustment amortization | | 332 | 366 | 1,078 | 842 |
| Assumed mortgages - fair value adjustment amortization | | 5 | 6 | 15 | 18 |

| Three Months Ended | | Nine Months Ended | |
|--------------------|------|-------------------|------|
| September 30, | | September 30, | |
| 2020 | 2019 | 2020 | 2019 |

(Items below represent increases or (decreases) in FFO)

| | | | | |
|----|---------|---------|---------|---------|
| \$ | 904 | 1,170 | 3,734 | 3,789 |
| | (126) | (17) | (1,021) | (39) |
| | 778 | 1,153 | 2,713 | 3,750 |
| | 227 | 53 | 708 | 1,187 |
| | (35) | (19) | (47) | (168) |
| | 192 | 34 | 661 | 1,019 |
| | (320) | (9) | (645) | (300) |
| | (1,612) | (1,217) | (5,033) | (4,177) |
| | (354) | (316) | (1,045) | (1,000) |
| | (248) | (110) | (522) | (306) |
| | - | - | 161 | 348 |
| | 332 | 366 | 1,078 | 842 |
| | 5 | 6 | 15 | 18 |

WEIGHTED AVERAGE COMMON SHARES

| | | | | |
|--|--------|--------|--------|--------|
| Weighted average common shares | 39,338 | 37,771 | 39,077 | 37,064 |
| BASIC SHARES FOR EARNINGS PER SHARE ("EPS") | 39,338 | 37,771 | 39,077 | 37,064 |
| Potential common shares: | | | | |
| Unvested restricted stock | 112 | 98 | 91 | 72 |
| DILUTED SHARES FOR EPS AND FFO | 39,450 | 37,869 | 39,168 | 37,136 |

| Three Months Ended | | Nine Months Ended | |
|--------------------|------|-------------------|------|
| September 30, | | September 30, | |
| 2020 | 2019 | 2020 | 2019 |

| | | | |
|--------|--------|--------|--------|
| 39,338 | 37,771 | 39,077 | 37,064 |
| 39,338 | 37,771 | 39,077 | 37,064 |
| | | | |
| 112 | 98 | 91 | 72 |
| 39,450 | 37,869 | 39,168 | 37,136 |

⁽¹⁾ Included in *Other revenue* on the Consolidated Statements of Income and Comprehensive Income; included in FFO.

| | Quarter Ended | Years Ended | | | |
|--|------------------------------|--------------------------|------------|------------|------------|
| | 9/30/2020 | 2019 | 2018 | 2017 | 2016 |
| ASSETS/MARKET CAPITALIZATION | | | | | |
| Assets | \$ 2,635,686 | 2,546,078 | 2,131,705 | 1,953,221 | 1,825,764 |
| Equity Market Capitalization | 5,115,898 | 5,164,306 | 3,348,269 | 3,071,927 | 2,461,251 |
| Total Market Capitalization (Debt and Equity) ⁽¹⁾ | 6,330,046 | 6,350,438 | 4,458,037 | 4,183,620 | 3,566,865 |
| Shares Outstanding - Common | 39,556,930 | 38,925,953 | 36,501,356 | 34,758,167 | 33,332,213 |
| Price per share | \$ 129.33 | 132.67 | 91.73 | 88.38 | 73.84 |
| FFO CHANGE | | | | | |
| FFO per diluted share ⁽²⁾ | \$ 1.36 | 4.98 | 4.66 | 4.25 | 4.00 |
| Change compared to same period prior year | 6.3% | 6.9% | 9.6% | 6.3% | 9.0% |
| COMMON DIVIDEND PAYOUT RATIO | | | | | |
| Dividend distribution | \$ 0.79 | 2.94 | 2.72 | 2.52 | 2.44 |
| FFO per diluted share ⁽²⁾ | 1.36 | 4.98 | 4.66 | 4.25 | 4.00 |
| Dividend payout ratio | 58% | 59% | 58% | 59% | 61% |
| COMMON DIVIDEND YIELD | | | | | |
| Dividend distribution | \$ 0.79 | 2.94 | 2.72 | 2.52 | 2.44 |
| Price per share | 129.33 | 132.67 | 91.73 | 88.38 | 73.84 |
| Dividend yield | 2.44% | 2.22% | 2.97% | 2.85% | 3.30% |
| FFO MULTIPLE | | | | | |
| FFO per diluted share ⁽²⁾ | \$ 1.36 | 4.98 | 4.66 | 4.25 | 4.00 |
| Price per share | 129.33 | 132.67 | 91.73 | 88.38 | 73.84 |
| Multiple | 23.77 | 26.64 | 19.68 | 20.80 | 18.46 |
| INTEREST & FIXED CHARGE COVERAGE RATIOS | | | | | |
| EBITDAre | \$ 62,003 | 221,517 | 200,788 | 180,214 | 166,463 |
| Interest expense | 8,347 | 34,463 | 35,106 | 34,775 | 35,213 |
| Interest and fixed charge coverage ratios | 7.43 | 6.43 | 5.72 | 5.18 | 4.73 |
| DEBT-TO-EBITDAre RATIO | | | | | |
| Debt | \$ 1,211,067 | 1,182,602 | 1,105,787 | 1,108,282 | 1,101,333 |
| EBITDAre | 62,003 | 221,517 | 200,788 | 180,214 | 166,463 |
| Debt-to-EBITDAre ratio | 4.88 | 5.34 | 5.51 | 6.15 | 6.62 |
| Adjusted debt-to-pro forma EBITDAre ratio | 4.10 | 3.92 | 4.73 | 5.45 | 6.05 |
| DEBT-TO-TOTAL MARKET CAPITALIZATION⁽¹⁾ | 19.2% | 18.7% | 24.9% | 26.6% | 31.0% |
| ISSUER RATINGS⁽³⁾ | | | | | |
| Moody's Investors Service | Issuer Rating Baa2 | Outlook Stable | | | |

⁽¹⁾ Before deducting unamortized debt issuance costs.

⁽²⁾ In connection with the Company's 2019 adoption of the Nareit Funds from Operations White Paper - 2018 Restatement, the Company now excludes from FFO the gains and losses on sales of non-operating real estate and assets incidental to the Company's business. The Company has adjusted its 2018 and prior results, as necessary, to conform to the updated definition of FFO.

⁽³⁾ 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.

| | | Square Feet (SF) | Costs Incurred | | Projected Total Costs | Anticipated | | % Leased 10/26/20 | Wgt Avg % |
|---|-----------------|---------------------|------------------|-----------------------|-----------------------|--------------------------------|------------|-------------------|------------------|
| | | | 3rd Qtr 2020 | Cumulative at 9/30/20 | | Conversion Date ⁽¹⁾ | | | |
| Lease-up | | | | | | | | | |
| Southwest Commerce Center ⁽²⁾ | Las Vegas, NV | 196,000 | \$ 261 | 28,334 | 30,100 | 10/20 | 48% | | |
| Gilbert Crossroads A & B | Phoenix, AZ | 140,000 | 442 | 16,563 | 17,500 | 01/21 | 71% | | |
| World Houston 44 | Houston, TX | 134,000 | 426 | 7,897 | 9,100 | 05/21 | 0% | | |
| Gateway 4 | Miami, FL | 197,000 | 355 | 21,685 | 23,800 | 06/21 | 0% | | |
| Hurricane Shoals 3 | Atlanta, GA | 101,000 | 404 | 8,579 | 8,800 | 06/21 | 0% | | |
| Interstate Commons 2 ⁽²⁾ | Phoenix, AZ | 142,000 | 208 | 12,131 | 12,400 | 06/21 | 78% | | |
| Tri-County Crossing 3 & 4 | San Antonio, TX | 203,000 | 745 | 12,859 | 14,700 | 06/21 | 33% | | |
| CreekView 121 7 & 8 | Dallas, TX | 137,000 | 1,256 | 14,639 | 16,300 | 08/21 | 83% | | |
| Northwest Crossing 1-3 | Houston, TX | 278,000 | 709 | 21,328 | 25,700 | 09/21 | 0% | | |
| Total Lease-up | | 1,528,000 | 4,806 | 144,015 | 158,400 | | 32% | | Wgt Avg % |
| Lease-Up: Projected Stabilized Yield ⁽³⁾ 6.9% | | | | | | | | | |
| Under Construction | | | | | | | | | |
| LakePort 1-3 | Dallas, TX | 194,000 | 2,998 | 17,986 | 22,500 | 10/21 | 10% | | |
| Ridgeview 1 & 2 | San Antonio, TX | 226,000 | 2,600 | 16,370 | 19,000 | 10/21 | 13% | | |
| Settlers Crossing 3 & 4 | Austin, TX | 173,000 | 2,018 | 16,494 | 18,400 | 10/21 | 27% | | |
| SunCoast 7 | Ft Myers, FL | 77,000 | 1,671 | 6,960 | 8,400 | 11/21 | 0% | | |
| Total Under Construction | | 670,000 | 9,287 | 57,810 | 68,300 | | 14% | | Wgt Avg % |
| Under Construction: Projected Stabilized Yield ⁽³⁾ 7.3% | | | | | | | | | |
| Development: Projected Stabilized Yield ⁽³⁾ 7.2% | | | | | | | | | |
| Value-Add: Projected Stabilized Yield ⁽³⁾ 6.2% | | | | | | | | | |
| Prospective Development | | | | | | | | | |
| | Acres | Projected SF | | | | | | | |
| Phoenix, AZ | 13 | 178,000 | 54 | 4,973 | | | | | |
| Ft Myers, FL | 49 | 622,000 | 3,443 | 7,714 | | | | | |
| Miami, FL | 34 | 266,000 | 175 | 19,908 | | | | | |
| Orlando, FL | 123 | 1,488,000 | 2,624 | 25,799 | | | | | |
| Tampa, FL | 33 | 349,000 | 362 | 6,350 | | | | | |
| Jackson, MS | 3 | 28,000 | - | 706 | | | | | |
| Charlotte, NC | 43 | 475,000 | 78 | 7,574 | | | | | |
| Dallas, TX | 79 | 1,074,000 | 896 | 24,930 | | | | | |
| Houston, TX | 84 | 1,223,000 | 340 | 20,422 | | | | | |
| San Antonio, TX | 24 | 373,000 | 131 | 4,640 | | | | | |
| Total Prospective Development | 485 | 6,076,000 | 8,103 | 123,016 | | | | | |
| | 485 | 8,274,000 | \$ 22,196 | 324,841 | | | | | |

⁽¹⁾ Development properties will transfer to the operating portfolio at the earlier of 90% occupancy or one year after shell completion.

Value-Add properties will transfer at the earlier of 90% occupancy or one year after acquisition.

⁽²⁾ These value-add projects were acquired by EastGroup.

⁽³⁾ Weighted average yield based on property net operating income at 100% occupancy and rents computed on a straight-line basis.

| | | Costs Incurred | | | Conversion Date | % Leased 10/26/20 |
|--|-----------------|------------------|-----------------|--------------------------|--------------------|----------------------|
| | | Square Feet (SF) | 3rd Qtr 2020 | Cumulative at 9/30/20 | | |
| <u>1st Quarter</u> | | | | | | |
| Logistics Center 6 & 7 ⁽¹⁾ | Dallas, TX | 142,000 | \$ 4 | 15,781 | 01/20 | 100% |
| Settlers Crossing 1 | Austin, TX | 77,000 | 7 | 9,418 | 01/20 | 100% |
| Settlers Crossing 2 | Austin, TX | 83,000 | 12 | 8,807 | 01/20 | 100% |
| Parc North 5 | Dallas, TX | 100,000 | 5 | 9,114 | 02/20 | 84% |
| Airport Commerce Center 3 | Charlotte, NC | 96,000 | - | 8,893 | 03/20 | 100% |
| | | <u>498,000</u> | <u>28</u> | <u>52,013</u> | | |
| <u>2nd Quarter</u> | | | | | | |
| Horizon VIII & IX | Orlando, FL | 216,000 | 19 | 18,218 | 04/20 | 100% |
| Ten West Crossing 8 | Houston, TX | 132,000 | - | 9,831 | 04/20 | 65% |
| Tri-County Crossing 1 & 2 | San Antonio, TX | 203,000 | 550 | 16,133 | 04/20 | 100% |
| SunCoast 8 | Ft Myers, FL | 77,000 | 61 | 8,333 | 05/20 | 100% |
| CreekView 121 5 & 6 | Dallas, TX | 139,000 | (31) | 15,531 | 06/20 | 100% |
| | | <u>767,000</u> | <u>599</u> | <u>68,046</u> | | |
| <u>3rd Quarter</u> | | | | | | |
| Parc North 6 | Dallas, TX | 96,000 | 42 | 10,783 | 07/20 | 100% |
| SunCoast 6 | Ft Myers, FL | 81,000 | 43 | 8,600 | 07/20 | 100% |
| Arlington Tech Centre 1 & 2 ⁽¹⁾ | Dallas, TX | 151,000 | 342 | 14,286 | 08/20 | 18% |
| Gateway 5 | Miami, FL | 187,000 | 125 | 25,073 | 08/20 | 100% |
| Steele Creek IX | Charlotte, NC | 125,000 | 160 | 11,141 | 08/20 | 100% |
| Grand Oaks 75 2 ⁽¹⁾ | Tampa, FL | 150,000 | 1,260 | 14,925 | 09/20 | 100% |
| Rocky Point 2 ⁽¹⁾ | San Diego, CA | 109,000 | 97 | 19,876 | 09/20 | 100% |
| | | <u>899,000</u> | <u>2,069</u> | <u>104,684</u> | | |
| Total Transferred to Real Estate Properties | | <u>2,164,000</u> | <u>\$ 2,696</u> | <u>224,743</u> | | |
| Projected Stabilized Yield ⁽²⁾ | | 7.3% | | | 91% | Wgt Avg % |

⁽¹⁾ These value-add projects were acquired by EastGroup.

⁽²⁾ Weighted average yield based on property net operating income at 100% occupancy and rents computed on a straight-line basis.

ACQUISITIONS

| Date | Property Name | Location | Size | Purchase Price ⁽¹⁾ |
|-------------------------------|--|-----------------|--------------------|--------------------------------------|
| 1st Quarter | | | | |
| 01/16/20 | Arlington Tech Centre Land | Dallas, TX | 6.7 Acres | \$ 1,725 |
| 02/28/20 | Wells Point One | Austin, TX | 50,000 SF | 6,231 |
| 03/16/20 | Horizon West Land | Orlando, FL | 121.5 Acres | 20,528 |
| 2nd Quarter | | | | |
| None | | | | |
| 3rd Quarter | | | | |
| 09/02/20 | SunCoast Commerce Center - Phase IV Land | Fort Myers, FL | 28.9 Acres | 3,313 |
| | | | 50,000 SF | |
| Total Acquisitions | | | 157.1 Acres | \$ 31,797 |

DISPOSITIONS

| Date | Property Name | Location | Size | Gross Sales Price | Realized Gain |
|-------------------------------|----------------------|-----------------|-------------|--------------------------|----------------------|
| 1st Quarter | | | | | |
| None | | | | | |
| 2nd Quarter | | | | | |
| None | | | | | |
| 3rd Quarter | | | | | |
| None | | | | | |

⁽¹⁾ Represents acquisition price plus closing costs.

| REAL ESTATE IMPROVEMENTS | Three Months Ended September 30, | | Nine Months Ended September 30, | |
|--|-------------------------------------|---------------|------------------------------------|---------------|
| | 2020 | 2019 | 2020 | 2019 |
| Upgrade on Acquisitions | \$ 117 | 750 | 282 | 1,105 |
| Tenant Improvements: | | | | |
| New Tenants | 3,114 | 4,706 | 8,870 | 11,508 |
| Renewal Tenants | 398 | 506 | 2,403 | 2,033 |
| Other: | | | | |
| Building Improvements | 1,195 | 1,576 | 3,185 | 4,364 |
| Roofs | 1,443 | 2,701 | 5,025 | 8,239 |
| Parking Lots | 90 | 783 | 439 | 1,268 |
| Other | 207 | 436 | 560 | 816 |
| TOTAL REAL ESTATE IMPROVEMENTS ⁽²⁾ | \$ 6,564 | 11,458 | 20,764 | 29,333 |

CAPITALIZED LEASING COSTS (Principally Commissions) ⁽¹⁾

| | | | | |
|--|-----------------|--------------|---------------|---------------|
| Development and Value-Add | \$ 1,356 | 2,152 | 3,873 | 6,085 |
| New Tenants | 2,164 | 1,415 | 4,385 | 4,478 |
| Renewal Tenants | 2,690 | 1,149 | 6,432 | 3,679 |
| TOTAL CAPITALIZED LEASING COSTS | \$ 6,210 | 4,716 | 14,690 | 14,242 |

⁽¹⁾ Included in *Other Assets*.

⁽²⁾ Reconciliation of Total Real Estate Improvements to *Real Estate Improvements* on the Consolidated Statements of Cash Flows:

| | Nine Months Ended September 30, | |
|---|------------------------------------|---------------|
| | 2020 | 2019 |
| Total Real Estate Improvements | \$ 20,764 | 29,333 |
| Change in Real Estate Property Payables | 585 | (2,852) |
| Change in Construction in Progress | 4,187 | 1,315 |
| Real Estate Improvements on the Consolidated Statements of Cash Flows | \$ 25,536 | 27,796 |

| Three Months Ended September 30, 2020 | Number of Leases Signed | Square Feet Signed <small>(In Thousands)</small> | Weighted Average Term <small>(In Years)</small> | Rental Change Straight-Line Basis | Rental Change Cash Basis | PSF Tenant Improvement ⁽¹⁾ | PSF Leasing Commission ⁽¹⁾ | PSF Total Leasing Cost ⁽¹⁾ |
|--|----------------------------|--|---|--------------------------------------|-----------------------------|--|--|--|
| New Leases ⁽²⁾ | 47 | 745 | 5.1 | 28.5% | 18.4% | \$ 4.48 | \$ 2.70 | \$ 7.18 |
| Renewal Leases | 68 | 1,676 | 4.4 | 27.8% | 15.0% | 0.75 | 1.70 | 2.45 |
| Total/Weighted Average | 115 | 2,421 | 4.6 | 28.0% | 16.1% | \$ 1.90 | \$ 2.01 | \$ 3.91 |
| | | | | | Per Year | \$ 0.41 | \$ 0.44 | \$ 0.85 |

Weighted Average Retention ⁽³⁾ **80.7%**

| Nine Months Ended September 30, 2020 | Number of Leases Signed | Square Feet Signed <small>(In Thousands)</small> | Weighted Average Term <small>(In Years)</small> | Rental Change Straight-Line Basis | Rental Change Cash Basis | PSF Tenant Improvement ⁽¹⁾ | PSF Leasing Commission ⁽¹⁾ | PSF Total Leasing Cost ⁽¹⁾ |
|---|----------------------------|--|---|--------------------------------------|-----------------------------|--|--|--|
| New Leases ⁽²⁾ | 100 | 1,710 | 4.9 | 22.6% | 14.8% | \$ 5.06 | \$ 2.36 | \$ 7.42 |
| Renewal Leases | 183 | 4,898 | 4.1 | 23.3% | 12.7% | 0.60 | 1.30 | 1.90 |
| Total/Weighted Average | 283 | 6,608 | 4.3 | 23.1% | 13.3% | \$ 1.75 | \$ 1.58 | \$ 3.33 |
| | | | | | Per Year | \$ 0.41 | \$ 0.37 | \$ 0.78 |

Weighted Average Retention ⁽³⁾ **82.6%**

| | 09/30/20 | 06/30/20 | 03/31/20 | 12/31/19 | 09/30/19 |
|---------------------|----------|----------|----------|----------|----------|
| Percentage Leased | 97.8% | 97.5% | 97.3% | 97.6% | 97.9% |
| Percentage Occupied | 96.4% | 97.0% | 96.7% | 97.1% | 97.4% |

⁽¹⁾ Per square foot (PSF) amounts represent total amounts for the life of the lease, except as noted for the Per Year amounts.

⁽²⁾ Does not include leases with terms less than 12 months and leases for first generation space on properties acquired or developed by EastGroup.

⁽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).

| | Total Square Feet of Properties | | Annualized Base Rent ⁽¹⁾ | | | Lease Expirations in Square Feet | | Same Property PNOI Change | | | | Rental Change | | | | |
|---|---------------------------------|---------------|-------------------------------------|---------------------|--------------|----------------------------------|------------------|---------------------------|---------------------------|---------------------|---------------------------|---------------------|---------------------------|---------------------|---------------------------|--|
| | | | | | | | | QTR | | YTD | | QTR | | YTD | | |
| | | | | | | | | Straight-Line Basis | Cash Basis ⁽⁴⁾ | Straight-Line Basis | Cash Basis ⁽⁴⁾ | Straight-Line Basis | Cash Basis ⁽⁴⁾ | Straight-Line Basis | Cash Basis ⁽⁴⁾ | |
| | % of Total | % Leased | % Occupied | 2020 ⁽²⁾ | 2021 | | | | | | | | | | | |
| Florida | | | | | | | | | | | | | | | | |
| Tampa | 4,496,000 | 10.3% | 9.2% | 97.2% | 95.2% | 71,000 | 936,000 | 3.1% | 4.1% | 3.7% | 4.4% | 18.2% | 5.6% | 18.4% | 8.9% | |
| Orlando | 3,685,000 | 8.5% | 9.2% | 99.7% | 98.0% | 164,000 | 470,000 | 0.4% | -1.1% | 0.3% | -0.5% | 15.1% | 3.5% | 24.3% | 13.9% | |
| Jacksonville | 2,273,000 | 5.2% | 4.1% | 99.9% | 99.2% | 170,000 | 456,000 | 5.1% | 2.6% | 3.7% | 2.6% | 25.0% | 12.0% | 16.0% | 6.5% | |
| Miami/Ft. Lauderdale | 1,459,000 | 3.4% | 4.0% | 96.0% | 95.9% | 28,000 | 142,000 | 3.8% | 1.1% | 4.2% | 2.7% | 24.8% | 8.0% | 19.5% | 10.9% | |
| Ft. Myers | 549,000 | 1.3% | 1.6% | 100.0% | 100.0% | 21,000 | 23,000 | 0.6% | 2.3% | 1.5% | 1.8% | 7.0% | 2.1% | 7.0% | 2.1% | |
| | 12,462,000 | 28.7% | 28.1% | 98.4% | 97.1% | 454,000 | 2,027,000 | 2.5% | 1.7% | 2.5% | 2.2% | 20.4% | 7.6% | 19.6% | 10.2% | |
| Texas | | | | | | | | | | | | | | | | |
| Dallas | 4,356,000 | 10.0% | 8.8% | 96.1% | 95.3% | 55,000 | 391,000 | 5.1% | 7.6% | 4.3% | 5.4% | 15.3% | 13.2% | 18.5% | 16.7% | |
| Houston | 5,875,000 | 13.5% | 13.5% | 96.2% | 96.2% | 87,000 | 844,000 | 3.1% | 5.6% | 4.4% | 6.1% | 0.7% | -3.6% | 4.7% | -1.7% | |
| San Antonio | 3,664,000 | 8.4% | 8.7% | 98.5% | 94.5% | 77,000 | 406,000 | -3.1% | -4.1% | -1.8% | -1.0% | 12.7% | 4.9% | 10.7% | 3.7% | |
| Austin | 953,000 | 2.2% | 2.8% | 100.0% | 100.0% | - | 93,000 | 0.7% | 1.9% | 0.3% | 2.6% | 37.7% | 30.4% | 18.7% | 13.3% | |
| El Paso | 957,000 | 2.2% | 1.6% | 99.0% | 98.5% | 32,000 | 108,000 | 7.2% | 5.0% | 8.2% | 7.7% | 96.0% | 57.8% | 67.6% | 42.5% | |
| | 15,805,000 | 36.3% | 35.4% | 97.1% | 95.9% | 251,000 | 1,842,000 | 2.0% | 3.3% | 2.7% | 4.0% | 11.8% | 5.3% | 13.1% | 6.8% | |
| California | | | | | | | | | | | | | | | | |
| San Francisco | 1,045,000 | 2.4% | 3.0% | 100.0% | 86.7% | 45,000 | 113,000 | -4.8% | -7.1% | -8.1% | -13.3% | 89.7% | 55.4% | 71.1% | 46.0% | |
| Los Angeles ⁽⁵⁾ | 2,323,000 | 5.3% | 6.9% | 100.0% | 100.0% | 30,000 | 807,000 | 3.6% | 5.7% | 0.4% | 5.2% | 85.0% | 56.0% | 74.4% | 50.0% | |
| Fresno | 398,000 | 0.9% | 0.7% | 94.7% | 93.2% | - | 129,000 | 0.2% | -1.4% | -0.7% | -5.2% | 14.1% | 6.5% | 12.6% | 4.6% | |
| San Diego | 867,000 | 2.0% | 3.3% | 94.4% | 94.0% | - | 91,000 | -7.2% | -0.7% | -2.6% | 23.6% | N/A | N/A | 30.8% | 16.0% | |
| | 4,633,000 | 10.6% | 13.9% | 98.5% | 95.3% | 75,000 | 1,140,000 | -0.4% | 0.9% | -2.4% | 1.6% | 83.6% | 53.8% | 67.0% | 44.0% | |
| Arizona | | | | | | | | | | | | | | | | |
| Phoenix | 2,502,000 | 5.8% | 5.7% | 98.1% | 98.1% | 151,000 | 384,000 | 6.8% | 5.5% | -2.1% | -1.9% | 17.2% | 9.8% | 12.9% | 7.0% | |
| Tucson | 848,000 | 2.0% | 1.9% | 100.0% | 100.0% | 10,000 | 38,000 | 2.4% | 4.6% | 1.2% | 3.1% | N/A | N/A | 13.4% | 2.0% | |
| | 3,350,000 | 7.8% | 7.6% | 98.6% | 98.6% | 161,000 | 422,000 | 5.6% | 5.3% | -1.2% | -0.6% | 17.2% | 9.8% | 13.0% | 5.7% | |
| Other Core | | | | | | | | | | | | | | | | |
| Atlanta | 891,000 | 2.1% | 1.4% | 92.5% | 88.5% | 16,000 | 68,000 | 7.8% | 30.5% | 31.5% | 73.3% | -4.8% | -8.0% | -3.9% | -6.8% | |
| Charlotte | 3,407,000 | 7.8% | 6.5% | 98.8% | 97.3% | 105,000 | 412,000 | 3.8% | 1.8% | 3.6% | 3.6% | 15.5% | 7.0% | 14.5% | 6.1% | |
| Denver | 886,000 | 2.0% | 2.6% | 96.5% | 96.5% | 34,000 | 149,000 | 9.3% | 9.6% | 7.9% | 8.9% | -0.1% | -6.2% | 4.9% | -0.7% | |
| Las Vegas | 558,000 | 1.3% | 1.5% | 97.8% | 97.8% | - | 221,000 | -4.1% | 0.4% | -0.3% | 2.6% | N/A | N/A | N/A | N/A | |
| | 5,742,000 | 13.2% | 12.0% | 97.4% | 95.9% | 155,000 | 850,000 | 3.9% | 5.7% | 6.7% | 10.2% | 6.0% | -0.4% | 10.3% | 3.2% | |
| Total Core Markets | 41,992,000 | 96.6% | 97.0% | 97.8% | 96.4% | 1,096,000 | 6,281,000 | 2.4% | 3.0% | 2.1% | 3.5% | 28.8% | 16.6% | 23.5% | 13.6% | |
| Total Other Markets ⁽⁵⁾ | 1,494,000 | 3.4% | 3.0% | 96.5% | 95.2% | 28,000 | 113,000 | 0.0% | 2.6% | 4.6% | 6.7% | 11.6% | 4.6% | 9.6% | 3.8% | |
| Total Operating Properties | 43,486,000 | 100.0% | 100.0% | 97.8% | 96.4% | 1,124,000 | 6,394,000 | 2.3% | 3.0% | 2.2% | 3.6% | 28.0% | 16.1% | 23.1% | 13.3% | |

⁽¹⁾ 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.

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

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

| LEASE EXPIRATION | Square Footage of Leases Expiring | % of Total SF | Annualized Current Base Rent of Leases Expiring (without S/L Rent) | % of Total Base Rent of Leases Expiring (without S/L Rent) |
|--|--|----------------------|---|---|
| Vacancy | 978,000 | 2.2% | \$ - | 0.0% |
| 2020 - remainder of year ⁽¹⁾ | 1,124,000 | 2.6% | 8,155 | 3.0% |
| 2021 | 6,394,000 | 14.7% | 41,635 | 15.5% |
| 2022 | 7,346,000 | 16.9% | 46,074 | 17.1% |
| 2023 | 6,382,000 | 14.7% | 38,991 | 14.5% |
| 2024 | 6,785,000 | 15.6% | 42,947 | 15.9% |
| 2025 | 5,374,000 | 12.4% | 33,256 | 12.3% |
| 2026 | 3,336,000 | 7.7% | 21,049 | 7.8% |
| 2027 | 2,185,000 | 5.0% | 15,271 | 5.7% |
| 2028 | 1,403,000 | 3.2% | 7,420 | 2.8% |
| 2029 and beyond | 2,179,000 | 5.0% | 14,637 | 5.4% |
| TOTAL | 43,486,000 | 100.0% | \$ 269,435 | 100.0% |

⁽¹⁾ Includes month-to-month leases.

| Customer | # of Leases | Location | Total SF Leased | % of Total Portfolio | % of Total Annualized Base Rent ⁽¹⁾ |
|--|-------------|--------------------|------------------|----------------------|--|
| 1 U.S. Postal Service | 1 | Houston, TX | 110,000 | | |
| | 1 | San Diego, CA | 105,000 | | |
| | 1 | New Orleans, LA | 99,000 | | |
| | 1 | Orlando, FL | 62,000 | | |
| | 2 | Tampa, FL | 59,000 | | |
| | | | | 1.0% | 1.3% |
| 2 The Chamberlain Group | 2 | Tucson, AZ | 350,000 | | |
| | 1 | Charlotte, NC | 11,000 | | |
| | | | | 0.8% | 1.0% |
| 3 WNA Comet West, Inc. | 1 | Los Angeles, CA | 411,000 | 0.9% | 0.9% |
| 4 Essendant Co. | 1 | Orlando, FL | 404,000 | 0.9% | 0.8% |
| 5 Mattress Firm | 1 | Houston, TX | 202,000 | | |
| | 1 | Tampa, FL | 109,000 | | |
| | 1 | Jacksonville, FL | 49,000 | | |
| | 1 | Ft. Myers, FL | 25,000 | | |
| | | | | 0.9% | 0.8% |
| 6 Kuehne & Nagel, Inc. | 2 | Houston, TX | 172,000 | | |
| | 2 | Charlotte, NC | 106,000 | | |
| | | | | 0.6% | 0.7% |
| 7 Price Transfer | 1 | Los Angeles, CA | 262,000 | 0.6% | 0.7% |
| 8 Oceaneering International, Inc. | 3 | Orlando, FL | 259,000 | 0.6% | 0.7% |
| 9 Agility | 2 | Houston, TX | 246,000 | 0.6% | 0.6% |
| 10 Iron Mountain Information Management, Inc. | 2 | Tampa, FL | 184,000 | | |
| | 2 | Phoenix, AZ | 59,000 | | |
| | 1 | Ft. Lauderdale, FL | 45,000 | | |
| | 1 | Jacksonville, FL | 40,000 | | |
| | | | | 0.8% | 0.6% |
| | 31 | | 3,369,000 | 7.7% | 8.1% |

⁽¹⁾ Calculation: Customer Annualized Base Rent as of 09/30/20 (without S/L Rent) / Total Annualized Base Rent (without S/L Rent).

| | Remainder of 2020 | 2021 | 2022 | 2023 | 2024 | 2025 and Beyond | Total | Average Years to Maturity |
|---|----------------------|---------|---------|---------|---------|--------------------|--------------|---------------------------------|
| Unsecured debt (fixed rate) ⁽¹⁾ | \$ 75,000 | 40,000 | 75,000 | 115,000 | 120,000 | 585,000 | 1,010,000 | 5.1 |
| <i>Weighted average interest rate</i> | 3.45% | 2.34% | 3.03% | 2.96% | 3.47% | 3.42% | 3.30% | |
| Secured debt (fixed rate) | | | | | | | | |
| Balloon payments | - | 85,600 | 32,655 | - | - | 1,549 | 119,804 | |
| Amortization | 2,299 | 3,962 | 115 | 119 | 122 | 253 | 6,870 | |
| | 2,299 | 89,562 | 32,770 | 119 | 122 | 1,802 | 126,674 | 0.8 |
| <i>Weighted average interest rate</i> | 4.42% | 4.55% | 4.09% | 3.85% | 3.85% | 3.85% | 4.42% | |
| Total unsecured debt and secured debt | \$ 77,299 | 129,562 | 107,770 | 115,119 | 120,122 | 586,802 | 1,136,674 | 4.6 |
| <i>Weighted average interest rate</i> | 3.48% | 3.86% | 3.35% | 2.96% | 3.47% | 3.42% | 3.43% | |
| Unsecured debt and secured debt (fixed rate) | | | | | | | \$ 1,136,674 | |
| Unsecured bank credit facilities (variable rate) | | | | | | | | |
| \$45MM Line - 1.148% - matures 7/30/2022 | | | | | | | 12,474 | |
| \$350MM Line - 1.146% - matures 7/30/2022 | | | | | | | 65,000 | |
| Total carrying amount of debt | | | | | | | \$ 1,214,148 | |
| Total unamortized debt issuance costs | | | | | | | (3,081) | |
| Total debt net of unamortized debt issuance costs | | | | | | | \$ 1,211,067 | |
| Equity market capitalization | | | | | | | | |
| Shares outstanding - common | | | | | | | 39,556,930 | |
| Price per share at quarter end | | | | | | | \$ 129.33 | |
| Total equity market capitalization | | | | | | | \$ 5,115,898 | |
| Total market capitalization (debt and equity) ⁽²⁾ | | | | | | | \$ 6,330,046 | |
| Total debt / total market capitalization ⁽²⁾ | | | | | | | 19.2% | |

⁽¹⁾ These loans have a fixed interest rate or an effectively fixed interest rate due to interest rate swaps

⁽²⁾ Before deducting unamortized debt issuance costs

| | Shares Issued and Sold ⁽¹⁾ | Average Sales Price (Per Share) | Gross Proceeds | Offering-Related Fees and Expenses | Net Proceeds |
|-------------------------------|--|--|-----------------------|---|---------------------|
| 1st Quarter | 105,837 | \$ 141.73 | \$ 15,000 | \$ (266) | \$ 14,734 |
| 2nd Quarter | 243,621 | 123.14 | 30,000 | (353) | 29,647 |
| 3rd Quarter | 238,086 | 133.27 | 31,729 | (367) | 31,362 |
| TOTAL 2020 | 587,544 | \$ 130.59 | \$ 76,729 | \$ (986) | \$ 75,743 |

⁽¹⁾ As of October 27, 2020, the Company had common shares with an aggregate gross sales price of \$673.3 million authorized and remaining for issuance under its continuous common equity program.

| | Quarter Ended September 30, 2020 | Years Ended December 31, | | | |
|---|-------------------------------------|--------------------------|----------------|----------------|----------------|
| | | 2019 | 2018 | 2017 | 2016 |
| EBITDAre | \$ 62,003 | \$ 221,517 | 200,788 | 180,214 | 166,463 |
| Debt | 1,211,067 | 1,182,602 | 1,105,787 | 1,108,282 | 1,101,333 |
| DEBT-TO-EBITDAre RATIO | 4.88 | 5.34 | 5.51 | 6.15 | 6.62 |
| EBITDAre | \$ 62,003 | \$ 221,517 | 200,788 | 180,214 | 166,463 |
| Adjust for acquisitions as if owned for entire period | - | 5,590 | 1,909 | 859 | 991 |
| Adjust for development and value-add properties in lease-up or under construction | (467) | (2,072) | (304) | (679) | (939) |
| Adjust for properties sold during the period | - | (3,812) | (474) | (1,031) | (1,308) |
| Pro Forma EBITDAre | \$ 61,536 | \$ 221,223 | 201,919 | 179,363 | 165,207 |
| Debt | \$ 1,211,067 | \$ 1,182,602 | 1,105,787 | 1,108,282 | 1,101,333 |
| Subtract development and value-add properties in lease-up or under construction | (201,825) | (315,794) | (149,860) | (130,505) | (101,520) |
| Adjusted Debt | \$ 1,009,242 | \$ 866,808 | 955,927 | 977,777 | 999,813 |
| ADJUSTED DEBT-TO-PRO FORMA EBITDAre RATIO | 4.10 | 3.92 | 4.73 | 5.45 | 6.05 |

| | Low Range | | High Range | |
|---|--|----------|------------|----------|
| | Q4 2020 | Y/E 2020 | Q4 2020 | Y/E 2020 |
| | <i>(In thousands, except per share data)</i> | | | |
| Net income attributable to common stockholders | \$ 22,899 | 94,081 | 24,471 | 95,653 |
| Depreciation and amortization | 29,733 | 115,394 | 29,733 | 115,394 |
| Funds from operations attributable to common stockholders | \$ 52,632 | 209,475 | 54,204 | 211,047 |
| Diluted shares | 39,631 | 39,280 | 39,631 | 39,280 |
| Per share data (diluted): | | | | |
| Net income attributable to common stockholders | \$ 0.58 | 2.40 | 0.62 | 2.44 |
| Funds from operations attributable to common stockholders | 1.33 | 5.33 | 1.37 | 5.37 |

The following assumptions were used for the mid-point:

| Metrics | Revised Guidance for Year 2020 | July Earnings Release Guidance for Year 2020 | Actual for Year 2019 |
|--|---|---|---|
| FFO per share | \$5.33 - \$5.37 | \$5.23 - \$5.33 | \$4.98 |
| FFO per share increase over prior year | 7.4% | 6.0% | 6.9% |
| Same PNOI growth: cash basis ^{(1) (2)} | 2.5% - 3.5% | 2.0% - 3.0% | 4.7% |
| Average month-end occupancy | 96.5% | 96.0% | 96.9% |
| Lease termination fee income | \$700,000 | \$500,000 | \$1.3 million |
| Reserves for uncollectible rent (No identified bad debts for Q4 2020) | \$2.3 million | \$3.6 million | \$448,000 |
| Development starts: | | | |
| Square feet | 825,000 | 1.0 million | 2.7 million |
| Projected total investment | \$85 million | \$100 million | \$262 million |
| Value-add property acquisitions (Projected total investment) | \$30 million | none | \$108 million |
| Operating property acquisitions | \$15 million | \$6 million | \$142 million |
| Operating property dispositions (Potential gains on dispositions are not included in the projections) | \$20 million | \$10 million | \$66 million |
| Unsecured debt closing in period | \$275 million at 2.56% weighted average interest rate | \$275 million at 2.56% weighted average interest rate | \$290 million at 3.45% weighted average interest rate |
| Common stock issuances | \$110 million | \$110 million | \$288 million |
| General and administrative expense | \$15.1 million | \$14.9 million | \$16.4 million |

⁽¹⁾ Includes properties which have been in the operating portfolio since 1/1/19 and are projected to be in the operating portfolio through 12/31/20; includes 38,612,000 square feet.

⁽²⁾ Excludes straight-line rent adjustments, amortization of market rent intangibles for acquired leases, and income from lease terminations. Includes rental income for executed deferral agreements that qualify for the modified COVID-19-related guidance provided by the FASB. Revised Guidance for Year 2020 includes a projected \$350,000 of reserves for uncollectible rent.

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.

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 development and value-add properties 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 development and value-add properties in lease-up or under construction and from properties sold during the period. The Adjusted Debt-to-Pro Forma EBITDAre Ratio is a non-GAAP financial measure used to analyze the Company’s financial condition and operating performance relative to its leverage, on an adjusted basis, so as to normalize and annualize property changes during the period.

Cash Basis: The Company adjusts its GAAP reporting to exclude straight-line rent adjustments and amortization of market rent intangibles for acquired leases. The cash basis is an indicator of the rents charged to customers by the Company during the periods presented and is useful in analyzing the embedded rent growth in the Company’s portfolio.

Debt-to-EBITDAre Ratio: A ratio calculated by dividing a company’s debt by its EBITDAre; this non-GAAP measure is used to analyze the Company’s financial condition and operating performance relative to its leverage.

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.

Earnings Before Interest Taxes Depreciation and Amortization for Real Estate (“EBITDAre”): Earnings, defined as Net Income, excluding gains or losses from sales of real estate investments and non-operating real estate, plus interest, taxes, depreciation and amortization. EBITDAre is a non-GAAP financial measure used to measure the Company’s operating performance and its ability to meet interest payment obligations and pay quarterly stock dividends on an unleveraged basis.

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 in the Nareit Funds from Operations White Paper — 2018 Restatement. 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 and losses from sales of real estate property (including other assets incidental to the Company’s business) and impairment losses, adjusted for real estate related depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures. FFO is a non-GAAP financial measure used to evaluate the performance of the Company’s investments in real estate assets and its operating results.

FFO Excluding Gain on Casualties and Involuntary Conversion: A reporting measure calculated as FFO (as defined above), adjusted to exclude gain on casualties and involuntary conversion. The Company believes that the exclusion of gain on casualties and involuntary conversion presents a more meaningful comparison of operating performance.

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.

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.

Operating Land: Land with no buildings or improvements that generates income from leases with tenants; included in *Real estate properties* on the Consolidated Balance Sheets.

Operating Properties: Stabilized real estate properties (land including buildings and improvements) in the Company’s operating portfolio; included in *Real estate properties* on the Consolidated Balance Sheets.

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.

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. PNOI is a non-GAAP, property-level supplemental measure of performance used to evaluate the performance of the Company’s investments in real estate assets and its operating results.

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.

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.

Same Properties: Operating properties owned during the entire current and prior year reporting periods. Properties developed or acquired are excluded until held in the operating portfolio for both the current and prior year reporting periods. Properties sold during the current or prior year reporting periods are excluded. The **Same Property Pool** includes properties which were included in the operating portfolio for the entire period from January 1, 2019 through September 30, 2020.

Same Property Net Operating Income (“Same 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, for the same properties owned by the Company during the entire current and prior year reporting periods. Same PNOI is a non-GAAP, property-level supplemental measure of performance used to evaluate the performance of the Company’s investments in real estate assets and its operating results on a same property basis.

Same PNOI Excluding Income from Lease Terminations: Same PNOI (as defined above), adjusted to exclude income from lease terminations. The Company believes it is useful to evaluate Same PNOI Excluding Income from Lease Terminations on both a straight-line and cash basis. The straight-line basis is calculated by averaging the customers’ rent payments over the lives of the leases; GAAP requires the recognition of rental income on the straight-line basis. The cash basis excludes adjustments for straight-line rent and amortization of market rent intangibles for acquired leases; the cash basis is an indicator of the rents charged to customers by the Company during the periods presented and is useful in analyzing the embedded rent growth in the Company’s portfolio.

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.

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

Value-Add Properties: Properties that are either acquired but not stabilized or can be converted to a higher and better use. Acquired properties meeting either of the following two conditions are considered value-add properties: (1) Less than 75% occupied as of the acquisition date (or will be less than 75% occupied within one year of acquisition date based on near term lease roll), or (2) 20% or greater of the acquisition cost will be spent to redevelop the property.