



Investor Presentation  
September 2022

## Camden Hillcrest – San Diego, CA



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**FORWARD-LOOKING STATEMENTS** – In addition to historical information, this presentation contains forward-looking statements under the federal securities law. These statements are based on current expectations, estimates, and projections about the industry and markets in which Camden (the "Company") operates, management's beliefs, and assumptions made by management. Forward-looking statements are not guarantees of future performance and involve certain risks and uncertainties which are difficult to predict. Factors which may cause the Company's actual results or performance to differ materially from those contemplated by forward-looking statements are described under the heading "Risk Factors" in Camden's Annual Report on Form 10-K and in other filings with the Securities and Exchange Commission ("SEC"). Forward-looking statements made in this presentation represent management's opinions as of the date of this presentation, and the Company assumes no obligation to update or supplement these statements because of subsequent events.





## Company Overview

# About Camden

- Publicly traded since 1993
- S&P 500 Company
- Total Market Cap of \$18B
- Recognized by FORTUNE Magazine as one of the 100 Best Companies to Work For® in America for 15 consecutive years, recently ranking #26



- #1 FORTUNE – Best Workplaces in Real Estate 2022
- #3 GPTW – Best Workplaces in Texas 2022
- #6 PEOPLE – Companies that Care 2022
- #2 Houston Chronicle – Top Workplaces in Houston 2021
- #2 FORTUNE – Best Workplaces for Hispanics and Latinos 2021

- Experienced management team with sound business plan and proven history of performance
- Consistent long-term focus and commitment to high-growth markets
- Strong balance sheet with ample liquidity and solid credit metrics
- Well-positioned to capitalize on future opportunities

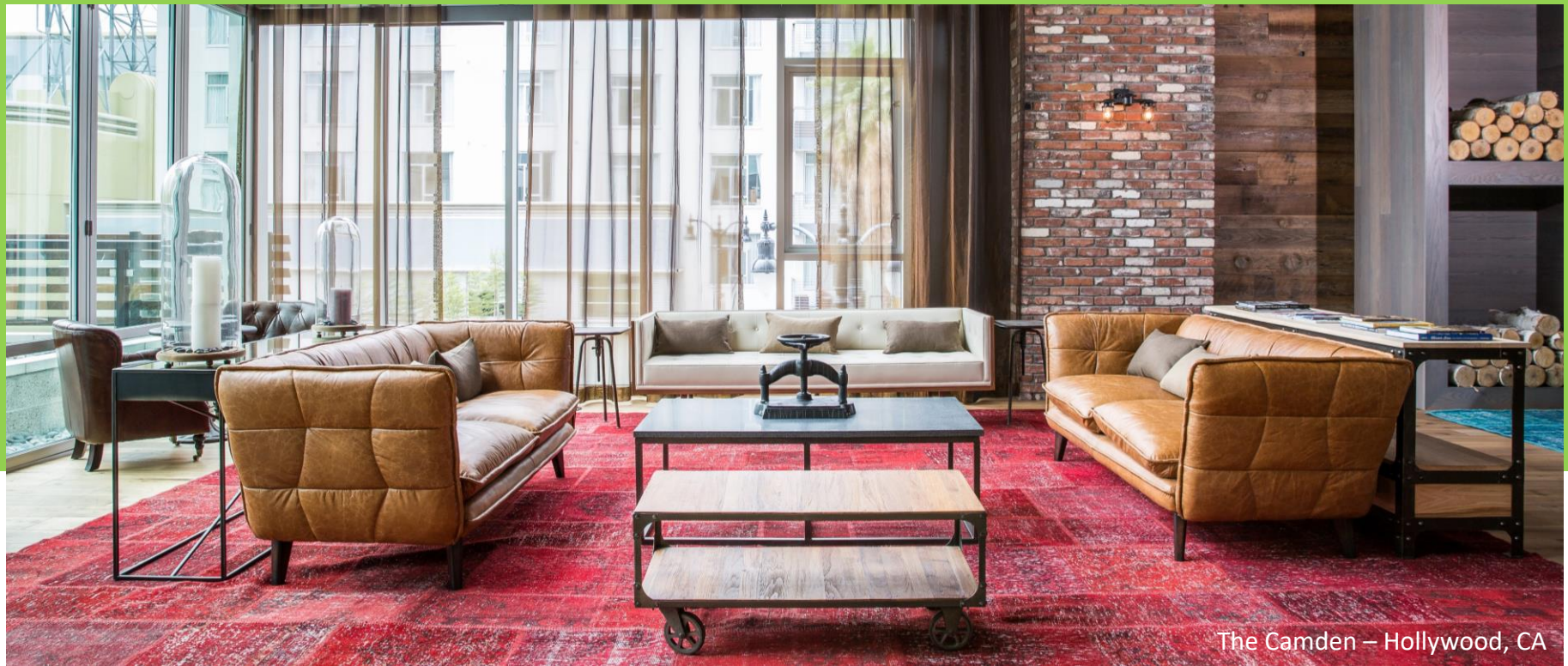


# Camden's Strategy

- Focus on high-growth markets (employment, population, migration)
- Operate a diverse portfolio of assets (geographical, A/B, urban/suburban)
- Recycle capital through acquisitions and dispositions
- Create value through development, repositioning and investments in technology
- Maintain strong balance sheet with low leverage and ample liquidity







## Recent Highlights & Guidance

# Recent Highlights

- Stabilized one development community for a total cost of \$125.3 million
- Completed construction on one development community for a total cost of \$162.2 million
- Acquired three undeveloped land parcels for a total cost of \$40.5 million for future development projects
- Sold one apartment community for approximately \$71.9 million
- Amended and restated our existing unsecured credit facility adding a \$300 million delayed draw unsecured term loan facility and increasing the capacity of the unsecured revolving credit facility from \$900 million to \$1.2 billion, for a total facility capacity of \$1.5 billion

# Operating Statistics

(Results for 2022 same property pool)

Same Property Occupancy	2Q22	Jul 2022	Aug 2022	Jul 2021	Aug 2021
Occupancy	96.9%	96.7%	96.7%	97.0%	97.3%

Same Property New Lease and Renewal Data – Date Signed <sup>(1)</sup>	2Q22	Jul 2022	Aug 2022	Jul 2021	Aug 2021
New Lease Rates	16.2%	13.3%	12.2%	18.3%	19.6%
Renewal Rates	14.4%	12.6%	11.2%	11.0%	13.0%
Blended Rates	15.2%	12.9%	11.8%	14.4%	16.1%

Same Property New Lease and Renewal Data – Date Effective <sup>(2)</sup>	2Q22	Jul 2022	Aug 2022	Jul 2021	Aug 2021
New Lease Rates	15.2%	15.5%	14.9%	12.9%	17.8%
Renewal Rates	13.3%	14.5%	14.4%	6.5%	8.6%
Blended Rates	14.2%	15.0%	14.6%	9.7%	12.7%

(1) Average change in same property new lease and renewal rates vs. expiring lease rates when signed.

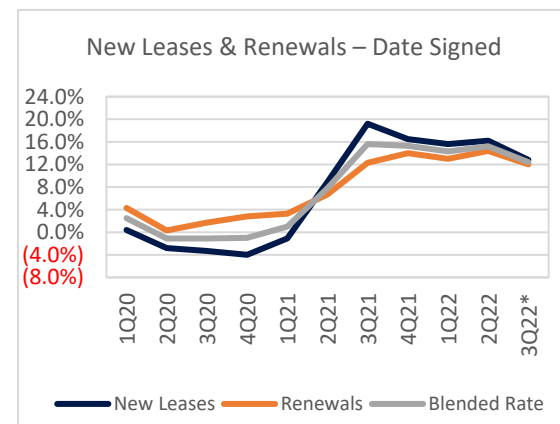
(2) Average change in same property new lease and renewal rates vs. expiring lease rates when effective.



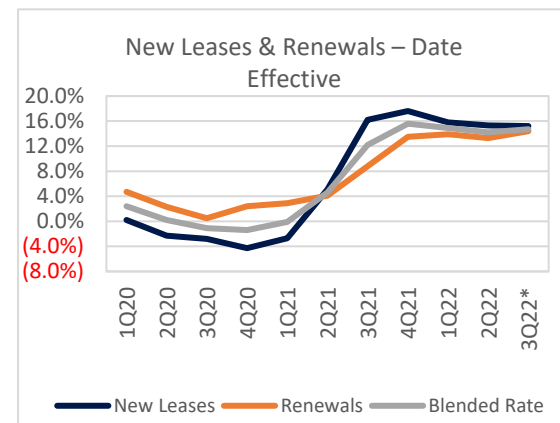
# New Leases & Renewals – Signed & Effective

(Results for 2022 and 2021 reflect current same property pool of 46,151 units; Results for 2020 reflect former same property pool of 45,200 units)

DATE SIGNED <sup>(1)</sup>	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22*
New Lease Rates	0.4%	(2.8)%	(3.3)%	(4.0)%	(1.1)%	8.9%	19.2%	16.5%	15.6%	16.2%	12.8%
Renewal Rates	4.3%	0.3%	1.7%	2.8%	3.3%	6.7%	12.3%	14.0%	13.0%	14.4%	12.0%
Blended Rates	2.5%	(1.1)%	(1.1)%	(1.0)%	1.0%	7.8%	15.6%	15.3%	14.3%	15.2%	12.4%



DATE EFFECTIVE <sup>(2)</sup>	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22*
New Lease Rates	0.2%	(2.3)%	(2.8)%	(4.3)%	(2.7)%	5.1%	16.2%	17.6%	15.8%	15.2%	15.2%
Renewal Rates	4.7%	2.3%	0.5%	2.4%	2.9%	4.1%	8.8%	13.5%	13.9%	13.3%	14.4%
Blended Rates	2.4%	0.2%	(1.1)%	(1.4)%	(0.1)%	4.6%	12.2%	15.6%	14.9%	14.2%	14.7%



\*3Q22 data through 8/31/22.

(1) Average change in same property new lease and renewal rates vs. expiring lease rates when signed.

(2) Average change in same property new lease and renewal rates vs. expiring lease rates when effective.

# Same Property Occupancy by Market

(Results for 2022 and 2021 reflect current same property pool; Results for 2020 reflect former same property pool)

	1Q20	2Q20	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22*
Atlanta	95.6%	95.6%	96.0%	96.2%	96.6%	97.4%	97.4%	96.8%	97.0%	97.0%	96.8%
Austin	96.1%	94.9%	95.6%	95.0%	96.0%	97.2%	97.4%	97.3%	97.2%	96.8%	96.3%
Charlotte	96.4%	94.8%	95.4%	95.3%	95.6%	96.5%	96.9%	96.7%	96.8%	96.6%	96.8%
Dallas	96.2%	95.2%	95.1%	95.2%	95.8%	96.5%	97.5%	97.5%	97.2%	96.9%	96.9%
Denver	95.5%	95.5%	96.0%	95.8%	96.1%	96.4%	97.0%	96.4%	96.5%	96.8%	96.6%
Houston	95.6%	93.4%	93.0%	92.0%	93.1%	95.4%	95.8%	95.8%	95.9%	95.8%	96.2%
Los Angeles/Orange County	95.4%	94.3%	95.7%	96.3%	96.4%	97.3%	97.8%	98.0%	97.7%	97.7%	97.6%
Orlando	96.3%	94.9%	95.4%	95.4%	96.0%	97.7%	97.5%	97.7%	97.8%	97.9%	97.7%
Phoenix	96.6%	94.5%	95.3%	96.8%	97.1%	96.9%	97.0%	97.0%	96.4%	95.5%	95.0%
Raleigh	96.3%	96.3%	96.6%	96.1%	96.0%	97.1%	97.5%	97.1%	97.2%	96.8%	96.3%
San Diego/Inland Empire	94.3%	95.4%	96.3%	97.0%	97.4%	97.4%	96.9%	97.4%	98.0%	97.7%	97.5%
Southeast Florida	97.1%	95.7%	96.3%	96.4%	97.2%	97.9%	98.3%	98.2%	97.9%	97.5%	96.6%
Tampa	96.0%	95.2%	95.9%	96.8%	97.4%	97.7%	98.1%	97.7%	97.8%	98.1%	97.4%
Washington DC Metro	96.7%	96.0%	96.3%	95.9%	96.0%	96.7%	97.4%	97.5%	97.2%	97.1%	97.2%
<b>Total</b>	<b>96.1%</b>	<b>95.1%</b>	<b>95.5%</b>	<b>95.5%</b>	<b>95.9%</b>	<b>96.8%</b>	<b>97.2%</b>	<b>97.1%</b>	<b>97.0%</b>	<b>96.9%</b>	<b>96.7%</b>

\*3Q22 data through 8/31/22.

# 2022 Guidance

(as of 7/28/22)

EARNINGS	LOW	MIDPOINT	HIGH
EPS per share	\$5.87	\$5.97	\$6.07
FFO per share	\$6.48	\$6.58	\$6.68
SAME PROPERTY PERFORMANCE	LOW	MIDPOINT	HIGH
Revenue Growth	10.75%	11.25%	11.75%
Expense Growth	4.50%	5.00%	5.50%
NOI Growth	13.75%	14.75%	15.75%
FUTURE 2022 TRANSACTIONS	LOW	MIDPOINT	HIGH
Acquisitions	\$0M	\$0M	\$0M
Dispositions	\$0M	\$0M	\$0M
Development Starts	\$150M	\$225M	\$300M

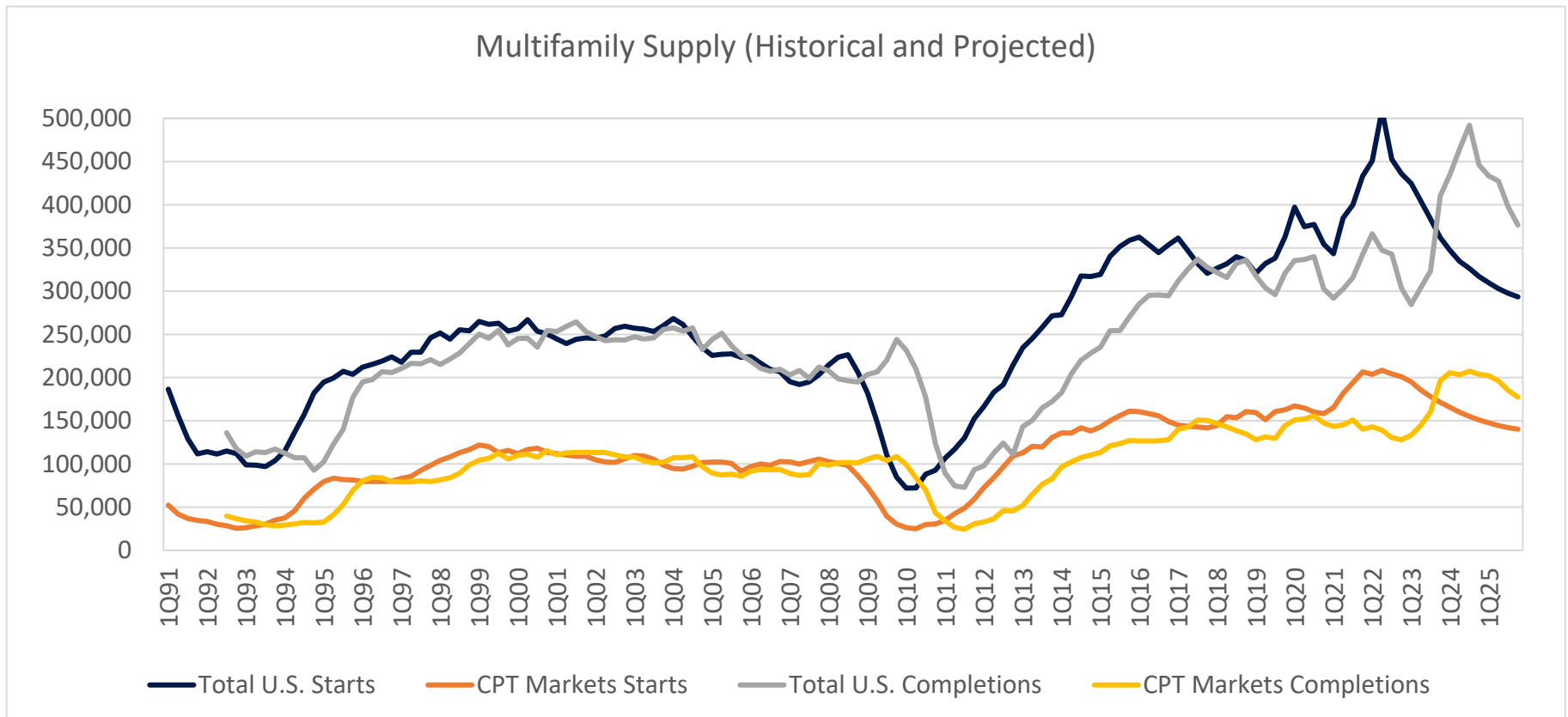




# Multifamily Fundamentals

# Multifamily Supply

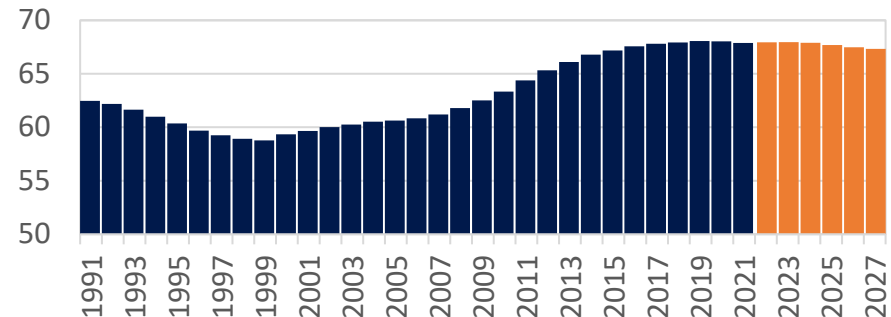
- Starts should remain elevated until 2023.
- Completions expected to peak by 2024.



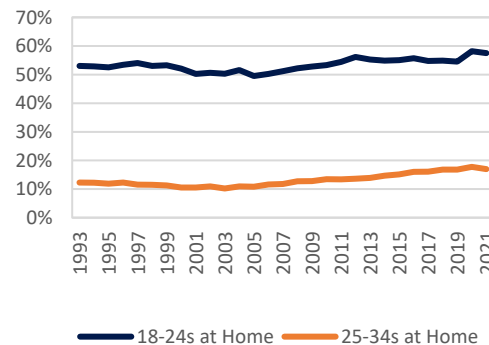
# Strong Demand for Multifamily Rental Housing

- Young adults currently number almost 68 million and will remain a steady source of demand in the near term
- Pent-up demand from young adults living at home or with roommates

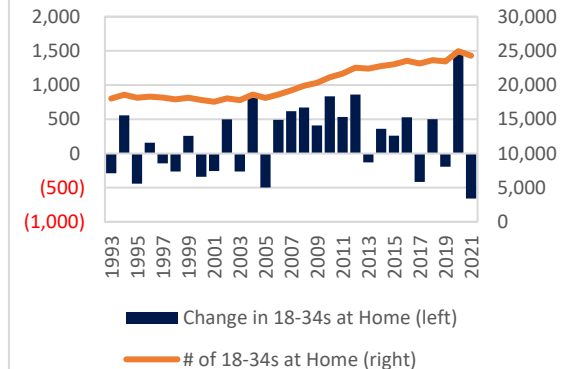
Favorable Demographic Trends – Aged 20 to 34  
Over 60% of this age group choose to rent



Share of Young Adults Living at Home

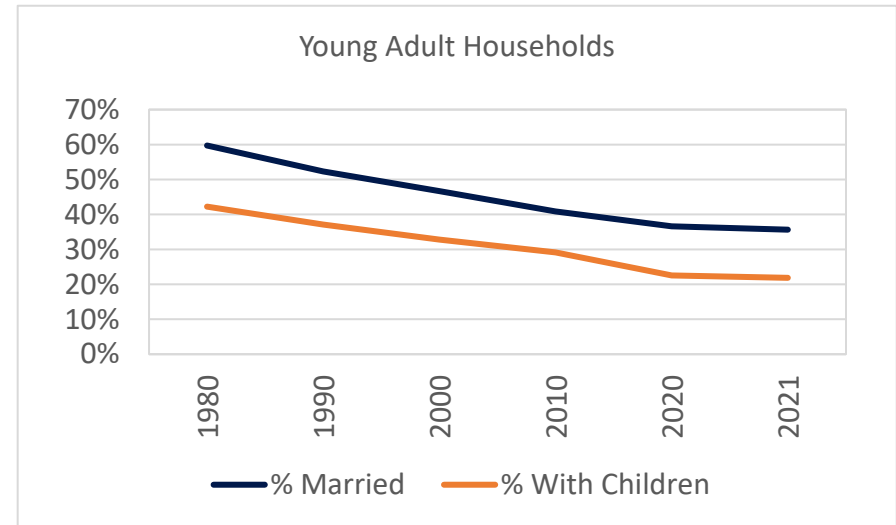
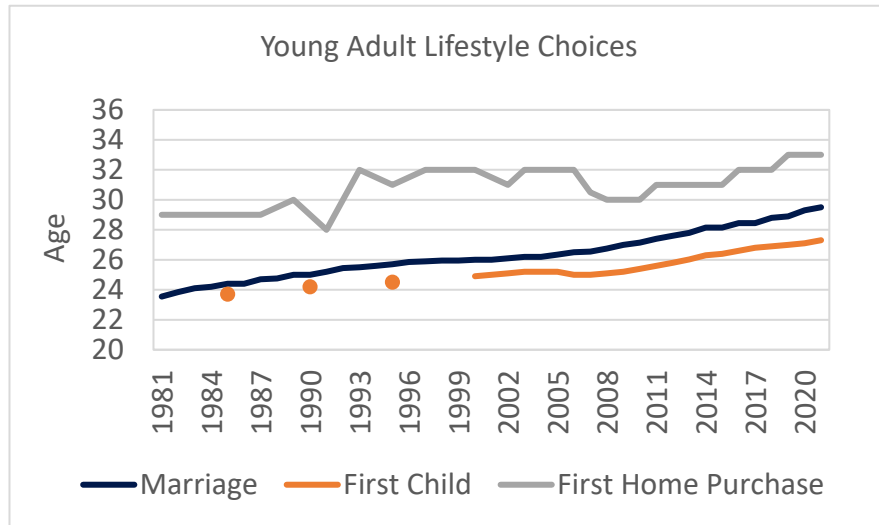


Size and Flow of Youngs Adults Living at Home (000)





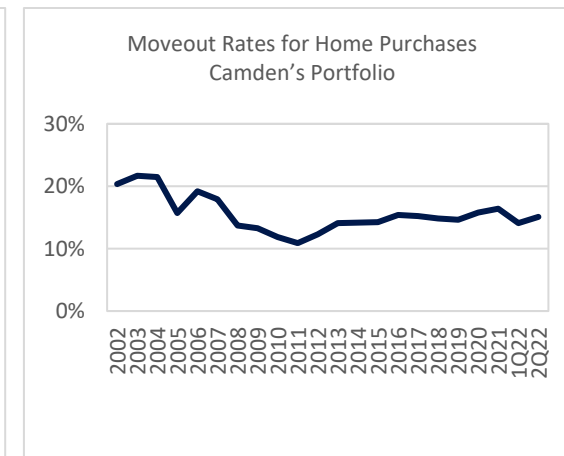
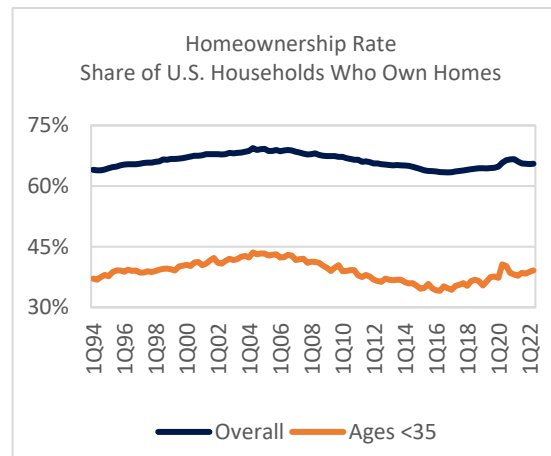
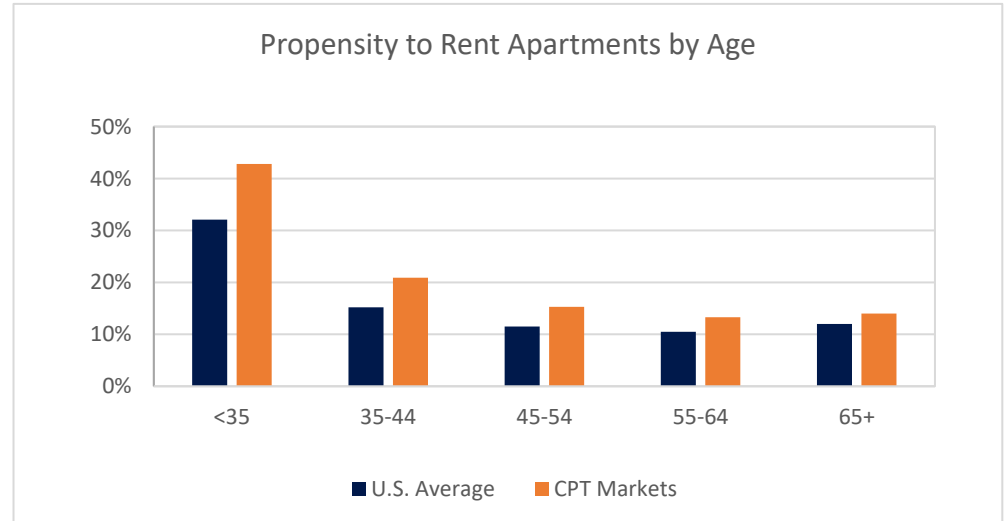
# Young Adults Making Lifestyle Decisions Later



- Young adults choosing to marry and have children later in life, delaying homeownership decisions
- Percent of young adult households with married adults and/or children has declined

# Higher Propensity to Rent

- Many people still choosing to rent rather than buy
- Higher propensity to rent in CPT markets vs. U.S. average
- Homeownership rate overall remains near long-term average of 65%
- Homeownership rate significantly lower for young adults, averaging 39%
- Moveout rates for home purchases remain low at 15.1% in 2Q22 vs. Camden's portfolio peak of 23%





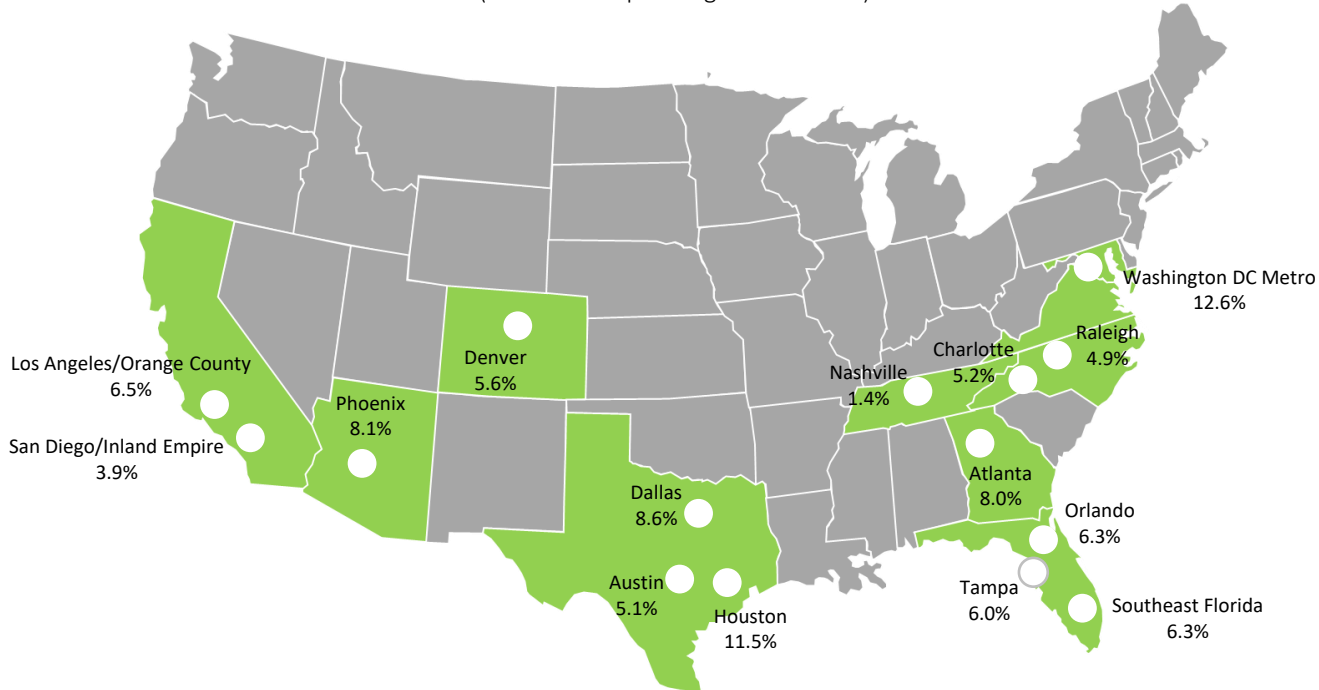
## Camden's Portfolio



# Portfolio Statistics

(as of 2Q22)

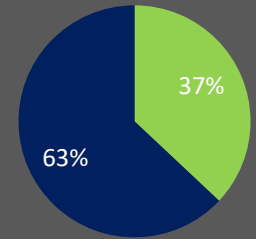
NOI Contribution by Market  
(includes all operating communities)



Over 58,000 apartment homes located in 15 major markets in the U.S.

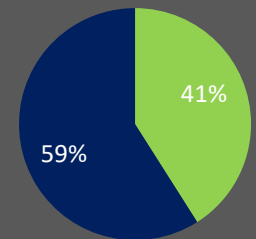
Operating Communities 171	Apartment Homes 58,425	Portfolio Average Age 14 years	Average Occupancy 97%
Average Monthly Rental Rate per Home \$1,832	Average Monthly Revenue per Occupied Home \$2,131	Development Communities 5	Development Apartment Homes 1,842

Asset Class\*



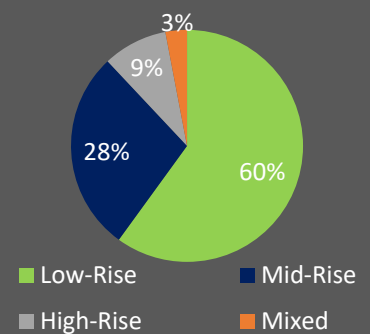
Class A Class B

Location\*



Urban Suburban

Building Type



Low-Rise Mid-Rise High-Rise Mixed

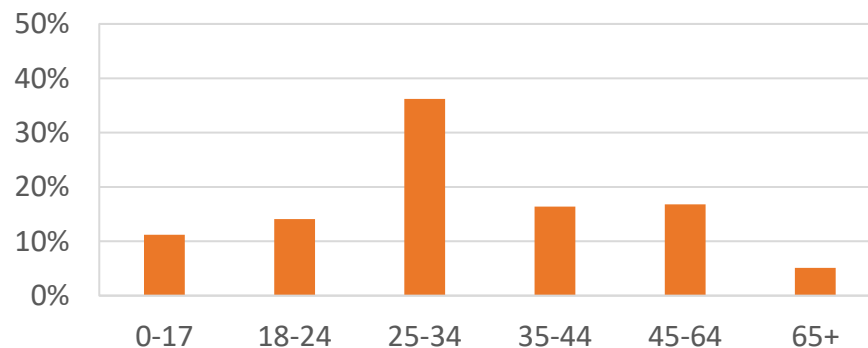
\*Asset Class is based on the age of each asset, its rental rates compared to its submarket and the overall metro market, as well as subjective factors. Location is based on distance from downtown/CBD, zip code, population density, as well as subjective factors.

# Camden Resident Profile

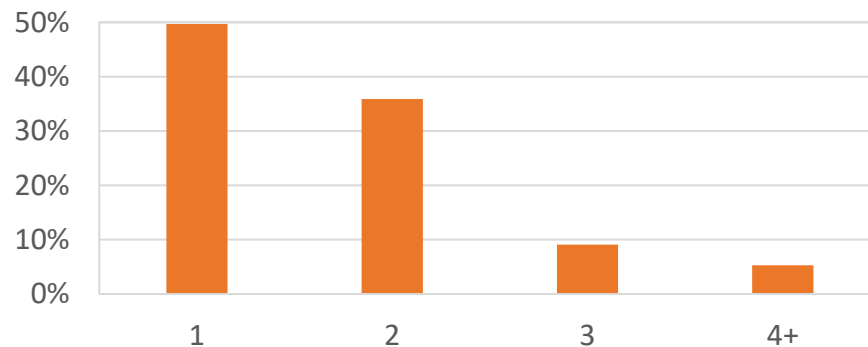
(results for total portfolio)

- Median Age  
31 years
- Average Annual Household Income  
~ \$106K
- Average Rent-to-Income Ratio  
20.7%
- Average Number of Occupants per Apartment Home  
1.7

Age Range of Camden Residents



Total Number of Occupants per Apartment Home



# Focus on High-Growth Markets

## Population Growth

### Estimated Gain 2022-2024

1	Houston	259,000
2	Dallas	230,000
3	Phoenix	220,000
4	Atlanta	204,000
5	Austin	136,000
6	Charlotte	113,000
7	Las Vegas	112,000
8	Tampa	108,000
9	San Antonio	106,000
10	Fort Worth	99,000
11	Raleigh	95,000
12	Orlando	92,000
13	Riverside	85,000
14	Seattle	82,000
15	Nashville	81,000
16	Jacksonville	65,000
17	Minneapolis	61,000
18	Denver	60,000
19	Indianapolis	59,000
20	Columbus	55,000

## Employment Growth

### Estimated Gain 2022-2024

1	Dallas	238,000
2	Phoenix	188,000
3	Atlanta	187,000
4	Washington D.C.	180,000
5	New York City	164,000
6	Houston	152,000
7	Riverside	145,000
8	Seattle	130,000
9	Denver	128,000
10	Austin	127,000
11	Orlando	118,000
12	Boston	113,000
13	Nashville	110,000
14	Tampa	106,000
15	Charlotte	96,000
16	Los Angeles	95,000
17	Philadelphia	92,000
18	San Francisco	88,000
19	Raleigh	84,000
20	Orange County	83,000

## Total Migration

### Actual 2020-2021

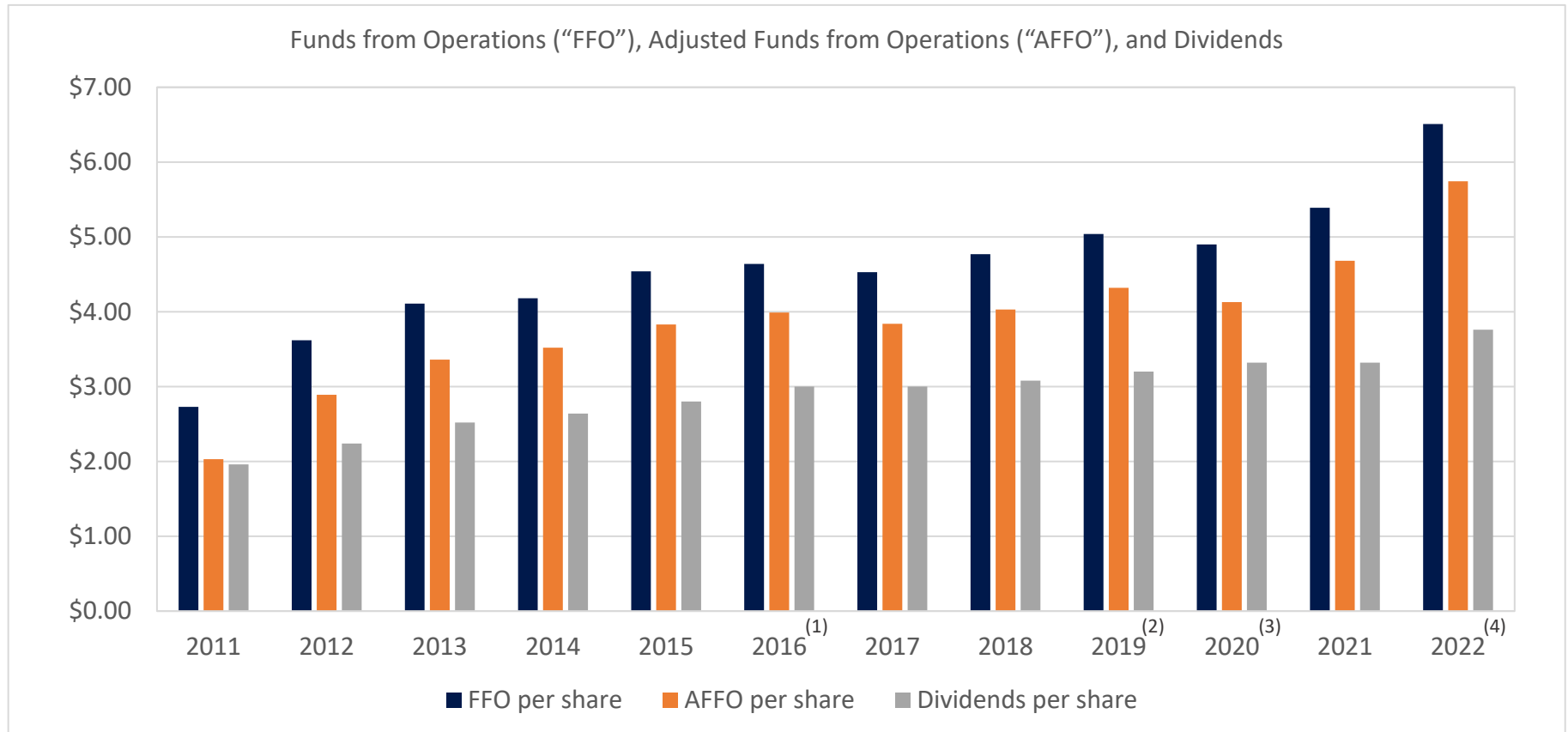
1	Phoenix	164,000
2	Dallas	114,000
3	Austin	107,000
4	Tampa	91,000
5	Atlanta	83,000
6	Las Vegas	69,000
7	Charlotte	68,000
8	Raleigh	58,000
9	Houston	56,000
10	San Antonio	53,000

### Estimated 2022-2024

1	Phoenix	217,000
2	Atlanta	175,000
3	Dallas	169,000
4	Austin	166,000
5	Tampa	131,000
6	Houston	111,000
7	Las Vegas	110,000
8	Seattle	88,000
9	Riverside	86,000
10	Charlotte	85,000

Over 90% of Camden's NOI is derived from these markets

# Earnings & Dividend Growth



(1) Excludes special dividend of \$4.25 per share paid on 9/30/16.

(2) Includes \$0.12 per share charge related to the early redemption and prepayment of debt.

(3) Includes \$0.15 per share of pandemic related charges and \$0.035 per share non-cash adjustment to retail straight-line rent receivables.

(4) Based on midpoint of 2022 guidance provided on 7/28/22 and announced 2Q22 annualized dividend rate.



Camden Lake Eola – Orlando, FL

# Real Estate Transactions

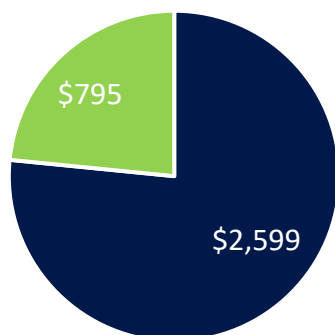


# Capital Recycling

(\$ in millions)

Since 2011 we have significantly improved the quality of our portfolio with minimal cash flow dilution, using disposition proceeds to fund development and acquisitions.

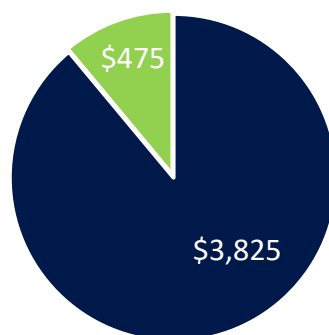
\$3.4B Total Dispositions



■ Wholly-Owned ■ Joint Ventures

Average Age of 23 years<sup>(2)</sup>

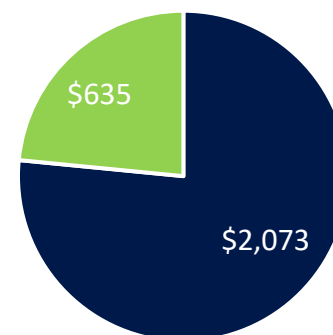
\$4.3B Total Developments<sup>(1)</sup>



■ Wholly-Owned ■ Joint Ventures

Average Age of 6 years<sup>(3)</sup>

\$2.7B Total Acquisitions



■ Wholly-Owned ■ Joint Ventures

Average Age of 4 years<sup>(2)</sup>

(1) Estimated market value of developments as of 6/30/22.

(2) Average age at time of purchase or sale as of 6/30/22.

(3) Current age of developments as of 6/30/22.

# 2022 Acquisition of Fund Partnership Interests

## **Gross Asset Valuation**

\$2.1 billion

## **Acquired Interest**

68.7%

## **Consideration Paid, Net of Assumed Secured Mortgage Debt**

\$1.1 billion

## **Communities Acquired**

22

## **Average Age**

12 years

## **Apartment Homes**

7,247

## **Average Monthly Rental Rate**

\$1,509 per unit

# Development Value Creation

	Stabilized (2011-2022)	Current Development Communities	Total
Communities	36	7	43
Apartment Homes	10,931	2,340	13,271
Total Cost	\$2.4B	\$0.9B	\$3.3B
Market Value*	\$4.3B	\$1.1B	\$5.4B
Value Creation	\$1.9B	\$0.2B	\$2.1B

Camden Montague – Tampa, FL • Year Built 2012



Camden Paces – Atlanta, GA • Year Built 2015



Camden Shady Grove – Rockville, MD • Year Built 2018



\*Estimated market value of developments assuming current market cap rates ranging from 4.0%-4.5% for new product in our markets.

# Development Communities

CURRENT DEVELOPMENT COMMUNITIES			ESTIMATED					
Name	Location	Total Homes	Total Cost (\$ in millions)	Construction Start	Initial Occupancy	Construction Completion	Stabilized Operations	% Leased <sup>(1)</sup>
Camden Buckhead	Atlanta, GA	366	\$162	3Q18	1Q21	2Q22	4Q22	93%
Camden Hillcrest	San Diego, CA	132	92	3Q19	2Q21	4Q21	4Q22	87%
Camden Tempe II	Tempe, AZ	397	115	3Q20	2Q22	3Q23	1Q25	21%
Camden Atlantic	Plantation, FL	269	100	3Q20	3Q22	4Q22	4Q23	
Camden NoDa	Charlotte, NC	387	105	3Q20	1Q23	3Q23	1Q25	
Camden Durham	Durham, NC	420	145	1Q21	2Q23	2Q24	4Q25	
Camden Village District	Raleigh, NC	369	138	2Q22	3Q24	2Q25	4Q26	
		<b>2,340</b>	<b>\$857</b>					

Development pipeline 71% funded with \$248M remaining to complete<sup>(2)</sup>

DEVELOPMENT PIPELINE		ESTIMATED	
Name	Location	Total Homes	Total Cost (\$ in millions)
Camden Woodmill Creek	The Woodlands, TX	189	\$75
Camden Long Meadow Farms	Richmond, TX	188	80
Camden Nations	Nashville, TN	393	175
Camden Arts District	Los Angeles, CA	354	150
Camden Gulch	Nashville, TN	480	260
Camden Paces III	Atlanta, GA	350	100
Camden Baker	Denver, CO	435	165
Camden Blakeney	Charlotte, NC	349	120
Camden South Charlotte	Charlotte, NC	420	135
Camden Highland Village II	Houston, TX	300	100
Camden Downtown II	Houston, TX	271	145
<b>Total</b>		<b>3,729</b>	<b>\$1,505</b>

(1) As of 8/31/22.

(2) As of 6/30/22.



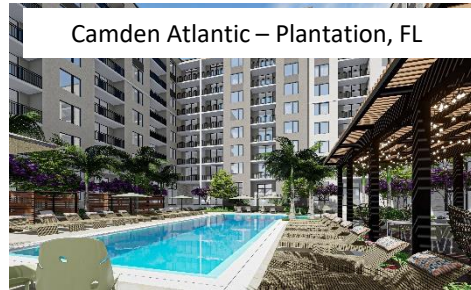
# Current Development Communities



Camden Buckhead – Atlanta, GA



Camden Hillcrest – San Diego, CA



Camden Atlantic – Plantation, FL



Camden Tempe II – Tempe, AZ



Camden NoDa – Charlotte, NC



Camden Durham – Durham, NC



Camden Village District – Raleigh, NC



# Repositioning Program

(results for total portfolio includes former JVs)

- Select well-located 15- to 20-year-old communities
- Update kitchen and bath areas, appliances, flooring, fixtures, lighting, etc.
- \$554 million spent to date through 2Q22
- Over 38,000 apartment homes completed to date
- Average cost of \$14,500 per home
- Average rental rate increase ~ \$129 per month
- Target 10% cash-on-cash return

before – kitchen



after – kitchen

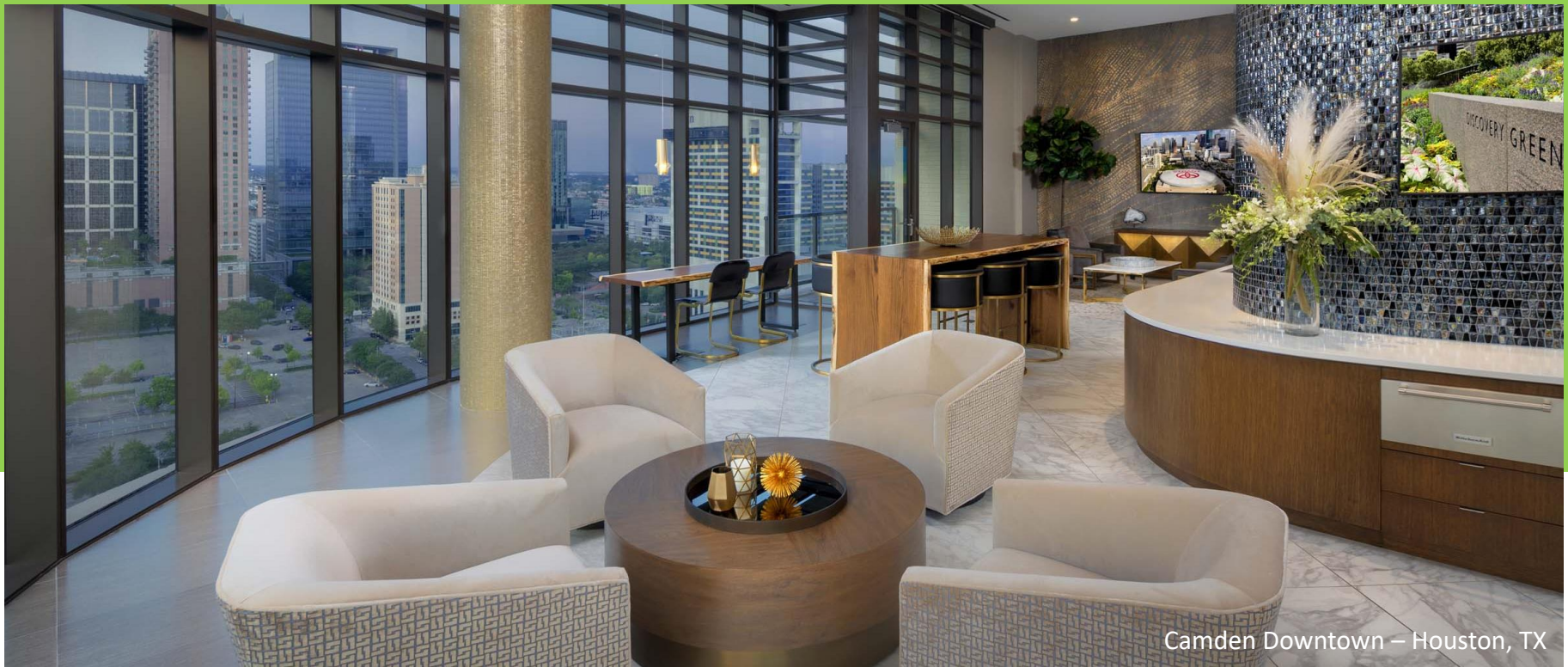


before – living area



after – living area



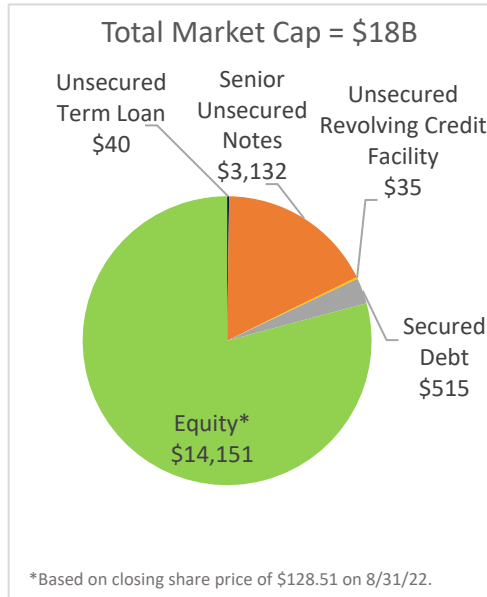


# Capital Structure & Liquidity

# Strong Capital Structure

(\$ in millions – as of 8/31/22)

- 3.7% weighted average interest rate on all debt
- 93.0% fixed rate debt
- 86.2% unsecured debt
- 6.4 years weighted average maturity of debt
- \$1.2B available under \$1.2B unsecured revolving credit facility
- Unencumbered asset pool of approximately \$19B
- 2Q22 Net Debt-to-Annualized Adjusted EBITDA of 4.4x



## Strong Credit Ratings

Moody's

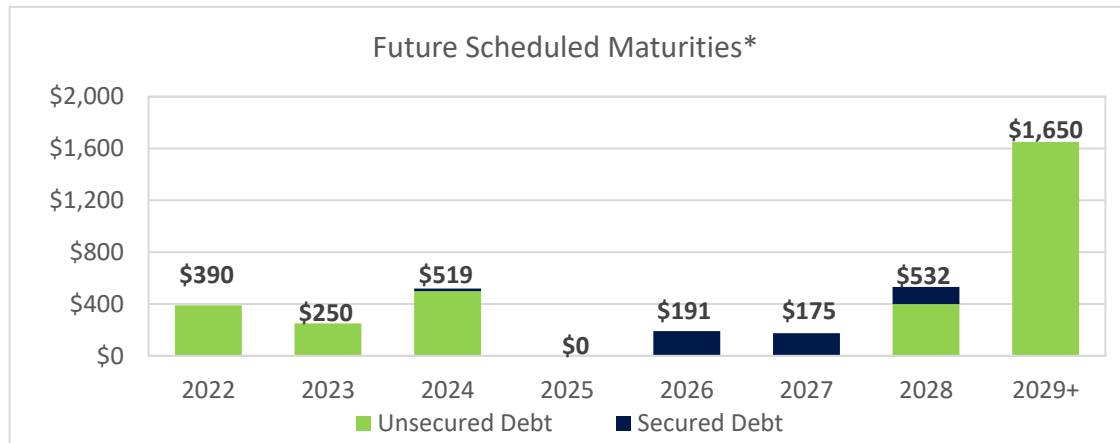
A3  
Stable

Fitch

A-  
Stable

Standard & Poor's

A-  
Stable



\*Excluding Unsecured Revolving Credit Facility.





## Other Initiatives

# Technology

- Completed the installation of smart access gates and door locks to reduce the use of physical keys, improve customer experience, provide efficiencies for maintenance teams, and facilitate self-guided tours
- Completed the rollout of mobile maintenance and improved self-service online functionality for our residents
- Transforming talent management with Oracle Cloud solution for employee recruiting and human resources platforms
- Improving the sales process with Funnel, a customer-centric Artificial Intelligence (AI) platform that enables customers to efficiently and virtually interact with Camden 24/7 to obtain pricing and other information and to schedule virtual or in-person tours
- Investing in multifamily innovation directly with Funnel and Bilt, helping to shape their offerings and realize a competitive advantage
- Leveraging our Moderne Ventures and Fifth Wall investments to help solve business problems with creative technology solutions
- Evaluating other initiatives to increase revenues, reduce expenses and provide a better living experience for our residents





# Corporate Social Responsibility



Creating a Sustainable Future  
2020 CORPORATE RESPONSIBILITY REPORT

Camden's purpose is to improve the lives of our team members, customers and shareholders, one experience at a time. We are committed to creating long-term value and integrating sustainable practices into all aspects of our business.

Camden's most recent Corporate Social Responsibility Report is available online in the Investors section of our website at [camdenliving.com](https://camdenliving.com)



# ESG Highlights – Environmental

- Formed energy taskforce to focus on reducing energy usage (electric, gas, water, waste)
- Completed historical utility data collection to facilitate future benchmarking, and established goals and targets
- Performed physical climate risk assessment of portfolio
- Formalized policy regarding green building certifications
- Evaluating renewable energy sources (green plans, utility-scale solar farms, energy credits, solar panels)



21  
Green Building  
Certifications



Over 150 electric  
vehicles charging  
stations across our  
portfolio



Waste removal and  
recycling services  
available in over 80%  
of our communities

Reduce common area  
energy use by 15% by 2030

**ENERGY**

Reduce common area  
water use by 15% by 2030

**WATER**

Reduce landfill-bound  
waste by 15% by 2030

**WASTE**

Procure 15% of electricity  
for common areas from  
renewable sources by 2030

**RENEWABLE ENERGY**

Reduce common area  
emissions by 15% by 2030

**GHG EMISSIONS**

# ESG Highlights – Social

- Established DEI committee and appointed Ric Campo as Chair of DEI Committee
- Ric Campo signed the CEO Action for Diversity and Inclusion™ pledge
- Donated to organizations furthering DEI efforts
- Enhanced disclosure of employee demographics and statistics
- Improved communication and disclosure of activities related to resident and community engagement



## Total Employment

Male 58%

Female 42%

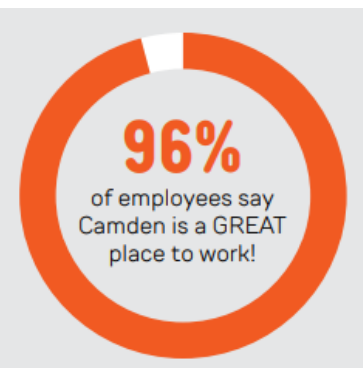
(as of 12/31/21)

6.2 YRS

Average  
Employee  
Tenure

11.7 YRS

Average  
Management  
Tenure



CEO **[ACT!ON]** FOR  
DIVERSITY & INCLUSION



# ESG Highlights – Governance

- Expanded Proxy Access
- Appointed Ric Campo as Chair of Sustainability Committee
- Added ESG oversight to duties and responsibilities of Camden's Nominating and Corporate Governance Committee
- Completed Materiality Assessment regarding ESG items most important to all Camden stakeholders
- Improved disclosures and updated policies regarding corporate governance
- Updated and enhanced Vendor Code of Conduct

## Board Diversity

African American 10%

Indian American 10%

Hispanic 30%

White 50%

30%  
Female

70%  
Male

(as of 8/31/22)

## 2021 Shareholder Engagement

Met with  
**220**  
Investment  
Firms

Hosted  
**22**  
Conference  
Calls

Conducted  
**367**  
Investor  
Meetings

Attended  
**6**  
Industry  
Conferences







# Appendix



# Non-GAAP Financial Measures Definitions & Reconciliations

This document contains certain non-GAAP financial measures management believes are useful in evaluating an equity REIT's performance. Camden's definitions and calculations of non-GAAP financial measures may differ from those used by other REITs, and thus may not be comparable. The non-GAAP financial measures should not be considered as an alternative to net income as an indication of our operating performance, or to net cash provided by operating activities as a measure of our liquidity.

## FFO

The National Association of Real Estate Investment Trusts ("NAREIT") currently defines FFO as net income (computed in accordance with accounting principles generally accepted in the United States of America ("GAAP")), excluding depreciation and amortization related to real estate, gains (or losses) from the sale of certain real estate assets (depreciable real estate), impairments of certain real estate assets (depreciable real estate), gains or losses from change in control, and adjustments for unconsolidated joint ventures to reflect FFO on the same basis. Our calculation of diluted FFO also assumes conversion of all potentially dilutive securities, including certain non-controlling interests, which are convertible into common shares. We consider FFO to be an appropriate supplemental measure of operating performance because, by excluding gains or losses on dispositions of depreciable real estate, and depreciation, FFO can assist in the comparison of the operating performance of a company's real estate investments between periods or to different companies. A reconciliation of net income attributable to common shareholders to FFO is provided below:

## Adjusted FFO

In addition to FFO, we compute Adjusted FFO ("AFFO") as a supplemental measure of operating performance. AFFO is calculated utilizing FFO less recurring capital expenditures which are necessary to help preserve the value of and maintain the functionality at our communities. Our definition of recurring capital expenditures may differ from other REITs, and there can be no assurance our basis for computing this measure is comparable to other REITs. A reconciliation of FFO to AFFO is provided below:

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
FFO/ADJUSTED FFO	2022	2021	2022	2021
Net income attributable to common shareholders	\$497,315	\$30,179	\$578,060	\$61,526
Real estate depreciation and amortization	155,206	97,122	265,743	187,829
Adjustments for unconsolidated joint ventures	-	2,630	2,709	5,229
Income allocated to non-controlling interests	1,571	1,260	4,427	2,386
Gain on sale of operating property	-	-	(36,372)	-
Gain on acquisition of unconsolidated joint venture interests	(474,146)	-	(474,146)	-
<b>Funds from operations</b>	<b>\$179,946</b>	<b>\$131,191</b>	<b>\$340,421</b>	<b>\$256,970</b>
Less: recurring capitalized expenditures	(21,430)	(18,808)	(35,681)	(31,488)
<b>Adjusted funds from operations</b>	<b>\$158,516</b>	<b>\$112,383</b>	<b>\$304,740</b>	<b>\$225,482</b>
Weighted average number of common shares outstanding:				
EPS diluted	109,745	100,767	108,393	100,197
FFO/AFFO diluted	109,745	102,444	108,393	101,896
Total earnings per common share – diluted	<b>\$4.54</b>	<b>\$0.30</b>	<b>\$5.37</b>	<b>\$0.61</b>
Real estate depreciation and amortization	1.41	0.95	2.45	1.84
Adjustments for unconsolidated joint ventures	-	0.02	0.02	0.05
Income allocated to non-controlling interests	0.01	0.01	0.01	0.02
Gain on sale of operating property	-	-	(0.34)	-
Gain on acquisition of unconsolidated joint venture interests	(4.32)	-	(4.37)	-
<b>FFO per common share - diluted</b>	<b>\$1.64</b>	<b>\$1.28</b>	<b>\$3.14</b>	<b>\$2.52</b>
Less: recurring capitalized expenditures	(0.20)	(0.18)	(0.33)	(0.31)
<b>AFFO per common share - diluted</b>	<b>\$1.44</b>	<b>\$1.10</b>	<b>\$2.81</b>	<b>\$2.21</b>

# Non-GAAP Financial Measures Definitions & Reconciliations

## Expected FFO

Expected FFO is calculated in a method consistent with historical FFO, and is considered an appropriate supplemental measure of expected operating performance when compared to expected earnings per common share (EPS). Guidance excludes gains, if any, from real estate transactions not sold as of quarter close due to the uncertain timing and extent of property dispositions and the resulting gains/losses on sales. A reconciliation of the ranges provided for diluted EPS to expected FFO per diluted share is provided below:

Note: This table contains forward-looking statements. Please see paragraph regarding forward-looking statements earlier in this document.

## Net Operating Income (NOI)

NOI is defined by the Company as property revenue less property operating and maintenance expenses less real estate taxes. NOI is further detailed in the Components of Property NOI schedules on page 11 of the 2Q22 Earnings Release and Supplemental Financial Information. The Company considers NOI to be an appropriate supplemental measure of operating performance to net income attributable to common shareholders because it reflects the operating performance of our communities without allocation of corporate level property management overhead or general and administrative costs. A reconciliation of net income attributable to common shareholders to net operating income is provide below:

	3Q22 Range		2022 Range	
	Low	High	Low	High
<b>EXPECTED FFO</b>				
Expected earnings per common share - diluted	\$0.24	\$0.28	\$5.87	\$6.07
Expected real estate depreciation and amortization	1.43	1.43	5.18	5.18
Expected adjustments for unconsolidated joint ventures	-	-	0.02	0.02
Expected income allocated to non-controlling interests	0.01	0.01	0.07	0.07
(Gain) on acquisition of unconsolidated joint venture interests	-	-	(4.32)	(4.32)
Reported (gain) on sale of operating properties	-	-	(0.34)	(0.34)
<b>Expected FFO per share - diluted</b>	<b>\$1.68</b>	<b>\$1.72</b>	<b>\$6.48</b>	<b>\$6.68</b>

	Three Months Ended		Six Months Ended	
	June 30,		June 30,	
	2022	2021	2022	2021
<b>NET OPERATING INCOME (NOI)</b>				
Net income	\$498,886	\$31,439	\$582,487	\$63,912
Less: Fee and asset management income	(1,190)	(2,263)	(3,640)	(4,469)
Less: Interest and other income	(662)	(257)	(2,793)	(589)
Less: Income/(loss) on deferred compensation plans	14,678	(6,400)	22,175	(10,026)
Plus: Property management expense	7,282	6,436	14,496	12,560
Plus: Fee and asset management expense	359	1,019	1,534	2,151
Plus: General and administrative expense	15,734	15,246	30,524	29,468
Plus: Interest expense	29,022	24,084	53,564	47,728
Plus: Depreciation and amortization expense	157,734	99,586	270,872	192,727
Plus: Expense/(benefit) on deferred compensation plans	(14,678)	6,400	(22,175)	10,026
Less: Gain on sale of operating property	-	-	(36,372)	-
Less: Gain on acquisition of unconsolidated joint venture interests	(474,146)	-	(474,146)	-
Less: Equity in income of joint ventures	-	(2,198)	(3,048)	(4,112)
Plus: Income tax expense	886	460	1,476	812
<b>NOI</b>	<b>\$233,905</b>	<b>\$173,552</b>	<b>\$434,954</b>	<b>\$340,188</b>
"Same Property" Communities	\$187,615	\$161,059	\$368,893	\$318,055
Non-"Same Property" Communities	43,416	7,154	60,093	12,440
Development and Lease-Up Communities	1,379	253	2,294	274
Other	1,495	5,086	3,674	9,419
<b>NOI</b>	<b>\$233,905</b>	<b>\$173,552</b>	<b>\$434,954</b>	<b>\$340,188</b>

# Non-GAAP Financial Measures Definitions & Reconciliations

## Adjusted EBITDA

Adjusted EBITDA is defined by the Company as earnings before interest, taxes, depreciation and amortization, including net operating income from discontinued operations, excluding equity in (income) loss of joint ventures, (gain) loss on sale of unconsolidated joint venture interests, gain on acquisition of controlling interest in joint ventures, gain on sale of operating properties including land, loss on early retirement of debt, as well as income (loss) allocated to non-controlling interests. The Company considers Adjusted EBITDA to be an appropriate supplemental measure of operating performance to net income attributable to common shareholders because it represents income before non-cash depreciation and the cost of debt, and excludes gains or losses from property dispositions. Annualized Adjusted EBITDA is Adjusted EBITDA as reported for the period multiplied by 4 for quarter results and by 2 for six month results. A reconciliation of net income attributable to common shareholders to Adjusted EBITDA is provided below:

## NET DEBT TO ANNUALIZED ADJUSTED EBITDA

The Company believes Net Debt to Annualized Adjusted EBITDA to be an appropriate supplemental measure of evaluating balance sheet leverage. Net Debt is defined by the Company as the average monthly balance of Total Debt during the period, less the average monthly balance of Cash and Cash Equivalents during the period. The following tables reconcile average Total debt to Net debt and computes the ratio to Adjusted EBITDA for the following periods:

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
<b>ADJUSTED EBITDA</b>				
Net income attributable to common shareholders	\$497,315	\$30,179	\$578,060	\$61,526
Plus: Interest expense	29,022	24,084	53,564	47,728
Plus: Depreciation and amortization expense	157,734	99,586	270,872	192,727
Plus: Income allocated to non-controlling interests	1,571	1,260	4,427	2,386
Plus: Income tax expense	886	460	1,476	812
Less: Gain on sale of operating property	-	-	(36,372)	-
Less: Gain on acquisition of unconsolidated joint venture interests	(474,146)	-	(474,146)	-
Less: Equity in income of joint ventures	-	(2,198)	(3,048)	(4,112)
<b>Adjusted EBITDA</b>	<b>\$212,382</b>	<b>\$153,371</b>	<b>\$394,833</b>	<b>\$301,067</b>
<b>Annualized Adjusted EBITDA</b>	<b>\$849,528</b>	<b>\$613,484</b>	<b>\$789,666</b>	<b>\$602,134</b>

	Average Monthly Balance for Three Months Ended June 30,		Average Monthly Balance for Six Months Ended June 30,	
	2022	2021	2022	2021
<b>NET DEBT TO ANNUALIZED ADJUSTED EBITDA</b>				
Unsecured notes payable	\$3,231,938	\$3,168,180	\$3,284,799	\$3,167,713
Secured notes payable	514,650	-	257,325	-
<b>Total debt</b>	<b>3,746,588</b>	<b>3,168,180</b>	<b>3,542,124</b>	<b>3,167,713</b>
Less: Cash and cash equivalents	(31,302)	(347,724)	(360,731)	(318,812)
<b>Net Debt</b>	<b>\$3,715,286</b>	<b>\$2,820,456</b>	<b>\$3,181,393</b>	<b>\$2,848,901</b>

	Three Months Ended June 30,		Six Months Ended June 30,	
	2022	2021	2022	2021
Net debt	\$3,715,286	\$2,820,456	\$3,181,393	\$2,848,901
Annualized Adjusted EBITDA	849,528	613,484	789,666	602,134
<b>Net Debt to Annualized Adjusted EBITDA</b>	<b>4.4x</b>	<b>4.6x</b>	<b>4.0x</b>	<b>4.7x</b>

