

August 2024

# J.P. Morgan Future of Financials Forum



PHILLIPS EDISON & COMPANY

# Safe Harbor and Non-GAAP Disclosures

## PECO's Safe Harbor Statement

This presentation contains certain 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. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and includes this statement for purposes of complying with the safe harbor provisions. Such forward-looking statements can generally be identified by the Company's use of forward-looking terminology such as "may," "will," "expect," "intend," "anticipate," "estimate," "believe," "continue," "seek," "objective," "goal," "strategy," "plan," "focus," "priority," "should," "could," "potential," "possible," "look forward," "optimistic," or other similar words. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. Such statements include, but are not limited to (a) statements about the Company's plans, strategies, initiatives, and prospects, (b) statements about the Company's underwritten incremental unlevered yield, and (c) statements about the Company's future results of operations, capital expenditures, and liquidity. Such statements are subject to known and unknown risks and uncertainties, which could cause actual results to differ materially from those projected or anticipated, including, without limitation: (i) changes in national, regional, or local economic climates; (ii) local market conditions, including an oversupply of space in, or a reduction in demand for, properties similar to those in the Company's portfolio; (iii) vacancies, changes in market rental rates, and the need to periodically repair, renovate, and re-let space; (iv) competition from other available shopping centers and the attractiveness of properties in the Company's portfolio to its tenants; (v) the financial stability of the Company's tenants, including, without limitation, their ability to pay rent; (vi) the Company's ability to pay down, refinance, restructure, or extend its indebtedness as it becomes due; (vii) increases in the Company's borrowing costs as a result of changes in interest rates and other factors; (viii) potential liability for environmental matters; (ix) damage to the Company's properties from catastrophic weather and other natural events, and the physical effects of climate change; (x) the Company's ability and willingness to maintain its qualification as a REIT in light of economic, market, legal, tax, and other considerations; (xi) changes in tax, real estate, environmental, and zoning laws; (xii) information technology security breaches; (xiii) the Company's corporate responsibility initiatives; (xiv) loss of key executives; (xv) the concentration of the Company's portfolio in a limited number of industries, geographies, or investments; (xvi) the economic, political, and social impact of, and uncertainty relating to, pandemics or other health crises; (xvii) the Company's ability to re-lease its properties on the same or better terms, or at all, in the event of non-renewal or in the event the Company exercises its right to replace an existing tenant; (xviii) the loss or bankruptcy of the Company's tenants; (xix) to the extent the Company is seeking to dispose of properties, the Company's ability to do so at attractive prices or at all; and (xx) the impact of inflation on the Company and on its tenants. Additional important factors that could cause actual results to differ are described in the filings made from time to time by the Company with the SEC and include the risk factors and other risks and uncertainties described in the Company's 2023 Annual Report on Form 10-K, filed with the SEC on February 12, 2024, as updated from time to time in the Company's periodic and/or current reports filed with the SEC, which are accessible on the SEC's website at [www.sec.gov](http://www.sec.gov). Therefore, such statements are not intended to be a guarantee of the Company's performance in future periods. Except as required by law, the Company does not undertake any obligation to update or revise any forward-looking statement, whether as a result of new information, future events, or otherwise.

## Non-GAAP Disclosures

The Company presents Same-Center NOI as a supplemental measure of its performance. The Company defines NOI as total operating revenues, adjusted to exclude non-cash revenue items, less property operating expenses and real estate taxes. For the three months ended June 30, 2024 and 2023, Same-Center NOI represents the NOI for the 270 properties that were wholly-owned and operational for the entire portion of all comparable reporting periods. The Company believes Same-Center NOI provides useful information to its investors about its financial and operating performance because it provides a performance measure of the revenues and expenses directly involved in owning and operating real estate assets and provides a perspective not immediately apparent from net income (loss). Because Same-Center NOI excludes the change in NOI from properties acquired or disposed of after December 31, 2022, it highlights operating trends such as occupancy levels, rental rates, and operating costs on properties that were operational for all comparable periods. Other REITs may use different methodologies for calculating Same-Center NOI, and accordingly, PECO's Same-Center NOI may not be comparable to other REITs. Same-Center NOI should not be viewed as an alternative measure of the Company's financial performance as it does not reflect the operations of its entire portfolio, nor does it reflect the impact of general and administrative expenses, depreciation and amortization, interest expense, other income (expense), or the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties that could materially impact its results from operations. Nareit FFO is a non-GAAP financial performance measure that is widely recognized as a measure of REIT operating performance. The National Association of Real Estate Investment Trusts ("Nareit") defines FFO as net income (loss) computed in accordance with GAAP, excluding: (i) gains (or losses) from sales of property and gains (or losses) from change in control; (ii) depreciation and amortization related to real estate; and (iii) impairment losses on real estate and impairments of in-substance real estate investments in investees that are driven by measurable decreases in the fair value of the depreciable real estate held by the unconsolidated partnerships and joint ventures. Adjustments for unconsolidated partnerships and joint ventures are calculated to reflect Nareit FFO on the same basis. The Company calculates Nareit FFO in a manner consistent with the Nareit definition. Core FFO is an additional financial performance measure used by the Company as Nareit FFO includes certain non-comparable items that affect its performance over time. The Company believes that Core FFO is helpful in assisting management and investors with the assessment of the sustainability of operating performance in future periods, and that it is more reflective of its core operating performance and provides an additional measure to compare PECO's performance across reporting periods on a consistent basis by excluding items that may cause short-term fluctuations in net income (loss). To arrive at Core FFO, the Company adjusts Nareit FFO to exclude certain recurring and non-recurring items including, but not limited to: (i) depreciation and amortization of corporate assets; (ii) changes in the fair value of the earn-out liability; (iii) amortization of unconsolidated joint venture basis differences; (iv) gains or losses on the extinguishment or modification of debt and other; (v) other impairment charges; (vi) transaction and acquisition expenses; and (vii) realized performance income. Nareit FFO and Core FFO should not be considered alternatives to net income (loss) under GAAP, as an indication of the Company's liquidity, nor as an indication of funds available to cover its cash needs, including its ability to fund distributions. Core FFO may not be a useful measure of the impact of long-term operating performance on value if the Company does not continue to operate its business plan in the manner currently contemplated. Accordingly, Nareit FFO and Core FFO should be reviewed in connection with other GAAP measurements, and should not be viewed as more prominent measures of performance than net income (loss) or cash flows from operations prepared in accordance with GAAP. The Company's Nareit FFO and Core FFO, as presented, may not be comparable to amounts calculated by other REITs. Nareit defines Earnings Before Interest, Taxes, Depreciation, and Amortization for Real Estate ("EBITDARE") as net income (loss) computed in accordance with GAAP before: (i) interest expense; (ii) income tax expense; (iii) depreciation and amortization; (iv) gains or losses from disposition of depreciable property; and (v) impairment write-downs of depreciable property. Adjustments for unconsolidated partnerships and joint ventures are calculated to reflect EBITDARE on the same basis. Adjusted EBITDARE is an additional performance measure used by the Company as EBITDARE includes certain non-comparable items that affect the Company's performance over time. To arrive at Adjusted EBITDARE, the Company excludes certain recurring and non-recurring items from EBITDARE, including, but not limited to: (i) changes in the fair value of the earn-out liability; (ii) other impairment charges; (iii) amortization of basis differences in the Company's investments in its unconsolidated joint ventures; (iv) transaction and acquisition expenses; and (v) realized performance income. The Company uses EBITDARE and Adjusted EBITDARE as additional measures of operating performance which allow it to compare earnings independent of capital structure, determine debt service and fixed cost coverage, and measure enterprise value. Additionally, the Company believes they are a useful indicator of its ability to support its debt obligations. EBITDARE and Adjusted EBITDARE should not be considered as alternatives to net income (loss), as an indication of the Company's liquidity, nor as an indication of funds available to cover its cash needs, including its ability to fund distributions. Accordingly, EBITDARE and Adjusted EBITDARE should be reviewed in connection with other GAAP measurements, and should not be viewed as more prominent measures of performance than net income (loss) or cash flows from operations prepared in accordance with GAAP. The Company's EBITDARE and Adjusted EBITDARE, as presented, may not be comparable to amounts calculated by other REITs.



# PECO at a Glance

Founded/IPO

1991/  
2021

Nasdaq

PECO

ABR from  
Grocery-  
Anchored  
Centers

97%

Properties

286

Total GLA

32.6M

Square Feet

Leased  
Portfolio  
Occupancy

98%

We create great omni-channel grocery-anchored shopping experiences and improve our communities one center at a time.

**Grocery Centered.**  
**Community Focused.**

We are an experienced owner and operator focused on grocery-anchored neighborhood shopping centers.

Management  
Ownership

8%

Total  
Enterprise  
Value

\$6.5B

ABR from  
Necessity-  
Based  
Neighbors

70%

ABR from #1  
or #2 Grocery  
Anchor by  
Sales

86%

Dividend  
Yield

3.6%

Portfolio  
Retention Rate

89%



# Our Focused and Differentiated Strategy

## Exclusively Focused on Omni-Channel Grocery-Anchored Neighborhood Shopping Centers

### Key Elements of Our Strategy



#1 or #2 grocery anchor by sales (86% of ABR)



97% of ABR from grocery-anchored neighborhood centers



Right-sized centers averaging 114,000 SF with strategic locations in fast-growing markets



70% ABR from necessity-based goods and services



Last-mile solution for necessity-based and essential retailers



Targeted trade areas where leading grocers and small shop Neighbors are successful

### Cycle-Tested and Resilient Advantage



98% portfolio leased occupancy with continued strong Neighbor demand



Experienced, cycle-tested team with local expertise and strong Neighbor relationships



Strong-credit Neighbors and diversified mix



Lack of distressed retailers in PECO's portfolio



Growing pipeline of ground-up outparcel development and repositioning projects



Balance sheet and liquidity strength with trailing 12-month net debt / adj. EBITDA of 5.1x

**Format Drives Results – PECO is Operating from a Position of Strength**



# PECO Continues to Deliver Market-Leading Operating and Financial Results

## PECO is Committed to Long-Term Growth, and Management has Meaningful Skin in the Game

- PECO ranks **#2** among its peers for average Same-Center NOI growth from 2019 – Q2 2024
- PECO holds the **#2** position among its peers in terms of total comparable lease spreads in Q2 2024<sup>(1)</sup>
- PECO ranks **#1** among its peers in renewal spreads in 2023 and Q2 2024<sup>(1)</sup>
- PECO ranks **#1** among its peers in management ownership of the total Company as of March 2024
- PECO holds the **#1** position among its peers in net assets acquisitions in 2023 and **#2** as of Q2 2024<sup>(2)</sup>

## PECO's Grocery-Anchored Portfolio Carries Low Risk: More Alpha, Less Beta

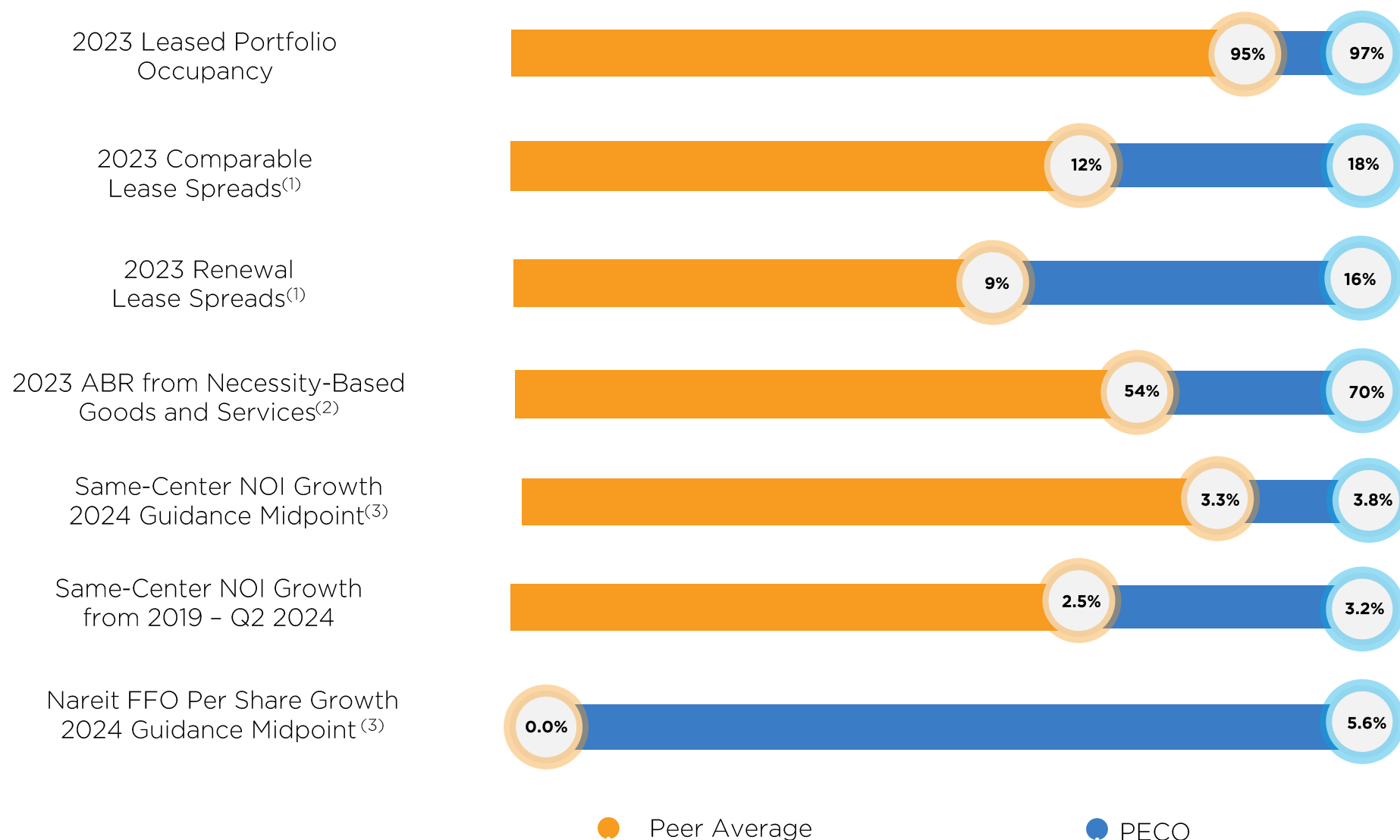
- PECO ranks **#1** among its peers in total leased occupancy in Q2 2024
- PECO is among the **lowest levered** shopping center REITs
- PECO is Kroger's **#1** landlord, Publix's **#2**, and **#1** combined by count in 2023 and Q2 2024
- PECO holds the **#1** position among its peers in percent of grocery-anchored centers in 2023 and Q2 2024<sup>(3)</sup>
- PECO ranks **#2** among its peers in percent of ABR from necessity-based Neighbors in 2023 and Q2 2024<sup>(4)</sup>

Note:  
Unless otherwise noted peers include BRX, KIM, KRG, REG, ROIC, FRT and AKR  
Sources:  
As reported in PECO and Peer company filings unless otherwise noted

1. Excludes exercise of options. Other companies may define/calculate differently than PECO. Accordingly, such data for these companies and PECO may not be comparable  
2. Excludes M&A activity

3. Peer group include REG, ROIC, BRX, KIM and KRG  
4. Peer group includes ROIC, BRX, KRG and IVT

# PECO Continues to Deliver Market-Leading Operating and Financial Results



Note:  
Unless otherwise noted peers include BRX, KIM, KRG, REG, ROIC, FRT and AKR  
Sources:  
As reported in December 31, 2023 PECO and Peer company filings unless otherwise noted

1. Excludes exercise of options. Other companies may define/calculate differently than PECO. Accordingly, such data for these companies and PECO may not be comparable

2. Peer group includes ROIC, BRX, KRG and IVT  
3. Company filings as of June 30, 2024

## How PECO Defines Quality

# Quality = SOAR

### IMPORTANT AND SUSTAINABLE MEASURES OF QUALITY IN PECO GROCERY-ANCHORED CENTERS



#### SPREADS

PECO's strong new and renewal leasing spreads are driven by necessity-based goods and services that serve the essential needs of our communities.



#### OCUPANCY

PECO's high occupancy levels are driven by our focused and differentiated strategy of exclusively owning right-sized, grocery-anchored neighborhood shopping centers.



#### ADVANTAGES OF THE MARKET

PECO's focus on the #1 or #2 grocer is well-positioned in the market with a Locally Smart® merchandising mix and 50% of ABR in the Sun Belt states and growing U.S. cities.



#### RETENTION

PECO retains a healthy and diverse mix of National, Regional and Local Neighbors who run successful businesses and support our ability to grow rents at attractive rates.

***PECO has 30+ Years of Experience in the Grocery-Anchored Shopping Center Industry and an Informed Perspective on what Drives Quality and Success at the Property Level***



# PECO Delivers Regular Income and Strong Returns

**\$1.17**

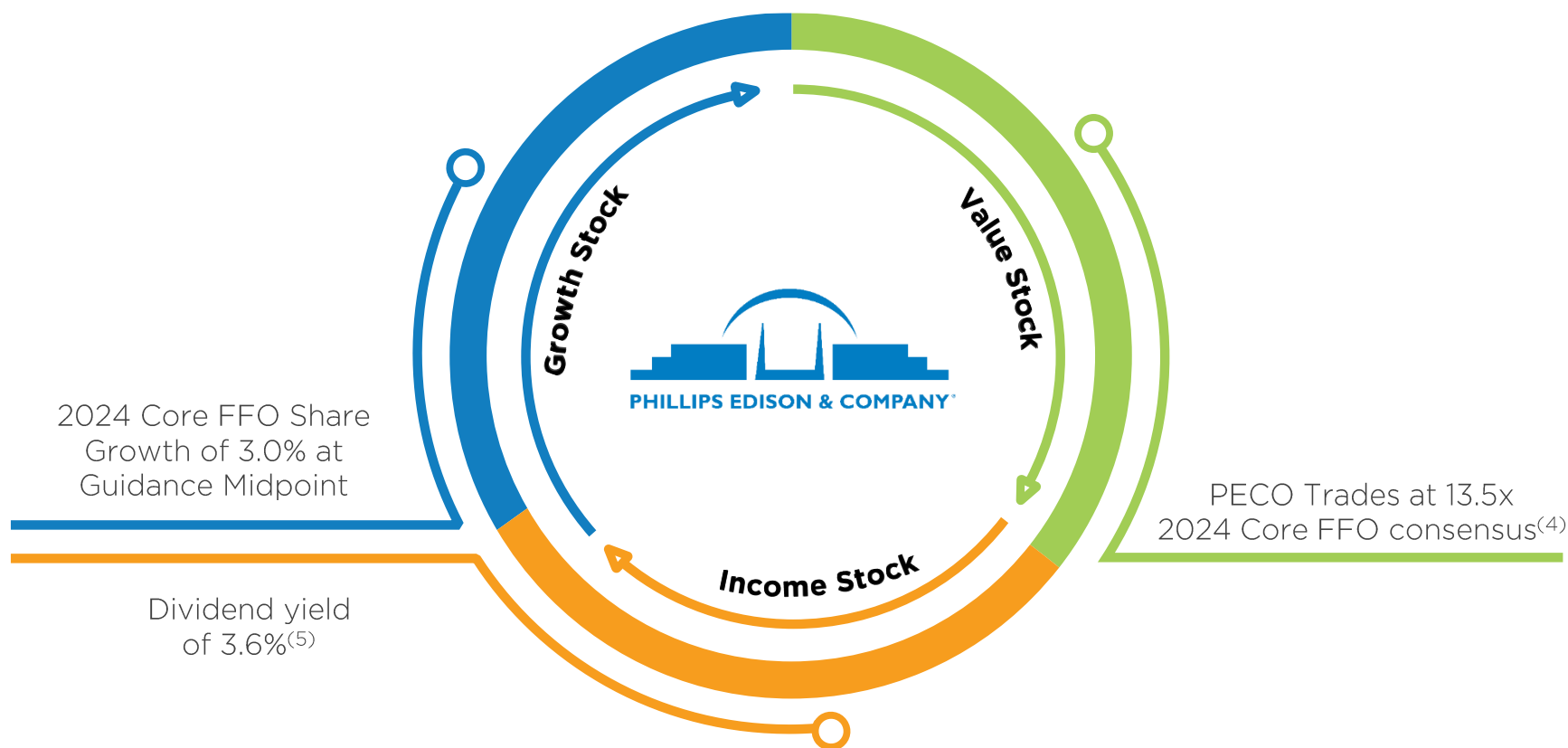
Current Annualized  
Dividend Distribution<sup>(1)</sup>

**3.75%**

2024 Same-Center NOI  
Growth Guidance Midpoint

**14.7%**

Dividend Per Share  
Growth Since IPO<sup>(2)(3)</sup>



Sources:

1. Company filings as of July 2, 2024
2. Calculated using June 2021 dividend
3. Company annual filings
4. Multiple is based on share price at market close on June 28, 2024 and consensus as of July 24, 2024
5. Dividend yield as of June 28, 2024 and is based on an annualized rate of \$1.17 per share



## Grocery-Anchored Portfolio



PHILLIPS EDISON & COMPANY



# Grocery-Anchored Centers Benefit from Macroeconomic Trends that Provide Strong Tailwinds for PECO



## Necessity-Based

- Consumer staple goods and services that are indispensable for day-to-day living
  - 70% of PECO ABR from necessity-based goods and services retailers<sup>(1)</sup>
- Recession-resistant across multiple cycles
- Highly resilient with minimal exposure to distressed retailers
- Only 0.7% of occupancy loss in 2020 and 1.8% of occupancy loss during the Global Financial Crisis

## High Foot Traffic

- U.S. consumers visit grocery stores 1.6 times per week on average<sup>(2)</sup>
- Approximately 33,000 average total trips per week to each PECO center<sup>(3)</sup>
- Approximately 500M total trips were made in the last 12 months to PECO centers<sup>(3)</sup>
- Strong foot traffic benefits inline Neighbor sales and enhances our ability to increase rents

## Omni-Channel

- PECO centers are a critical component of our Neighbors' omni-channel strategies and provide an attractive last-mile solution
  - ~94% of portfolio with **Front Row To Go™** curbside pick-up program<sup>(4)</sup>
  - ~91% of PECO grocers offer BOPIS option (Buy Online, Pick-Up In Store)<sup>(4)</sup>
- Online grocery orders fell 6% year over year in 2023<sup>(5)</sup>
- Grocer pickup sales are expected to grow at a 5-year nominal CAGR of 13.6%<sup>(6)</sup>

### Sources:

1. % of ABR as of June 30, 2024
2. The Food Industry Association U.S. Grocery Shopper Trends 2023
3. According to Placer.ai, twelve months ended June 30, 2024

4. Estimate as of June 30, 2024
5. Brick Meets Click / Mercatus Grocery Survey January 11, 2024
6. Brick Meets Click January 30, 2023: 2023 5-year Forecast

# Strategic Presence in Suburban Markets

PECO is well-positioned for future growth with significant presence in Sun Belt states and growing U.S. cities

- 286 Properties Across 31 States
- 50% of ABR from Sun Belt States<sup>(1)</sup>
- Strong Presence in Growing U.S. Cities
- Migration Trends Favor PECO's Top Markets<sup>(2)</sup>



## TOP 10 MARKETS<sup>(1)</sup>

- |               |                     |
|---------------|---------------------|
| 1. Atlanta    | 6. Minn. / St. Paul |
| 2. Chicago    | 7. Houston          |
| 3. Dallas     | 8. Washington, D.C. |
| 4. Sacramento | 9. Tampa            |
| 5. Denver     | 10. Las Vegas       |

## TOP 10 STATES<sup>(1)</sup>

- |               |                   |
|---------------|-------------------|
| 1. Florida    | 6. Colorado       |
| 2. California | 7. Ohio           |
| 3. Texas      | 8. Virginia       |
| 4. Georgia    | 9. Minnesota      |
| 5. Illinois   | 10. Massachusetts |

**Sources:**

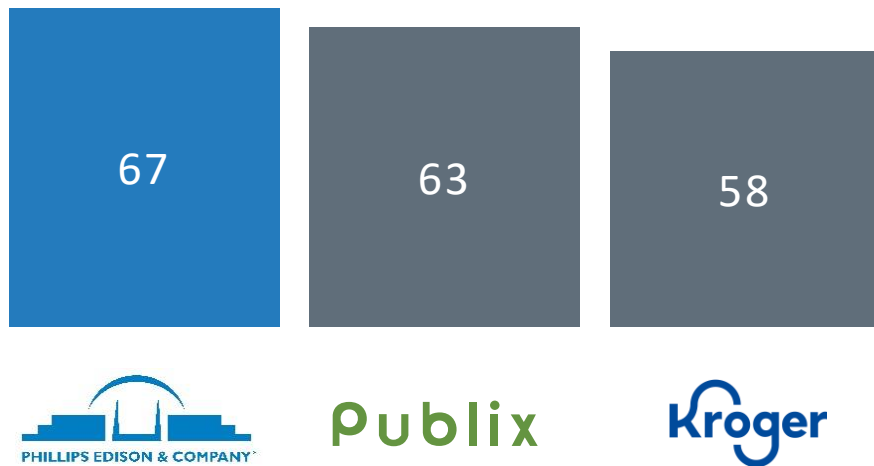
1. Based on total ABR in market for wholly-owned portfolio as of June 30, 2024
2. Placer.ai based on population growth in U.S. cities since 2018



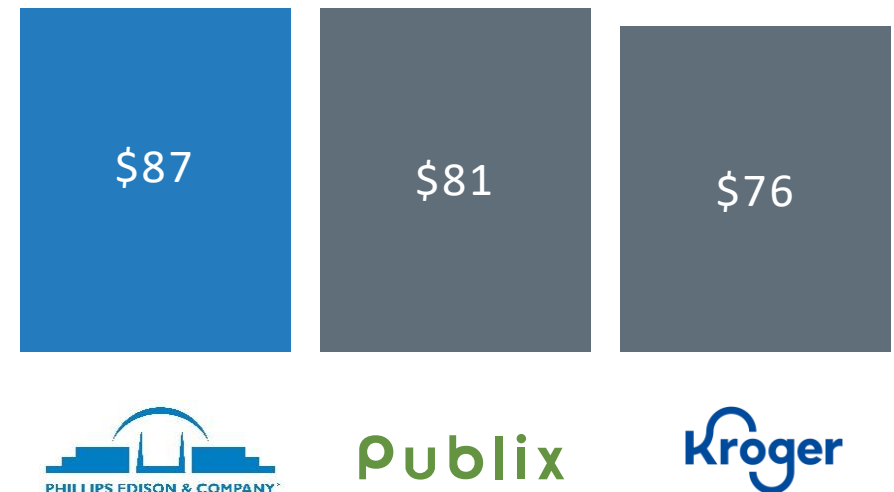
## PECO Aligns with Leading Grocer Demographics

Demand for space reinforces the demographic strength of our trade areas

### AVERAGE 3-MILE POPULATION (thousands)



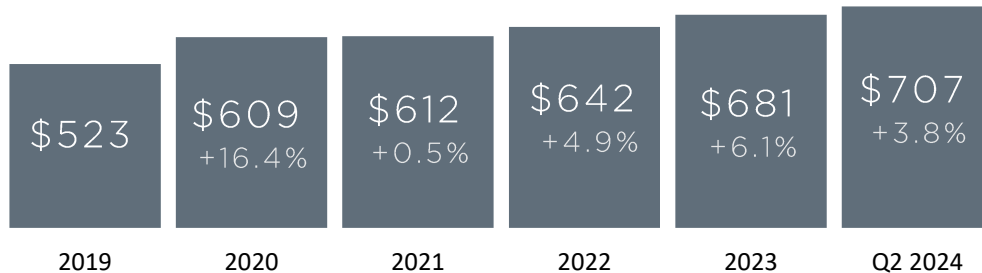
### AVERAGE 3-MILE MEDIAN HOUSEHOLD INCOME (thousands)



# PECO's Grocery- Anchored Advantage

97% of our rents come from  
grocery-anchored centers

## PECO GROCER SALES PSF GROWTH<sup>(4)</sup>



**+35%** Grocer Sales PSF Growth since 2019

**2.4%**

PECO Grocer Health  
Ratio<sup>(1)</sup>

**86%**

PECO ABR from #1  
or #2 Grocery  
Anchor by Sales<sup>(2)</sup>

**\$11B**

Total Volume of  
Grocer Sales<sup>(3)</sup>

**\$707**

PECO Grocer Sales  
PSF<sup>(4)</sup>

**+7.4%**

U.S. Food at Home  
Spending 5-Year CAGR  
Forecast <sup>(5)</sup>

**+3.8%**

PECO Q2 2024 Grocer  
Sales PSF Growth  
Over 2023<sup>(4)</sup>

Sources:

1. Based on the most recently reported sales data available
2. Company data as of June 30, 2024
3. Most recently reported sales data reported by neighbors and 3<sup>rd</sup> party data sources
4. Includes PECO grocers who reported sales PSF in both 2023 through June 30, 2024
5. Brick Meets Click 2023 5-year Forecast

# Local Neighbors

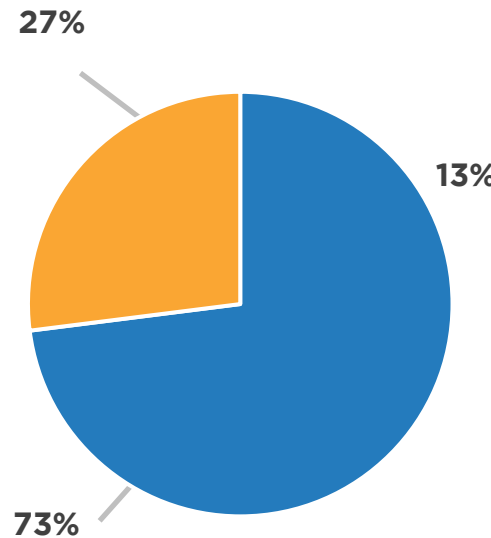
27% of PECO's ABR is derived from Local Neighbors, comprised primarily of:

- Restaurants including quick-service, fast casual and full-service
- Personal services including hair and nail salons
- Medical – or Medtail – including dentists, chiropractors and urgent care
- Soft goods including home, apparel and accessories

~64% of Local ABR is from necessity-based goods and services, with another 18% of Local ABR from full-service restaurants

## TOTAL PORTFOLIO COMPOSITION

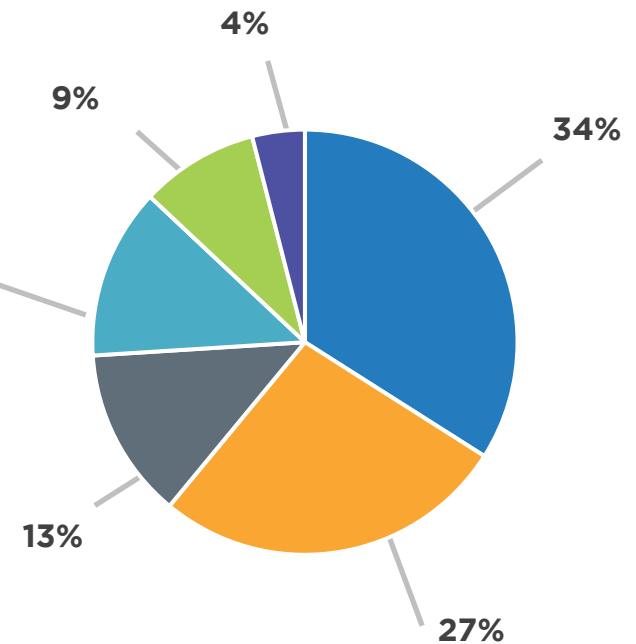
% of ABR as of 06/30/24



- National / Regional Neighbors **73%**
- Local Neighbors **27%**

## LOCAL NEIGHBOR COMPOSITION

% of Local ABR as of 06/30/24



- Restaurants **34%**
- Personal Services **27%**
- Soft Goods **13%**
- Medical **13%**
- Other Essential **9%**
- Other **4%**



## Strong Local Neighbors

FIERCE 45  
**ARAPAHOE MARKETPLACE**  
GREENWOOD VILLAGE, CO



KAPOW  
THAI STREET FOOD  
**LUMINA COMMONS**  
WILMINGTON, NC



HUNTER SALON  
**VINEYARD CENTER**  
TEMPLETON, CA



# Math Behind Local Neighbors

PECO's inline Local Neighbors offer attractive economics, have high retention rates and achieve above average inline renewal spreads

- Inline Local Neighbors are resilient and have been in PECO's centers an average of 9.7 years
- This length of tenancy compares favorably to the capital investment payback period of 10 months for inline Local Neighbors
- During Q2 2024, PECO retained 85.5% of our Local Neighbors that were scheduled to expire
- For inline Local Neighbors, renewal rent spreads were near an all-time high of ~22% in Q2 2024



# Retailers Growing with PECO

Dedicated Team Focused on Building Strong Connections with Leading and Expanding Neighbors

## LOCAL



## RESTAURANTS



## HEALTH AND BEAUTY



SALON LOFTS®



## MEDICAL ("MEDTAIL")





# Suburban Market Advantage

PECO's suburban markets offer retailers several advantages in today's environment

- Comparable, if not superior, visit-per-location trends compared to larger MSAs
- Less competition
- Greater diversification of their customer base
- Easier access to labor as an “employer of choice” within a market
- Less expensive build-out costs

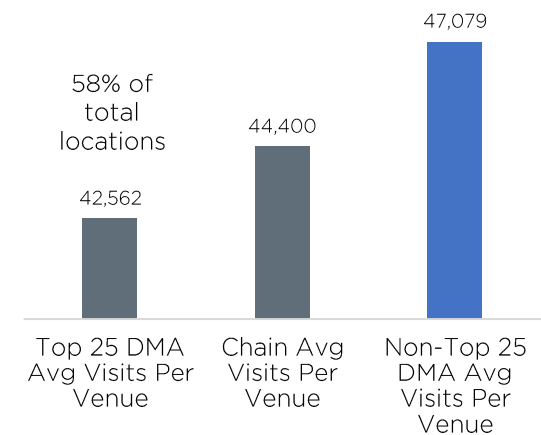
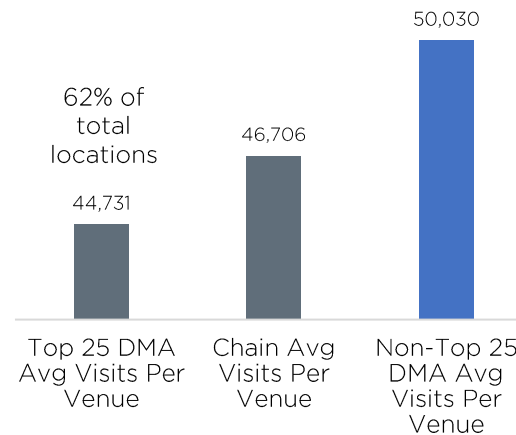
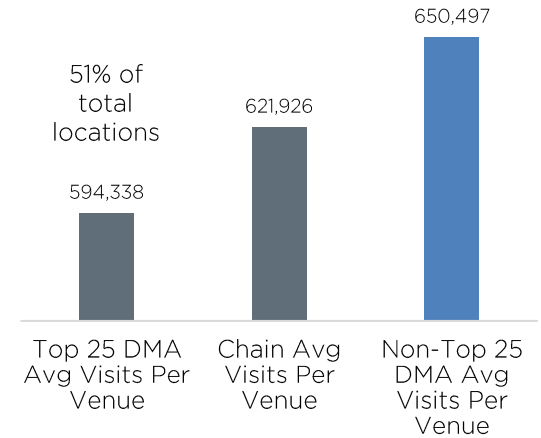
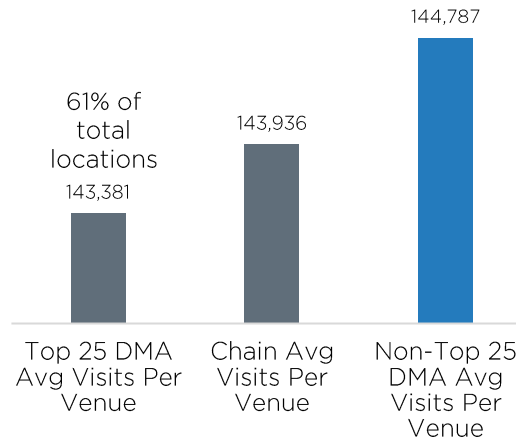
Migration changes have flipped the script and make suburban locations more favorable to retailers





# Suburban Market Advantage

- National retailers are raising long-term store base targets in PECO markets
- Several national retailers are seeing increased average visits per venue in smaller markets, as compared to average visits in Top 25 DMAs
- PECO market locations have proven to deliver the same or better store-level economics as traditional locations



Note:  
Trailing twelve months visits per month by market size (June 2023 – May 2024)

# Highly Diversified Neighbor Mix Led by Top Grocers and Necessity-Based Retailers

| Neighbor                                                                            |                                                                                     |           | Location Count | % ABR <sup>(1)</sup> |
|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------|----------------|----------------------|
|    |    | <b>IG</b> | 64             | 5.9%                 |
|    |    |           | 61             | 5.4%                 |
|    |    |           | 32             | 4.0%                 |
|    |    | <b>IG</b> | 23             | 3.6%                 |
|    |    | <b>IG</b> | 13             | 1.8%                 |
|    |    |           | 10             | 1.5%                 |
|    |    |           | 14             | 1.4%                 |
|   |                                                                                     | <b>IG</b> | 18             | 1.3%                 |
|  |  |           | 5              | 0.9%                 |
|  |                                                                                     | <b>IG</b> | 39             | 0.9%                 |

| Neighbor                                                                              |                                                                                     |           | Location Count | % ABR <sup>(1)</sup> |
|---------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-----------|----------------|----------------------|
|    |  |           | 5              | 0.7%                 |
|    |                                                                                     | <b>IG</b> | 36             | 0.7%                 |
|    |  |           | 9              | 0.5%                 |
|    |                                                                                     |           | 21             | 0.5%                 |
|    |                                                                                     |           | 61             | 0.5%                 |
|    |  |           | 2              | 0.5%                 |
|    |                                                                                     | <b>IG</b> | 4              | 0.5%                 |
|   |                                                                                     | <b>IG</b> | 56             | 0.5%                 |
|  |                                                                                     | <b>IG</b> | 67             | 0.5%                 |
|  |                                                                                     |           | 28             | 0.5%                 |
| <b>Total</b>                                                                          |                                                                                     |           | <b>568</b>     | <b>32.1%</b>         |

- Scale with 5K+ leases with 3K+ Neighbors
- Highly diversified with only 8 Neighbors with ABR exposure greater than 1.0%
- PECO's exposure to distressed retailers is limited and combined represents approximately 1.3% of ABR
- Stability with fixed, contractual rents with bumps
- Security with weighted-average remaining lease term, assuming options, of 31.0 years for grocery anchors and 8.1 years for inline Neighbors

Sources:

1. % of ABR as of June 30, 2024
2. Investment Grade ratings represent the credit rating of our Neighbors, their subsidiaries or affiliated companies. Actual ratings based on S&P or Moody's are used



# Investments



# Strong Acquisition Volume that Drives Growth

## 2024 Acquisition Summary

| 2024 Acquisitions                            | Location             | GLA            | Contract Price <sup>(1)</sup><br>(in thousands) | Grocery Anchor      |
|----------------------------------------------|----------------------|----------------|-------------------------------------------------|---------------------|
| Shoppes at Lake Mary                         | Lake Mary, FL        | 74,234         | \$26,100                                        | Publix              |
| Memorial at Kirkwood                         | Houston, TX          | 104,887        | 27,775                                          | N/A                 |
| Loganville Crossing                          | Loganville, GA       | 149,187        | 32,500                                          | Kroger              |
| Walden Park                                  | Austin, TX           | 91,049         | 26,700                                          | Super Target        |
| Ridgeview Marketplace <sup>(2)</sup>         | Colorado Springs, CO | 22,759         | 10,100                                          | King Soopers        |
| Des Peres Corners <sup>(2)(3)</sup>          | Des Peres, MO        | 120,673        | 7,680                                           | Schnucks Markets    |
| Lemont Plaza <sup>(2)</sup>                  | Lemont, IL           | 119,012        | 16,650                                          | Pete's Fresh Market |
| Rue de France <sup>(2)</sup>                 | Edina, MN            | 63,446         | 26,400                                          | N/A                 |
| Four Development Land Parcels <sup>(2)</sup> | N/A                  | N/A            | 6,677                                           | N/A                 |
| <b>Total</b>                                 |                      | <b>745,247</b> | <b>\$180,582</b>                                |                     |

PECO expects to drive value in these assets through occupancy increases and rent growth, as well as potential future development of ground-up outparcel retail spaces

Source:

Company data as of August 12, 2024

- Inclusive of our prorated portion of shopping centers acquired through our unconsolidated joint ventures
- Ridgeview Marketplace, Des Peres Corners, Lemont Plaza, Rue de France and two development land parcel were acquired subsequent to quarter end
- Acquisition through a joint venture with Cohen and Steers, owned 80% by CNSREIT and 20% by PECO

# Development and Redevelopment Activity Provides Long-Term Growth Opportunities

## Continued Focus on Our Pipeline of Accretive Ground-Up Development and Redevelopment Projects

- **16 projects under active construction** which are being developed on land PECO already owned and **2 projects under active construction** on land that PECO recently acquired<sup>(1)</sup>
- Our total investment in these projects is estimated to be **\$38M** with an **average estimated yield between 9% and 12%**<sup>(1)</sup>
- **5** projects were stabilized in 2024, and **we delivered over 183,000 SF** of space to our Neighbors, with **incremental NOI of approximately \$2.4M annually**



These Projects are Expected to Provide Superior Risk-Adjusted Returns and Have a Meaningful Impact on NOI Growth

Source:

1. As of June 30, 2024



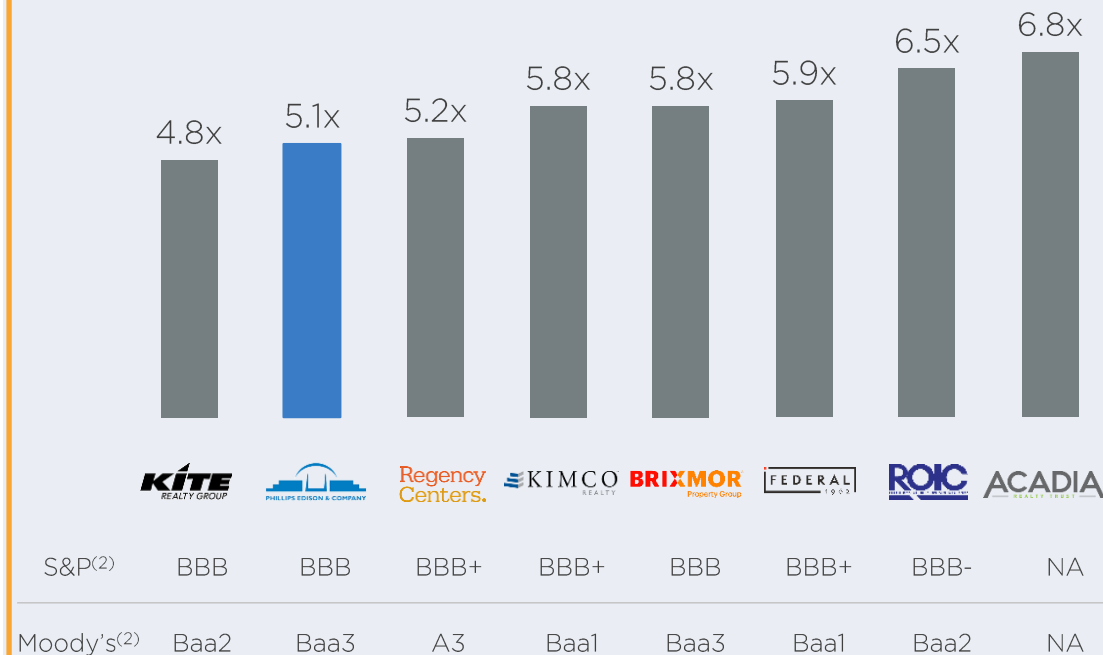
# Balance Sheet



# PECO is Among the Lowest Levered Shopping Center REITs

- PECO has continued to preserve low leverage ratios and holds investment grade ratings from Moody's and S&P
- S&P upgraded their rating for PECO to 'BBB' from 'BBB-'
- Moody's revised their rating outlook for PECO to 'Positive' from 'Stable'
- PECO is committed to a leverage target consistent with a BBB/Baa2 rating, which we believe to be approximately mid-5x

**Net Debt / Adjusted EBITDA<sup>(1)</sup>**  
As of June 30, 2024



Sources:

1. As reported in June 30, 2024 quarterly filings (mix of TTM and LQA leverage); data based on Company filings. Other companies may define/calculate net debt / EBITDA differently than PECO. Accordingly, such data for these companies and PECO may not be comparable. Please see Appendix at the back of this presentation for definitions, explanations and non-GAAP reconciliations

2. Long-term issuer ratings, as of August 8, 2024

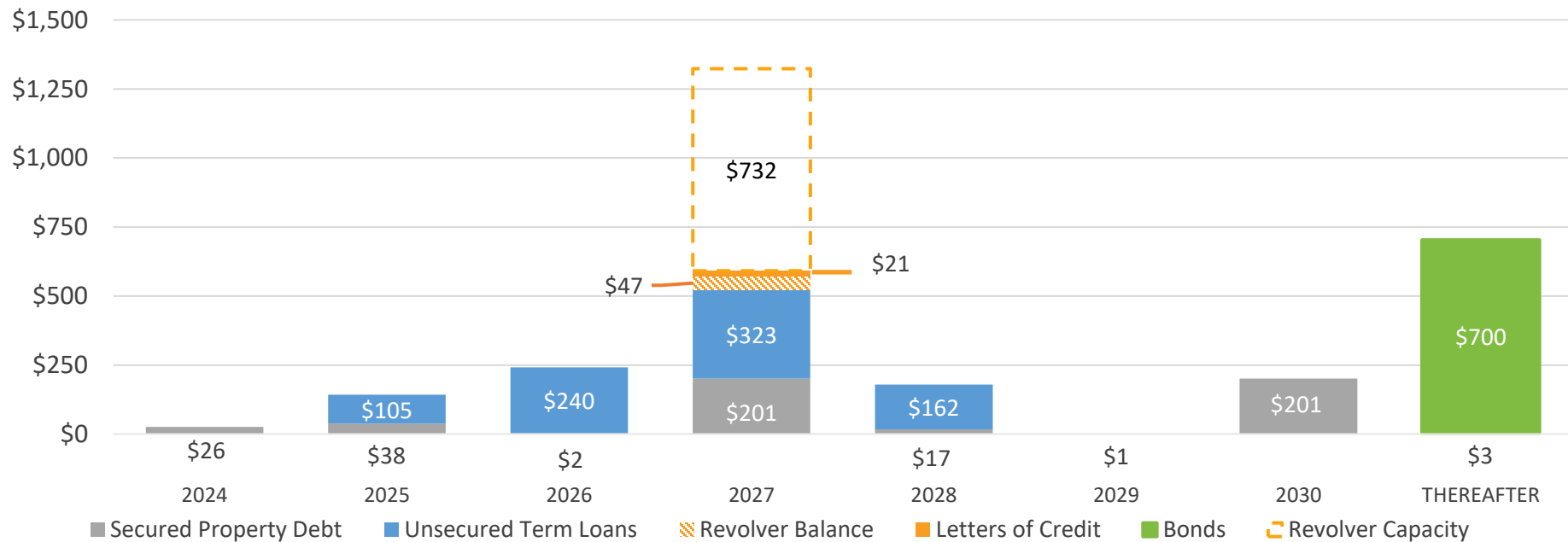


# PECO's Strong and Flexible Balance Sheet Position

## Investment Grade Balance Sheet Highlights<sup>(1)</sup>

- Moody's: Baa3 (positive); S&P: BBB- (positive)
- Significant liquidity position of \$743M
- Net debt / adjusted EBITDA<sup>are</sup> of 5.1x
- Approximately 85% of our assets are unencumbered
- As of June 30, 2024 our outstanding debt had a:
  - Weighted average interest rate of 4.2%
  - Weighted average maturity of 4.9 years
  - 91% of total debt was fixed rate debt
- Closed on \$350M bond offering on May 13, 2024

## PECO has a Well-Laddered Debt Maturity Profile (\$M)<sup>(1)</sup>



Source:

1. As of June 30, 2024 Revolver capacity is net of letters of credit. Includes options to extend revolver and term loans.



# Performance and Long-Term Growth

# PECO's Cycle-Tested Performance

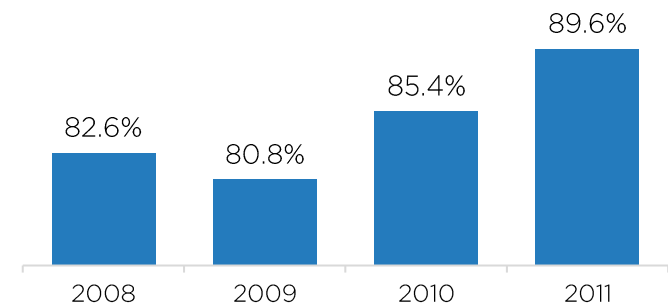
Performance following the 2008 Global Financial Crisis highlights the resiliency of PECO's grocery-anchored portfolio<sup>(1)</sup>

For the 29 centers PECO still owns:

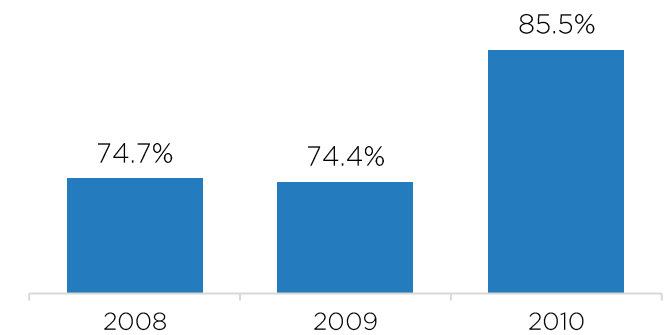
- NOI decreased 270 bps in 2010 and recovered to pre-GFC levels by 2011
- Leased occupancy declined 180 bps in 2009 and fully recovered by 2010
- Retention fully recovered by 2010

## LEADING PERFORMANCE

LEASED PORTFOLIO OCCUPANCY



PORTFOLIO RETENTION



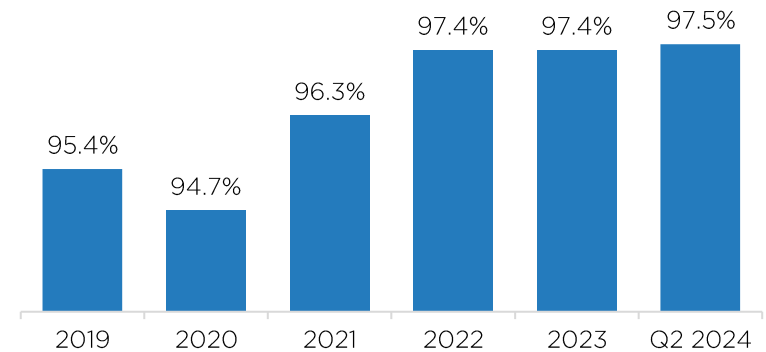
# PECO's Cycle-Tested Performance

PECO's grocery-anchored portfolio demonstrated further resilience during 2020 and the pandemic-induced downturn

- PECO lost 70 basis points of occupancy during the peak of the pandemic
- Leased occupancy fully recovered by mid-year 2021

## LEADING PERFORMANCE

LEASED PORTFOLIO OCCUPANCY



PECO's grocery-anchored neighborhood shopping centers have proven to be resilient in multiple market cycles

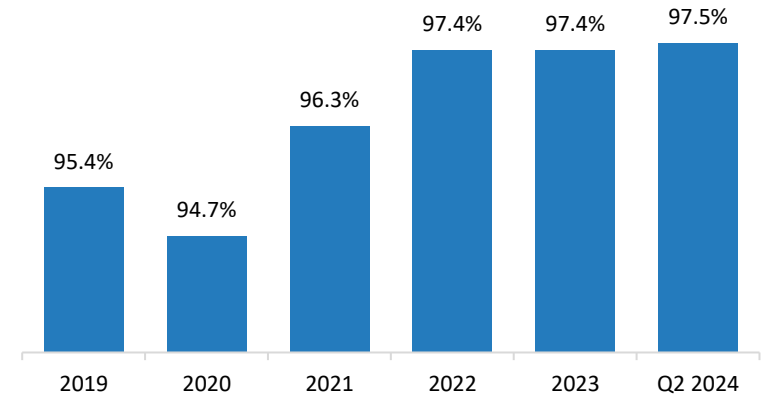


# PECO's Strong Historical Performance

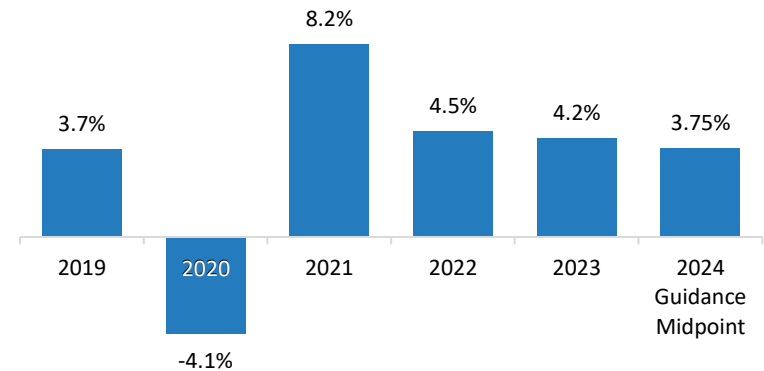
- High occupancy levels are driving immediate, measurable growth in our financial results
- PECO's high retention rates and focus on increasing occupancy, driving leasing spreads, executing (re)development projects and implementing rent bumps in new leases have driven strong NOI growth
- Q2 2024 economic occupancy spread: 50 basis points
- Same-Center leased occupancy of 97.8% as of June 30, 2024

## LEADING PERFORMANCE

### LEASED PORTFOLIO OCCUPANCY



### SAME-CENTER NOI GROWTH<sup>(1)</sup>



# Strong Operating Environment



Leasing spreads demonstrate PECO's pricing power and sustainable organic growth



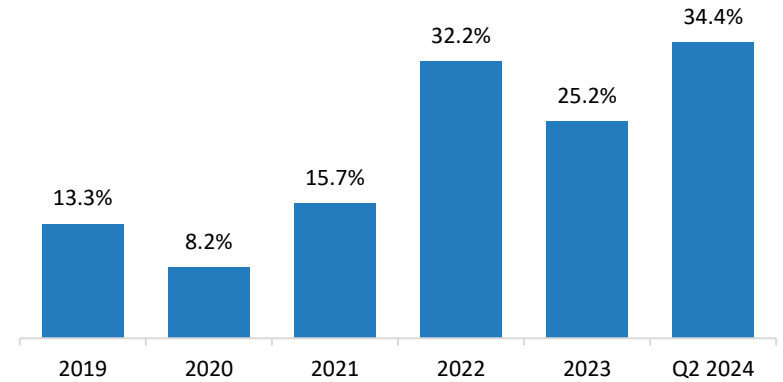
PECO's portfolio occupancy levels remained strong, and the resulting pricing power is driving new leasing and renewal spreads significantly above previous levels



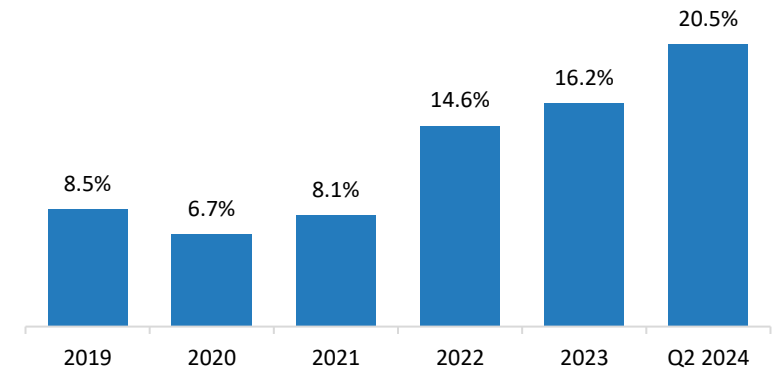
Retention rate remained strong at 89% as of June 30, 2024

## LEADING PERFORMANCE

COMPARABLE NEW LEASE SPREADS

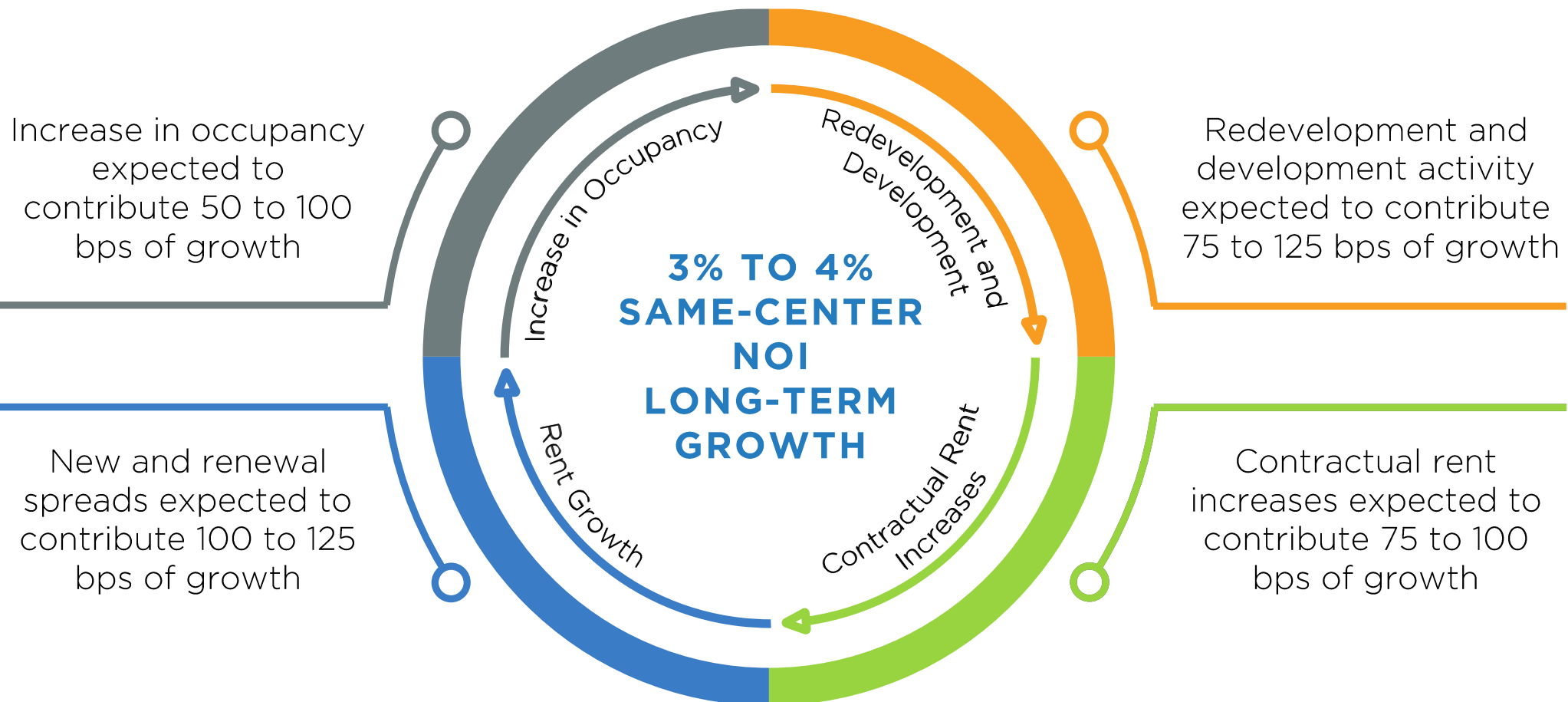


COMPARABLE RENEWAL LEASE SPREADS



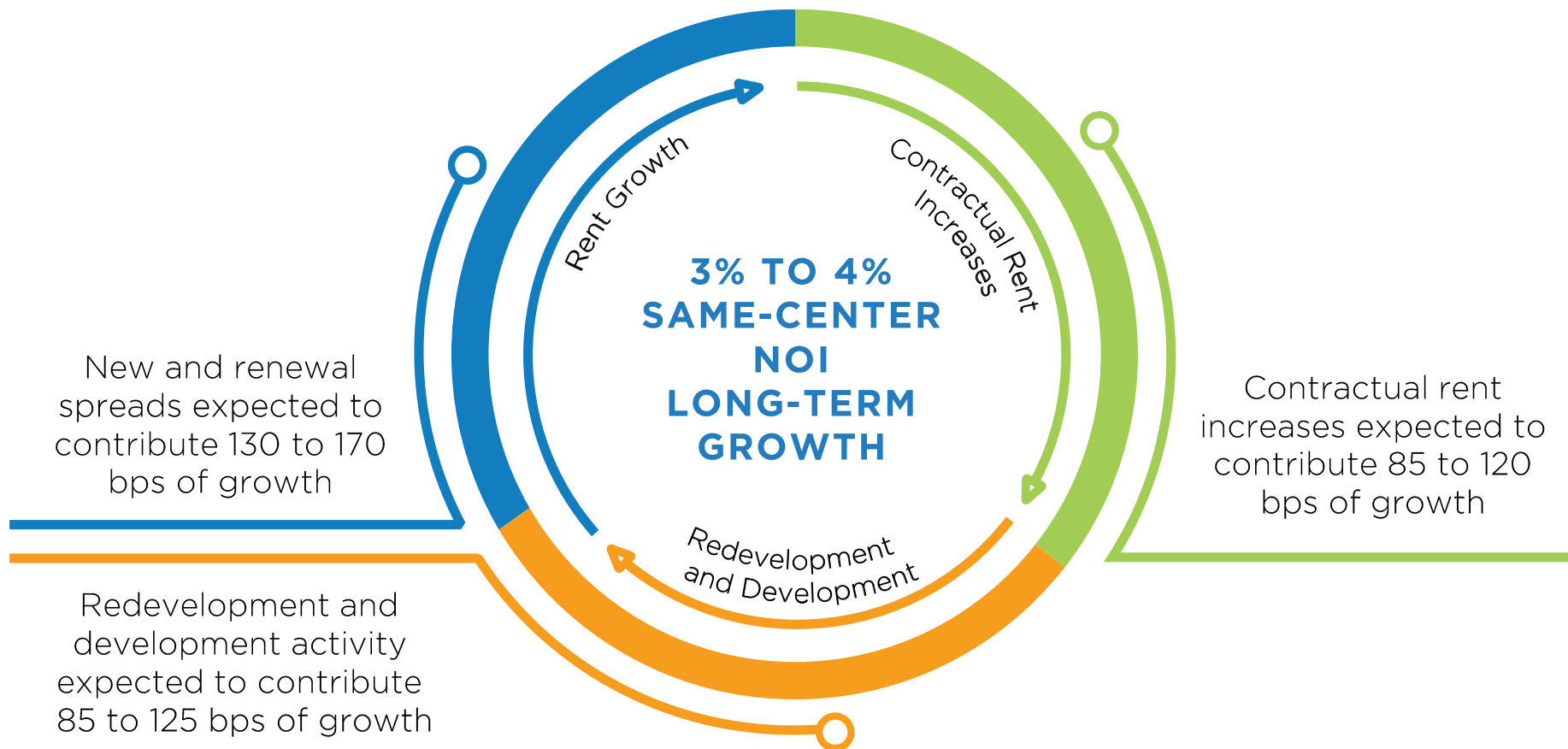
# Roadmap to Our Long-Term Growth

**PECO Remains Committed to Delivering Sustainable Organic Long-Term Growth and Value**



# Growth Beyond Occupancy

**When Occupancy is No Longer a Driver of Growth, We Believe our Portfolio Can Still Deliver 3% to 4% Same-Center NOI Growth Long-Term**





# PECO's Investments Enhance Our Long-Term Value

We Invest in Opportunities that are Accretive to Earnings Per Share and Growth Over the Long Term. We Believe our IRRs are Meaningfully Above our Cost of Capital.

**PECO's investment strategy is supported by:**

Ample Free Cash Flow

Leverage Capacity

Access to Capital

## SOURCES OF CAPITAL

Free Cash Flow

Common Equity

Debt

Dispositions

## USES OF CAPITAL

Acquisitions

Distributions

Development/  
Redevelopment

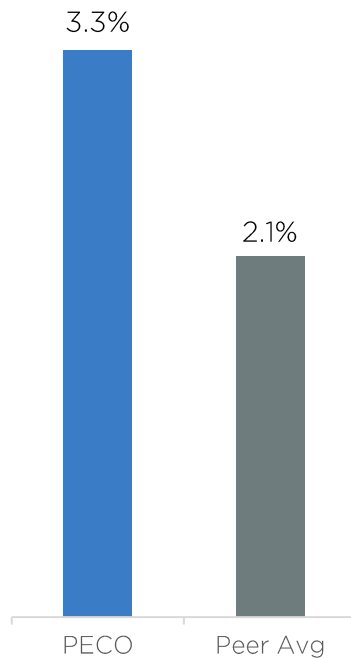
Capital  
Expenditures



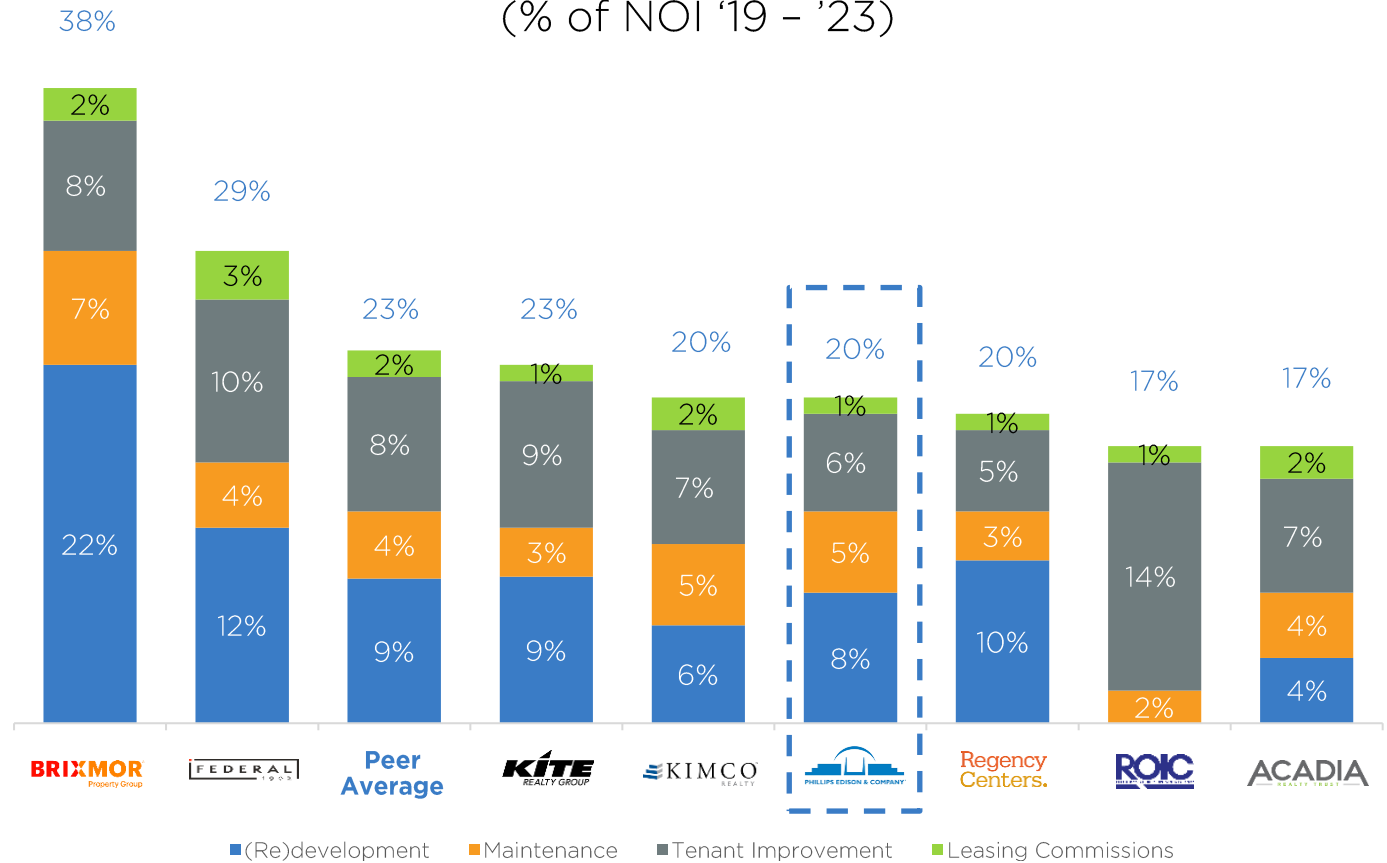
# PECO Delivers Higher Same-Center NOI Growth Over Time with Lower Capex

Over the Last 5 Years, PECO's Capex was Lower than the Peer Average While Outperforming on Same-Center NOI Growth

**SAME-CENTER NOI GROWTH 2019-2023<sup>(1)</sup>**



**CAPITAL EXPENDITURES<sup>(2)</sup>**  
(% of NOI '19 - '23)



Sources:

1. As reported in annual filings

2. Green Street Strip Center Insights - April 2024

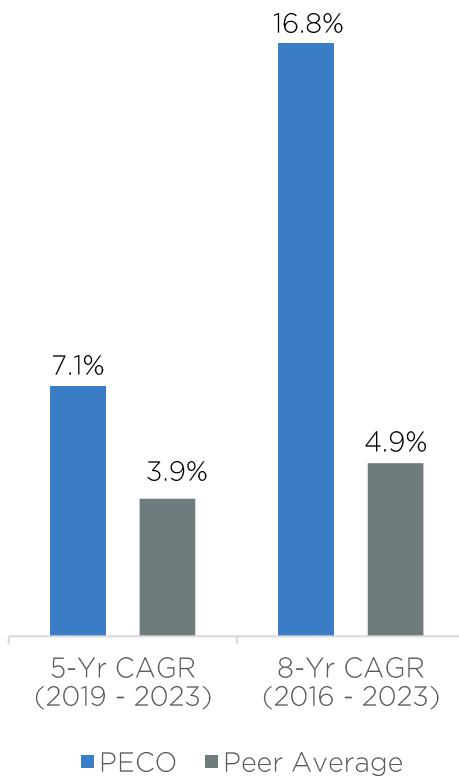
Note:

Unless otherwise noted peers include REG, ROIC, BRX, KIM, KRG, FRT and AKR

# Maximizing AFFO Growth and Free Cash Flow Generation

**We Leverage Our Strong Portfolio to Maximize Rent Growth with Efficient Leasing Capital, Ultimately Driving Sector-Leading AFFO Growth**

## AFFO CAGR



## PECO's Strategic Approach to Leasing Capital Helps to Drive AFFO Growth Outperformance

- PECO has a long-term track record of outperformance in AFFO growth vs. the peers
- We aim to maximize rent growth while intentionally investing leasing capital
- There are ample opportunities in our portfolio to increase rent either through renewals or replacing exiting tenants
- The space in grocery-anchored shopping centers is in high demand
- PECO's total recurring capex remains consistent at approximately 11% of NOI, which is at the lower end compared to peers
- This strategy allows us to drive sector-leading AFFO while maximizing free cash flow
- Lower capital spending relative to Core FFO contributes to faster AFFO growth, especially in inline spaces with lower capital investment costs

## Long Term Targets



**Same-Center NOI  
Growth of 3% - 4%**



**Mid-5x Net-Debt-to-  
Adjusted-EBITDA**



**Mid-to-High-Single-Digit  
Core FFO Growth per  
Share**



**\$200M to \$300M  
Net Acquisitions per  
Year**





# Corporate Responsibility



PHILLIPS EDISON & COMPANY

# Corporate Responsibility and Sustainability

Our Corporate Responsibility and Sustainability Program, which we refer to as the “**PECO-ECO Promise™**”, is based on the four pillars set forth below, and is overseen by our full Board of Directors, reflecting PECO’s comprehensive approach to strong governance



## PEOPLE

- Granted 100% of eligible associates service-based restricted stock units to empower and encourage our associates to “think and operate like owners”
- Created PECO MORE and PECO NOW associate-led business resource groups to advance DEI initiatives
- Achieved a strong 89% engagement rate on our 2023 Associate Survey
- As of December 31, 2023, females represented approximately 51% of our workforce and 39% of manager roles and above

## ENVIRONMENTAL STEWARDSHIP

- Calculated Scope 1 and 2 GHG emissions
- Participated in the GRESB Real Estate Assessment
- Retrofitted 98.8% of our wholly-owned portfolio to LED parking lot lighting
- Conserved over 62M gallons of water generating cost savings of over \$200,000 as of September 30, 2023
- Installed EV chargers at 18.1% of eligible properties to date
- Achieved a waste diversion rate of 26% at properties with a landlord-controlled waste program, exceeding our goal of 25% waste reduction by 2030

## COMMUNITY

- Our Neighbors reported a 96% overall satisfaction rate on our annual Neighbor Questionnaire, with a 97% rate of interest in lease renewal
- The PECO Community Partnership associate-led business resource group contributed 400+ community service hours in 2023
- Implemented DashComm®, our proprietary Neighbor communications portal and resource center
- Launched an Incident Response Team to provide immediate support to Neighbors and communities impacted by disasters

## OVERSIGHT & ETHICS

- Continued commitment to operate with the utmost integrity and the highest ethical standards, recognizing our role as stewards of our investors’ capital
- Operated under the direction of our Board, which oversees our Corporate Responsibility and enterprise risk management programs
- Required all associates to complete regular training on our Code of Business Conduct and Ethics, Insider Trading Policy
- Maintained our 24-hour ethics hotline for associates or stakeholders to report concerns
- Provided extensive associate cybersecurity training initiatives and campaigns





## Appendix

# Glossary of Terms

**Anchor space:** A space greater than or equal to 10,000 square feet of gross leasable area (GLA).

**Annualized base rent (ABR):** Refers to the monthly contractual base rent as of the end of the applicable reporting period multiplied by twelve months.

**ABR per square foot (PSF):** ABR divided by leased GLA. Increases in ABR PSF can be an indication of our ability to create rental rate growth in our centers, as well as an indication of demand for our spaces, which generally provides us with greater leverage during lease negotiations.

**Cap rate:** Estimated in-place NOI for the property divided by the property's contractual purchase or sale price

**Comparable lease:** Refers to a lease with consistent terms that is executed for substantially the same space that has been vacant less than twelve months.

**Comparable rent spread:** Calculated as the percentage increase or decrease in first-year ABR (excluding any free rent or escalations) on new, renewal and option leases where the lease was considered a comparable lease. This metric provides an indication of our ability to generate revenue growth through leasing activity.

**EBITDAre, and Adjusted EBITDAre (collectively, "EBITDAre metrics"):** Nareit defines EBITDAre as net income (loss) computed in accordance with GAAP before: (i) interest expense; (ii) income tax expense; (iii) depreciation and amortization; (iv) gains or losses from disposition of depreciable property; and (v) impairment write-downs of depreciable property. Adjustments for unconsolidated partnerships and joint ventures are calculated to reflect EBITDAre on the same basis. To arrive at Adjusted EBITDAre, we exclude certain recurring and non-recurring items from EBITDAre, including, but not limited to: (i) changes in the fair value of the earn-out liability; (ii) other impairment charges; (iii) amortization of basis differences in our investments in our unconsolidated joint ventures; (iv) transaction and acquisition expenses; and (v) realized performance income. We use EBITDAre and Adjusted EBITDAre as additional measures of operating performance which allow us to compare earnings independent of capital structure and evaluate debt leverage and fixed cost coverage.

**Equity market capitalization:** The total dollar value of all outstanding shares using the closing price for the applicable date.

**Grocer health ratio:** Amount of annual rent and expense recoveries paid by the Neighbor as a percentage of gross sales. Low grocer health ratios provide us with the knowledge to manage our rents effectively while seeking to ensure the financial stability of our grocery anchors

**Gross leasable area (GLA):** The total occupied and unoccupied square footage of a building that is available for Neighbors or other retailers to lease.

**Inline space:** A space containing less than 10,000 square feet of GLA.

**Leased occupancy:** Calculated as the percentage of total GLA for which a lease has been signed regardless of whether the lease has commenced or the Neighbor has taken possession. High occupancy is an indicator of demand for our spaces, which generally provides us with greater leverage during lease negotiations.

**Net debt:** Total debt, excluding discounts, market adjustments and deferred financing expenses, less cash and cash equivalents.

**Net debt to Adjusted EBITDAre:** Calculated by dividing net debt by Adjusted EBITDAre (included on an annualized basis within the calculation). It provides insight into our leverage rate based on earnings and is not impacted by fluctuations in our equity price.

**Net debt to total enterprise value:** Ratio is calculated by dividing net debt by total enterprise value. It provides insight into our capital structure and usage of debt.

**Net Operating Income (NOI):** Calculated as total operating revenues, adjusted to exclude non-cash revenue items, less property operating expenses and real estate taxes. NOI provides insight about our financial and operating performance because it provides a performance measure of the revenues and expenses directly involved in owning and operating real estate assets and provides a perspective not immediately apparent from net income (loss).

**Portfolio retention rate:** Calculated by dividing (i) the total square feet of retained Neighbors with current period lease expirations by (ii) the total square feet of leases expiring during the period. The portfolio retention rate provides insight into our ability to retain Neighbors at our shopping centers as their leases approach expiration. Generally, the costs to retain an existing Neighbor are lower than costs to replace with a new Neighbor.

**(Re)development:** Larger scale projects that typically involve substantial demolition of a portion of the shopping center to accommodate new retailers. These projects typically are accompanied with new construction and site infrastructure costs.

**Same-Center:** Refers to a property, or portfolio of properties, that has been owned and operational for the entirety of each reporting period (i.e., since January 1, 2023).

**Sun Belt states:** Consists of 15 states: Alabama, Arizona, Arkansas, California, Florida, Georgia, Louisiana, Mississippi, Nevada, New Mexico, North Carolina, Oklahoma, South Carolina, Tennessee and Texas.

**Total enterprise value:** Net debt plus equity market capitalization on a fully diluted basis.





# Appendix

## Non-GAAP Reconciliations

# Non-GAAP Measures

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Three Months Ended June 30, |  |                   | Six Months Ended June 30, |  |                   |
|-------------------------------------------------------------------|-----------------------------|--|-------------------|---------------------------|--|-------------------|
|                                                                   | 2024                        |  | 2023              | 2024                      |  | 2023              |
| Net income                                                        | \$ 16,986                   |  | \$ 16,209         | \$ 36,612                 |  | \$ 34,845         |
| Adjusted to exclude:                                              |                             |  |                   |                           |  |                   |
| Fees and management income                                        | (2,522)                     |  | (2,546)           | (5,087)                   |  | (5,024)           |
| Straight-line rental income <sup>(1)</sup>                        | (2,072)                     |  | (3,284)           | (4,437)                   |  | (5,864)           |
| Net amortization of above- and below-market leases                | (1,570)                     |  | (1,262)           | (2,989)                   |  | (2,490)           |
| Lease buyout income                                               | (205)                       |  | (74)              | (451)                     |  | (429)             |
| General and administrative expenses                               | 11,133                      |  | 11,686            | 22,946                    |  | 23,219            |
| Depreciation and amortization                                     | 61,172                      |  | 59,667            | 121,378                   |  | 118,165           |
| Interest expense, net                                             | 23,621                      |  | 20,675            | 46,956                    |  | 40,141            |
| Loss (gain) on disposal of property, net                          | 10                          |  | (75)              | 15                        |  | (1,017)           |
| Other expense, net                                                | 1,720                       |  | 904               | 2,649                     |  | 1,659             |
| Property operating expenses related to fees and management income | 319                         |  | 711               | 1,345                     |  | 1,026             |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 108,592</b>           |  | <b>\$ 102,611</b> | <b>\$ 218,937</b>         |  | <b>\$ 204,231</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (3,027)                     |  | 1,027             | (6,630)                   |  | 2,297             |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 105,565</b>           |  | <b>\$ 103,638</b> | <b>\$ 212,307</b>         |  | <b>\$ 206,528</b> |

**Notes:**

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.

# Non-GAAP Measures

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Three Months Ended March 31, |  |                   |
|-------------------------------------------------------------------|------------------------------|--|-------------------|
|                                                                   | 2024                         |  | 2023              |
| Net income                                                        | \$ 19,626                    |  | \$ 18,636         |
| Adjusted to exclude:                                              |                              |  |                   |
| Fees and management income                                        | (2,565)                      |  | (2,478)           |
| Straight-line rental income <sup>(1)</sup>                        | (2,365)                      |  | (2,580)           |
| Net amortization of above- and below-market leases                | (1,419)                      |  | (1,228)           |
| Lease buyout income                                               | (246)                        |  | (355)             |
| General and administrative expenses                               | 11,813                       |  | 11,533            |
| Depreciation and amortization                                     | 60,206                       |  | 58,498            |
| Interest expense, net                                             | 23,335                       |  | 19,466            |
| Loss (gain) on disposal of property, net                          | 5                            |  | (942)             |
| Other expense, net                                                | 929                          |  | 755               |
| Property operating expenses related to fees and management income | 1,026                        |  | 315               |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 110,345</b>            |  | <b>\$ 101,620</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (3,602)                      |  | 1,268             |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 106,743</b>            |  | <b>\$ 102,888</b> |

**Notes:**

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.

# Non-GAAP Measures

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Year Ended December 31, |  |                   |
|-------------------------------------------------------------------|-------------------------|--|-------------------|
|                                                                   | 2023                    |  | 2022              |
| Net income                                                        | \$ 63,762               |  | \$ 54,529         |
| Adjusted to exclude:                                              |                         |  |                   |
| Fees and management income                                        | (9,646)                 |  | (11,541)          |
| Straight-line rental income <sup>(1)</sup>                        | (10,185)                |  | (12,265)          |
| Net amortization of above- and below-market leases                | (5,178)                 |  | (4,324)           |
| Lease buyout income                                               | (1,222)                 |  | (2,414)           |
| General and administrative expenses                               | 44,366                  |  | 45,235            |
| Depreciation and amortization                                     | 236,443                 |  | 236,224           |
| Impairment of real estate assets                                  | -                       |  | 322               |
| Interest expense, net                                             | 84,232                  |  | 71,196            |
| Gain on disposal of property, net                                 | (1,110)                 |  | (7,517)           |
| Other expense, net                                                | 7,312                   |  | 12,160            |
| Property operating expenses related to fees and management income | 2,059                   |  | 3,046             |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 410,833</b>       |  | <b>\$ 384,651</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (14,217)                |  | (4,186)           |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 396,616</b>       |  | <b>\$ 380,465</b> |

## Notes:

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.



# Non-GAAP Measures (Cont'd)

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Year End December 31, |  |                   |
|-------------------------------------------------------------------|-----------------------|--|-------------------|
|                                                                   | 2022                  |  | 2021              |
| Net income                                                        | \$ 54,529             |  | \$ 17,233         |
| Adjusted to exclude:                                              |                       |  |                   |
| Fees and management income                                        | (11,541)              |  | (10,335)          |
| Straight-line rental income <sup>(1)</sup>                        | (12,265)              |  | (9,404)           |
| Net amortization of above- and below-market leases                | (4,324)               |  | (3,581)           |
| Lease buyout income                                               | (2,414)               |  | (3,485)           |
| General and administrative expenses                               | 45,235                |  | 48,820            |
| Depreciation and amortization                                     | 236,224               |  | 221,433           |
| Impairment of real estate assets                                  | 322                   |  | 6,754             |
| Interest expense, net                                             | 71,196                |  | 76,371            |
| Gain on disposal of property, net                                 | (7,517)               |  | (30,421)          |
| Other expense, net                                                | 12,160                |  | 34,361            |
| Property operating expenses related to fees and management income | 3,046                 |  | 4,855             |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 384,651</b>     |  | <b>\$ 352,601</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (23,408)              |  | (6,917)           |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 361,243</b>     |  | <b>\$ 345,684</b> |

**Notes:**

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.

# Non-GAAP Measures (Cont'd)

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Year End December 31, |  |                   |
|-------------------------------------------------------------------|-----------------------|--|-------------------|
|                                                                   | 2021                  |  | 2020              |
| Net income                                                        | \$ 17,233             |  | \$ 5,462          |
| Adjusted to exclude:                                              |                       |  |                   |
| Fees and management income                                        | (10,335)              |  | (9,820)           |
| Straight-line rental income <sup>(1)</sup>                        | (9,404)               |  | (3,356)           |
| Net amortization of above- and below-market leases                | (3,581)               |  | (3,173)           |
| Lease buyout income                                               | (3,485)               |  | (1,237)           |
| General and administrative expenses                               | 48,820                |  | 41,383            |
| Depreciation and amortization                                     | 221,433               |  | 224,679           |
| Impairment of real estate assets                                  | 6,754                 |  | 2,423             |
| Interest expense, net                                             | 76,371                |  | 85,303            |
| Gain on disposal of property, net                                 | (30,421)              |  | (6,494)           |
| Other expense (income), net                                       | 34,361                |  | (9,245)           |
| Property operating expenses related to fees and management income | 4,855                 |  | 6,098             |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 352,601</b>     |  | <b>\$ 332,023</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (5,833)               |  | (11,646)          |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 346,768</b>     |  | <b>\$ 320,377</b> |

**Notes:**

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.

# Non-GAAP Measures (Cont'd)

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                   | Year End December 31, |  |                   |
|-------------------------------------------------------------------|-----------------------|--|-------------------|
|                                                                   | 2020                  |  | 2019              |
| Net income (loss)                                                 | \$ 5,462              |  | \$ (72,826)       |
| Adjusted to exclude:                                              |                       |  |                   |
| Fees and management income                                        | (9,820)               |  | (11,680)          |
| Straight-line rental income <sup>(1)</sup>                        | (3,356)               |  | (9,079)           |
| Net amortization of above- and below-market leases                | (3,173)               |  | (4,185)           |
| Lease buyout income                                               | (1,237)               |  | (1,166)           |
| General and administrative expenses                               | 41,383                |  | 48,525            |
| Depreciation and amortization                                     | 224,679               |  | 236,870           |
| Impairment of real estate assets                                  | 2,423                 |  | 87,393            |
| Interest expense, net                                             | 85,303                |  | 103,174           |
| Gain on disposal of property, net                                 | (6,494)               |  | (28,170)          |
| Other (income) expense, net                                       | (9,245)               |  | 676               |
| Property operating expenses related to fees and management income | 6,098                 |  | 6,264             |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                            | <b>\$ 332,023</b>     |  | <b>\$ 355,796</b> |
| Less: Non-same-center NOI <sup>(2)</sup>                          | (4,036)               |  | (13,674)          |
| <b>TOTAL SAME-CENTER NOI</b>                                      | <b>\$ 327,987</b>     |  | <b>\$ 342,122</b> |

**Notes:**

1. Includes straight-line rent adjustments for Neighbors for whom revenue is being recorded on a cash basis.
2. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.

# Non-GAAP Measures (Cont'd)

Reconciliation of Net Income to NOI for real estate investments and Same-Center NOI (in thousands):

|                                                                              | Year End December 31, |  |                   |
|------------------------------------------------------------------------------|-----------------------|--|-------------------|
|                                                                              | 2019                  |  | 2018              |
| Net (loss) income                                                            | \$ (72,826)           |  | \$ 46,975         |
| Adjusted to exclude:                                                         |                       |  |                   |
| Fees and management income                                                   | (11,680)              |  | (32,926)          |
| Straight-line rental income                                                  | (9,079)               |  | (5,173)           |
| Net amortization of above- and below-market leases                           | (4,185)               |  | (3,949)           |
| Lease buyout income                                                          | (1,166)               |  | (519)             |
| General and administrative expenses                                          | 48,525                |  | 50,412            |
| Depreciation and amortization                                                | 236,870               |  | 191,283           |
| Impairment of real estate assets                                             | 87,393                |  | 40,782            |
| Interest expense, net                                                        | 103,174               |  | 72,642            |
| Gain on sale or contribution of property, net                                | (28,170)              |  | (109,300)         |
| Other expense, net                                                           | 676                   |  | 4,720             |
| Property operating expenses related to fees and management income            | 6,264                 |  | 17,503            |
| <b>NOI FOR REAL ESTATE INVESTMENTS</b>                                       | <b>\$ 355,796</b>     |  | <b>\$ 272,450</b> |
| Less: Non-same-center NOI <sup>(1)</sup>                                     | (16,175)              |  | (44,194)          |
| NOI from same-center properties acquired in the Merger, prior to acquisition | -                     |  | 99,387            |
| <b>TOTAL SAME-CENTER NOI (ADJUSTED FOR TRANSACTIONS)</b>                     | <b>\$ 339,621</b>     |  | <b>\$ 327,643</b> |

Notes:

1. Includes operating revenues and expenses from non-same-center properties which includes properties acquired or sold and corporate activities.



# Non-GAAP Measures (Cont'd)

Reconciliation of Nareit FFO and Core FFO Attributable to stockholders and OP Unit Holders (in thousands):

|                                                                                   | Three Months Ended June 30, |                  | Six Months Ended June 30, |                   |
|-----------------------------------------------------------------------------------|-----------------------------|------------------|---------------------------|-------------------|
|                                                                                   | 2024                        | 2023             | 2024                      | 2023              |
| <b>Calculation of Nareit FFO Attributable to Stockholders and OP Unit Holders</b> |                             |                  |                           |                   |
| Net income                                                                        | \$ 16,986                   | \$ 16,209        | \$ 36,612                 | \$ 34,845         |
| Adjustments:                                                                      |                             |                  |                           |                   |
| Depreciation and amortization of real estate assets                               | 60,711                      | 59,115           | 120,487                   | 117,068           |
| Loss (gain) on disposal of property, net                                          | 10                          | (75)             | 15                        | (1,017)           |
| Adjustments related to unconsolidated joint ventures                              | 661                         | 645              | 1,310                     | 1,343             |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 78,368</b>            | <b>\$ 75,894</b> | <b>\$ 158,424</b>         | <b>\$ 152,239</b> |
| <b>Calculation of Core FFO Attributable to Stockholders and OP Unit Holders</b>   |                             |                  |                           |                   |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 78,368</b>            | <b>\$ 75,894</b> | <b>\$ 158,424</b>         | <b>\$ 152,239</b> |
| Adjustments:                                                                      |                             |                  |                           |                   |
| Depreciation and amortization of corporate assets                                 | 461                         | 552              | 891                       | 1,097             |
| Transaction and acquisition expenses                                              | 1,146                       | 1,261            | 2,320                     | 2,599             |
| Gain on extinguishment or modification of debt and other, net                     | (1)                         | (9)              | (1)                       | (9)               |
| Amortization of unconsolidated joint venture basis differences                    | 2                           | 7                | 5                         | 8                 |
| Realized performance income <sup>(1)</sup>                                        | -                           | -                | -                         | (75)              |
| <b>Core FFO attributable to stockholders and OP unit holders</b>                  | <b>\$ 79,976</b>            | <b>\$ 77,705</b> | <b>\$ 161,639</b>         | <b>\$ 155,859</b> |

Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

Reconciliation of Nareit FFO and Core FFO Attributable to stockholders and OP Unit Holders (in thousands):

|                                                                                   | Three Months Ended March 31, |                  |
|-----------------------------------------------------------------------------------|------------------------------|------------------|
|                                                                                   | 2024                         | 2023             |
| <b>Calculation of Nareit FFO Attributable to Stockholders and OP Unit Holders</b> |                              |                  |
| Net income                                                                        | \$ 19,626                    | \$ 18,636        |
| Adjustments:                                                                      |                              |                  |
| Depreciation and amortization of real estate assets                               | 59,776                       | 57,953           |
| Loss (gain) on disposal of property, net                                          | 5                            | (942)            |
| Adjustments related to unconsolidated joint ventures                              | 649                          | 698              |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 80,056</b>             | <b>\$ 76,345</b> |
| <b>Calculation of Core FFO Attributable to Stockholders and OP Unit Holders</b>   |                              |                  |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 80,056</b>             | <b>\$ 76,345</b> |
| Adjustments:                                                                      |                              |                  |
| Depreciation and amortization of corporate assets                                 | 430                          | 545              |
| Transaction and acquisition expenses                                              | 1,174                        | 1,338            |
| Amortization of unconsolidated joint venture basis differences                    | 3                            | 1                |
| Realized performance income <sup>(1)</sup>                                        | -                            | (75)             |
| <b>Core FFO attributable to stockholders and OP unit holders</b>                  | <b>\$ 81,663</b>             | <b>\$ 78,154</b> |

Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

Reconciliation of Nareit FFO and Core FFO Attributable to stockholders and OP Unit Holders (in thousands):

|                                                                                   | Year End December 31, |                   |
|-----------------------------------------------------------------------------------|-----------------------|-------------------|
|                                                                                   | 2023                  | 2022              |
| <b>Calculation of Nareit FFO Attributable to Stockholders and OP Unit Holders</b> |                       |                   |
| Net income                                                                        | \$ 63,762             | \$ 54,529         |
| Adjustments:                                                                      |                       |                   |
| Depreciation and amortization of real estate assets                               | 234,260               | 232,571           |
| Impairment of real estate assets                                                  | -                     | 322               |
| Gain on disposal of property, net                                                 | (1,110)               | (7,517)           |
| Adjustments related to unconsolidated joint ventures                              | 2,636                 | 842               |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 299,548</b>     | <b>\$ 280,747</b> |
| <b>Calculation of Core FFO Attributable to Stockholders and OP Unit Holders</b>   |                       |                   |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 299,548</b>     | <b>\$ 280,747</b> |
| Adjustments:                                                                      |                       |                   |
| Depreciation and amortization of corporate assets                                 | 2,183                 | 3,653             |
| Change in fair value of earn-out liability                                        | -                     | 1,809             |
| Impairment of investment in third parties                                         | 3,000                 | -                 |
| Transaction and acquisition expenses                                              | 5,675                 | 10,551            |
| Loss on extinguishment or modification of debt and other, net                     | 368                   | 1,025             |
| Amortization of unconsolidated joint venture basis differences                    | 17                    | 220               |
| Realized performance income <sup>(1)</sup>                                        | (75)                  | (2,742)           |
| <b>Core FFO attributable to stockholders and OP unit holders</b>                  | <b>\$ 310,716</b>     | <b>\$ 295,263</b> |

Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

Reconciliation of Nareit FFO and Core FFO Attributable to stockholders and OP Unit Holders (in thousands):

|                                                                                   | Year End December 31, |                   |
|-----------------------------------------------------------------------------------|-----------------------|-------------------|
|                                                                                   | 2022                  | 2021              |
| <b>Calculation of Nareit FFO Attributable to Stockholders and OP Unit Holders</b> |                       |                   |
| Net income                                                                        | \$ 54,529             | \$ 17,233         |
| Adjustments:                                                                      |                       |                   |
| Depreciation and amortization of real estate assets                               | 232,571               | 217,564           |
| Impairment of real estate assets                                                  | 322                   | 6,754             |
| Gain on disposal of property, net                                                 | (7,517)               | (30,421)          |
| Adjustments related to unconsolidated joint ventures                              | 842                   | 72                |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 280,747</b>     | <b>\$ 211,202</b> |
| <b>Core FFO attributable to stockholders and OP unit holders</b>                  |                       |                   |
| <b>Nareit FFO attributable to stockholders and OP unit holders</b>                | <b>\$ 280,747</b>     | <b>\$ 211,202</b> |
| Adjustments:                                                                      |                       |                   |
| Depreciation and amortization of corporate assets                                 | 3,653                 | 3,869             |
| Change in fair value of earn-out liability                                        | 1,809                 | 30,436            |
| Transaction and acquisition expenses                                              | 10,551                | 5,363             |
| Loss on extinguishment or modification of debt and other, net                     | 1,025                 | 3,592             |
| Amortization of unconsolidated joint venture basis differences                    | 220                   | 1,167             |
| Realized performance income <sup>(1)</sup>                                        | (2,742)               | (675)             |
| <b>Core FFO attributable to stockholders and OP unit holders</b>                  | <b>\$ 295,263</b>     | <b>\$ 254,954</b> |

Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.



# Non-GAAP Measures (Cont'd)

The following table presents the Company's calculation of EBITDAre and Adjusted EBITDAre and provides additional information related to its operations (in thousands):

|                                                                | Three Months Ended June 30, |  |                  | Six Months Ended June 30, |  |                   |
|----------------------------------------------------------------|-----------------------------|--|------------------|---------------------------|--|-------------------|
|                                                                | 2024                        |  | 2023             | 2024                      |  | 2023              |
| Calculation of EBITDAre                                        |                             |  |                  |                           |  |                   |
| Net income                                                     | \$ 16,986                   |  | \$ 16,209        | \$ 36,612                 |  | \$ 34,845         |
| Adjustments:                                                   |                             |  |                  |                           |  |                   |
| Depreciation and amortization                                  | 61,172                      |  | 59,667           | 121,378                   |  | 118,165           |
| Interest expense, net                                          | 23,621                      |  | 20,675           | 46,956                    |  | 40,141            |
| Loss (gain) on disposal of property, net                       | 10                          |  | (75)             | 15                        |  | (1,017)           |
| Federal, state, and local tax expense                          | 464                         |  | 119              | 601                       |  | 237               |
| Adjustments related to unconsolidated joint ventures           | 934                         |  | 918              | 1,862                     |  | 1,884             |
| <b>EBITDAre</b>                                                | <b>\$ 103,187</b>           |  | <b>\$ 97,513</b> | <b>\$ 207,424</b>         |  | <b>\$ 194,255</b> |
| Calculation of Adjusted EBITDAre                               |                             |  |                  |                           |  |                   |
| EBITDAre                                                       | \$ 103,187                  |  | \$ 97,513        | \$ 207,424                |  | \$ 194,255        |
| Adjustments:                                                   |                             |  |                  |                           |  |                   |
| Transaction and acquisition expenses                           | 1,146                       |  | 1,261            | 2,320                     |  | 2,599             |
| Amortization of unconsolidated joint venture basis differences | 2                           |  | 7                | 5                         |  | 8                 |
| Realized performance income <sup>(1)</sup>                     | —                           |  | —                | —                         |  | (75)              |
| <b>ADJUSTED EBITDAre</b>                                       | <b>\$ 104,335</b>           |  | <b>\$ 98,781</b> | <b>\$ 209,749</b>         |  | <b>\$ 196,787</b> |

## Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

This table presents the Company's calculation of EBITDAre and Adjusted EBITDAre and provides additional information related to its operations (in thousands):

|                                                                | Three Months Ended March 31, |  |                  |
|----------------------------------------------------------------|------------------------------|--|------------------|
|                                                                | 2024                         |  | 2023             |
| Calculation of EBITDAre                                        |                              |  |                  |
| Net income                                                     | \$ 19,626                    |  | \$ 18,636        |
| Adjustments:                                                   |                              |  |                  |
| Depreciation and amortization                                  | 60,206                       |  | 58,498           |
| Interest expense, net                                          | 23,335                       |  | 19,466           |
| Loss (gain) on disposal of property, net                       | 5                            |  | (942)            |
| Federal, state, and local tax expense                          | 137                          |  | 118              |
| Adjustments related to unconsolidated joint ventures           | 928                          |  | 966              |
| <b>EBITDAre</b>                                                | <b>\$ 104,237</b>            |  | <b>\$ 96,742</b> |
| Calculation of Adjusted EBITDAre                               |                              |  |                  |
| EBITDAre                                                       | \$ 104,237                   |  | \$ 96,742        |
| Adjustments:                                                   |                              |  |                  |
| Transaction and acquisition expenses                           | 1,174                        |  | 1,338            |
| Amortization of unconsolidated joint venture basis differences | 3                            |  | 1                |
| Realized performance income <sup>(1)</sup>                     | —                            |  | (75)             |
| <b>ADJUSTED EBITDAre</b>                                       | <b>\$ 105,414</b>            |  | <b>\$ 98,006</b> |

## Notes:

- Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

This table presents the Company's calculation of EBITDAre and Adjusted EBITDAre and provides additional information related to its operations (in thousands):

|                                                                | Year Ended December 31, |  | Year Ended December 31, |
|----------------------------------------------------------------|-------------------------|--|-------------------------|
|                                                                | 2023                    |  | 2022                    |
| Calculation of EBITDAre                                        |                         |  |                         |
| Net income                                                     | \$ 63,762               |  | \$ 54,529               |
| Adjustments:                                                   |                         |  |                         |
| Depreciation and amortization                                  | 236,443                 |  | 236,224                 |
| Interest expense, net                                          | 84,232                  |  | 71,196                  |
| Gain on disposal of property, net                              | (1,110)                 |  | (7,517)                 |
| Impairment of real estate assets                               | -                       |  | 322                     |
| Federal, state, and local tax expense                          | 438                     |  | 806                     |
| Adjustments related to unconsolidated joint ventures           | 3,721                   |  | 1,987                   |
| <b>EBITDAre</b>                                                | <b>\$ 387,486</b>       |  | <b>\$ 357,547</b>       |
| Calculation of Adjusted EBITDAre                               |                         |  |                         |
| EBITDAre                                                       | \$ 387,486              |  | \$ 357,547              |
| Adjustments:                                                   |                         |  |                         |
| Impairment of investment in third parties                      | 3,000                   |  | —                       |
| Change in fair value of earn-out liability                     | —                       |  | 1,809                   |
| Transaction and acquisition expenses                           | 5,675                   |  | 10,551                  |
| Amortization of unconsolidated joint venture basis differences | 17                      |  | 220                     |
| Realized performance income <sup>(1)</sup>                     | (75)                    |  | (2,742)                 |
| <b>ADJUSTED EBITDAre</b>                                       | <b>\$ 396,103</b>       |  | <b>\$ 367,385</b>       |

## Notes:

1. Realized performance income includes fees received related to the achievement of certain performance targets in our NRP joint venture.

# Non-GAAP Measures (Cont'd)

## FINANCIAL LEVERAGE RATIOS

The following table presents the Company's calculation of net debt and total enterprise value, inclusive of the Company's prorated portion of net debt and cash and cash equivalents owned through its unconsolidated joint ventures, as of June 30, 2024 and December 31, 2023 (in thousands):

|                                                                                      | June 30, 2024       |  | December 31, 2023   |
|--------------------------------------------------------------------------------------|---------------------|--|---------------------|
| Net debt:                                                                            |                     |  |                     |
| Total debt, excluding discounts, market adjustments, and deferred financing expenses | \$ 2,090,144        |  | \$ 2,011,093        |
| Less: Cash and cash equivalents                                                      | 7,267               |  | 5,074               |
| <b>TOTAL NET DEBT</b>                                                                | <b>\$ 2,082,877</b> |  | <b>\$ 2,006,019</b> |
| Enterprise value:                                                                    |                     |  |                     |
| Net debt                                                                             | \$ 2,082,877        |  | \$ 2,006,019        |
| Total equity market capitalization <sup>(1)(2)</sup>                                 | 4,451,504           |  | 4,955,480           |
| <b>TOTAL ENTERPRISE VALUE</b>                                                        | <b>\$ 6,534,381</b> |  | <b>\$ 6,961,499</b> |

|                                                              | June 30, 2024 |  | December 31, 2023 |
|--------------------------------------------------------------|---------------|--|-------------------|
| Net debt to Adjusted EBITDA <sub>re</sub> - annualized:      |               |  |                   |
| Net debt                                                     | \$ 2,082,877  |  | \$ 2,006,019      |
| Adjusted EBITDA <sub>re</sub> - annualized <sup>(1)</sup>    | 409,065       |  | 396,103           |
| <b>NET DEBT TO ADJUSTED EBITDA<sub>re</sub> - ANNUALIZED</b> | <b>5.1x</b>   |  | <b>5.1x</b>       |
| Net debt to total enterprise value:                          |               |  |                   |
| Net debt                                                     | \$ 2,082,877  |  | \$ 2,006,019      |
| Total enterprise value                                       | 6,534,381     |  | 6,961,499         |
| <b>NET DEBT TO TOTAL ENTERPRISE VALUE</b>                    | <b>31.9%</b>  |  | <b>28.8%</b>      |

### Notes: Top

1. Total equity market capitalization is calculated as diluted shares multiplied by the closing market price per share, which includes 136.1 million and 135.8 million diluted shares as of June 30, 2024 and December 31, 2023, respectively, and the closing market price per share of \$32.71 and \$36.48 as of June 30, 2024 and December 31, 2023, respectively.

2. Fully diluted shares include common stock and OP units.

### Notes: Bottom

1. Adjusted EBITDA<sub>re</sub> is based on a trailing twelve month period.



# Non-GAAP Measures (Cont'd)

## FINANCIAL LEVERAGE RATIOS

The following table presents the Company's calculation of net debt and total enterprise value, inclusive of the Company's prorated portion of net debt and cash and cash equivalents owned through its unconsolidated joint ventures, as of March 31, 2024 and December 31, 2023 (in thousands):

|                                                                                      | March 31, 2024      |  | December 31, 2023   |
|--------------------------------------------------------------------------------------|---------------------|--|---------------------|
| Net debt:                                                                            |                     |  |                     |
| Total debt, excluding discounts, market adjustments, and deferred financing expenses | \$ 2,056,059        |  | \$ 2,011,093        |
| Less: Cash and cash equivalents                                                      | 5,813               |  | 5,074               |
| <b>TOTAL NET DEBT</b>                                                                | <b>\$ 2,050,246</b> |  | <b>\$ 2,006,019</b> |
| Enterprise value:                                                                    |                     |  |                     |
| Net debt                                                                             | \$ 2,050,246        |  | \$ 2,006,019        |
| Total equity market capitalization <sup>(1)(2)</sup>                                 | 4,880,652           |  | 4,955,480           |
| <b>TOTAL ENTERPRISE VALUE</b>                                                        | <b>\$ 6,930,898</b> |  | <b>\$ 6,961,499</b> |

|                                                              | March 31, 2024 |  | December 31, 2023 |
|--------------------------------------------------------------|----------------|--|-------------------|
| Net debt to Adjusted EBITDA <sub>re</sub> - annualized:      |                |  |                   |
| Net debt                                                     | \$ 2,050,246   |  | \$ 2,006,019      |
| Adjusted EBITDA <sub>re</sub> - annualized <sup>(1)</sup>    | 403,511        |  | 396,103           |
| <b>NET DEBT TO ADJUSTED EBITDA<sub>re</sub> - ANNUALIZED</b> | <b>5.1x</b>    |  | <b>5.1x</b>       |
| Net debt to total enterprise value:                          |                |  |                   |
| Net debt                                                     | \$ 2,050,246   |  | \$ 2,006,019      |
| Total enterprise value                                       | 6,930,898      |  | 6,961,499         |
| <b>NET DEBT TO TOTAL ENTERPRISE VALUE</b>                    | <b>29.6%</b>   |  | <b>28.8%</b>      |

### Notes: Top

1. Total equity market capitalization is calculated as diluted shares multiplied by the closing market price per share, which includes 136.1 million and 135.8 million diluted shares as of March 31, 2024 and December 31, 2023, respectively, and the closing market price per share of \$35.87 and \$36.48 as of March 31, 2024 and December 31, 2023, respectively.

2. Fully diluted shares include common stock and OP units.

### Notes: Bottom

1. Adjusted EBITDA<sub>re</sub> is based on a trailing twelve month period.

# Non-GAAP Measures (Cont'd)

## FINANCIAL LEVERAGE RATIOS

This table presents the Company's calculation of net debt and total enterprise value, inclusive of the Company's prorated portion of net debt and cash and cash equivalents owned through its unconsolidated joint ventures, as of December 31, 2023 and December 31, 2022 (in thousands):

|                                                                                      | December 31, 2023   |  | December 31, 2022   |
|--------------------------------------------------------------------------------------|---------------------|--|---------------------|
| Net debt:                                                                            |                     |  |                     |
| Total debt, excluding discounts, market adjustments, and deferred financing expenses | \$ 2,011,093        |  | \$ 1,937,142        |
| Less: Cash and cash equivalents                                                      | 5,074               |  | 5,740               |
| <b>TOTAL NET DEBT</b>                                                                | <b>\$ 2,006,019</b> |  | <b>\$ 1,931,402</b> |
| Enterprise value:                                                                    |                     |  |                     |
| Net debt                                                                             | \$ 2,006,019        |  | \$ 1,931,402        |
| Total equity market capitalization <sup>(1)(2)</sup>                                 | 4,955,480           |  | 4,178,204           |
| <b>TOTAL ENTERPRISE VALUE</b>                                                        | <b>\$ 6,961,499</b> |  | <b>\$ 6,109,606</b> |

|                                                              | December 31, 2023 |  | December 31, 2022 |
|--------------------------------------------------------------|-------------------|--|-------------------|
| Net debt to Adjusted EBITDA <sub>re</sub> - annualized:      |                   |  |                   |
| Net debt                                                     | \$ 2,006,019      |  | \$ 1,931,402      |
| Adjusted EBITDA <sub>re</sub> - annualized <sup>(1)</sup>    | 396,103           |  | 367,385           |
| <b>NET DEBT TO ADJUSTED EBITDA<sub>re</sub> - ANNUALIZED</b> | <b>5.1x</b>       |  | <b>5.3x</b>       |
| Net debt to total enterprise value:                          |                   |  |                   |
| Net debt                                                     | \$ 2,006,019      |  | \$ 1,931,402      |
| Total enterprise value                                       | 6,961,499         |  | 6,109,606         |
| <b>NET DEBT TO TOTAL ENTERPRISE VALUE</b>                    | <b>28.8%</b>      |  | <b>31.6%</b>      |

### Notes: Top

1. Total equity market capitalization is calculated as diluted shares multiplied by the closing market price per share, which includes 135.8 million and 131.2 million diluted shares as of December 31, 2023 and 2022, respectively, and the closing market price per share of \$36.48 and \$31.84 as of December 31, 2023 and 2022, respectively.

2. Fully diluted shares include common stock and OP units

### Notes: Bottom

1. Adjusted EBITDA<sub>re</sub> is based on a trailing twelve month period.