centerspace

Investor Presentation

November 2021

SAFE HARBOR STATEMENT AND LEGAL DISCLOSURE

Certain statements in this presentation are "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties, and other factors that may cause actual results to differ materially from expected results. These statements may be identified by our use of words such as "expects," "plans," "estimates," "anticipates," "projects," "intends," "believes," and similar expressions that do not relate to historical matters. Such risks, uncertainties, and other factors include, but are not limited to, changes in general and local economic and real estate market conditions, rental conditions in our markets, fluctuations in interest rates, the effect of government regulations, the availability and cost of capital and other financing risks, risks associated with our value-add and redevelopment opportunities, the failure of our property acquisitions and disposition activities to achieve expected results, competition in our markets, our ability to attract and retain skilled personnel, our ability to maintain our tax status as a real estate investment trust (REIT), and those risks and uncertainties detailed from time to time in our filings with the Securities and Exchange Commission, including the "Management's Discussion and Analysis of Financial Condition and Results of Operations" and "Risk Factors" contained in our Form 10-K for the period ended December 31, 2020. We assume no obligation to update or supplement forward-looking statements that become untrue due to subsequent events.

Strong Operating Results Driven by Consistent Occupancy and Accelerating Rent Growth

- Same-store lease over lease growth held steady at **10.8% in Q3** compared to 10.0% in Q2 2021 and 0.7% in Q1 2021
- Same-store renewal lease growth accelerated to **7.2% in Q3** compared to 5.6% in Q2 2021 up from 4.0% in Q1 2021
- Same-store occupancy remains strong at **94.3% in Q3** compared to 94.3% in Q3 2020

Acquisition and Disposition Activity Continues

- September 2021 acquisition of 2,696 homes in Minneapolis and St. Cloud for a purchase price of $359.9 million financed with issuance of convertible preferred operating partnership units and favorable long-term debt
- October 2021 disposition of sole remaining commercial property, Minot IPS in Minot, ND for an aggregate sale price of $2.3M
- May 2021 disposition of 596 homes in Rochester, Minnesota for a sale price of $60.0M
- January 2021 acquisition of Union Pointe for an aggregate purchase price of $76.9M enhanced scale in Denver to 1,713 homes in 5 communities

Operating Initiatives Progress to Enhance Customer Experience and Margin Enhancement

- Technology implementation underway to further operating efficiencies across the portfolio
- Value add opportunities include unit and common area renovations as well as adding amenities such as clubhouses, fitness centers, dog parks and package locker solutions

Better Every Days

A lot has changed since our business began, and the change of our name to Centerspace is a reflection of who we have become.

The rebrand of the company reflects our mission to provide great homes for our residents, our teams, and our investors. It is about coming together for the benefit of everyone – something in which each and every member of our team believes.



COMPANY SNAPSHOT

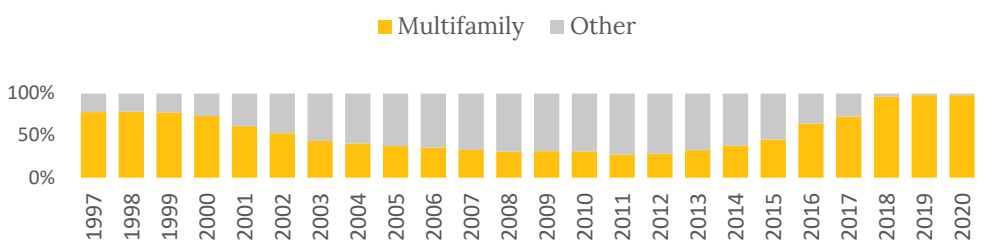
Focused on Growth in Multifamily



PORTFOLIO SUMMARY

- Founded in 1970, celebrating over 50 Years
- Apartment owner/operator with 14,275 homes
- Publicly traded since 1997
- Portfolio transformation from diversified to focused multifamily from 2017-2019
- Total capitalization of $2.6 billion(1)
- Added to the S&P SmallCap 600 Index in 2020

Multifamily and Other % of Gross Real Estate Assets



(1) See page 18 for breakdown

Differentiated Markets
Strong Midwest markets led by Minneapolis and Denver
Nashville a new target market

Internal Growth Opportunity
Enhanced operating platform

Value-Add Opportunity
Deep value-add pipeline

Balance Sheet Flexibility
Strong balance sheet with sufficient liquidity to capitalize on future opportunities

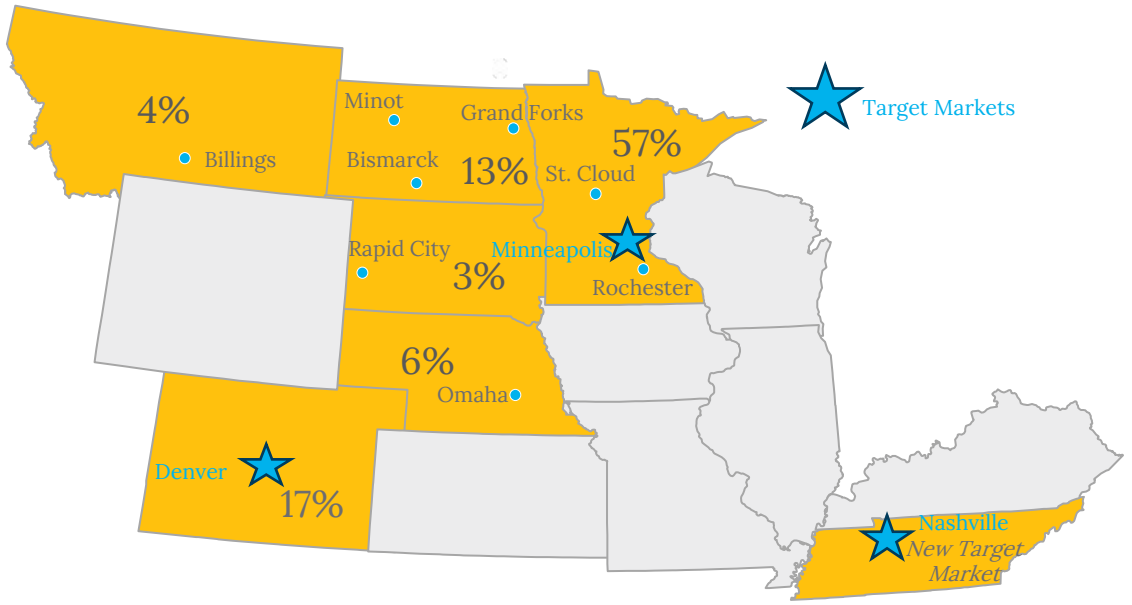
Experienced Leadership
High caliber management and board executing a sound strategic plan

PORTFOLIO OVERVIEW

Differentiated Portfolio-Strong Midwest Markets

Region	Homes	Q3 Avg. Rev per Occ. Home[1]
Denver, CO	1,713	$2,110
Minneapolis, MN [3]	4,901	$1,593
North Dakota	2,422	$1,305
Omaha, NE	1,370	$1,174
Rochester, MN	1,122	$1,680
St. Cloud, MN [3]	1,524	$1,194
Other Mountain West[2]	1,223	$1,267
Total / Average	**14,275**	**$1,503 [3]**

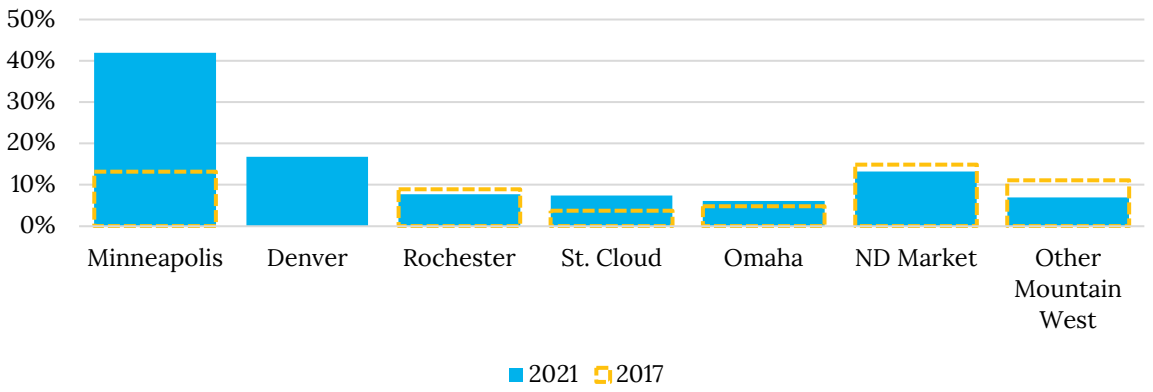
Percent of NOI by State [3]



Multifamily Acquisitions and Dispositions Since 2017

- Acquired 27 new communities in our target markets for $1.1 billion
- $355 million in dispositions including 35 communities as we reduce our exposure to less efficient communities in lower-growth markets

% of NOI by Market – September 2021 vs 2017 [3]



(1) Average monthly revenue per occupied home is defined as total rental revenues divided by the financial occupancy of apartment homes for the period
(2) Includes Rapid City, SD and Billings, MT
(3) Proforma including 2021 acquisitions

REVISED 2021 FINANCIAL OUTLOOK

Updated Outlook

Outlook: May 3, 2021

	Range for 2021			
	2020 Actual	Low	High	Mid-Point
Earnings per Share	$(0.15)	$0.10	$0.50	$0.30
Revenue	$167,807	0.0%	3.0%	1.5%
Total Expenses	$67,892	3.0%	5.0%	4.0%
NOI	$97,915	(1.5%)	1.5%	0.0%
FFO per Share	$3.47	$3.38	$3.62	$3.50
Core FFO per Share	$3.78	$3.48	$3.72	$3.60

Outlook: August 2, 2021

	Range for 2021		
	Low	High	Mid-Point
Earnings per Share	$0.58	$0.76	$0.67
Revenue	2.0%	3.5%	2.8%
Total Expenses	4.0%	6.0%	5.0%
NOI	0.5%	2.0%	1.3%
FFO per Share	$3.64	$3.83	$3.74
Core FFO per Share	$3.78	$3.94	$3.86

Outlook: November 2, 2021

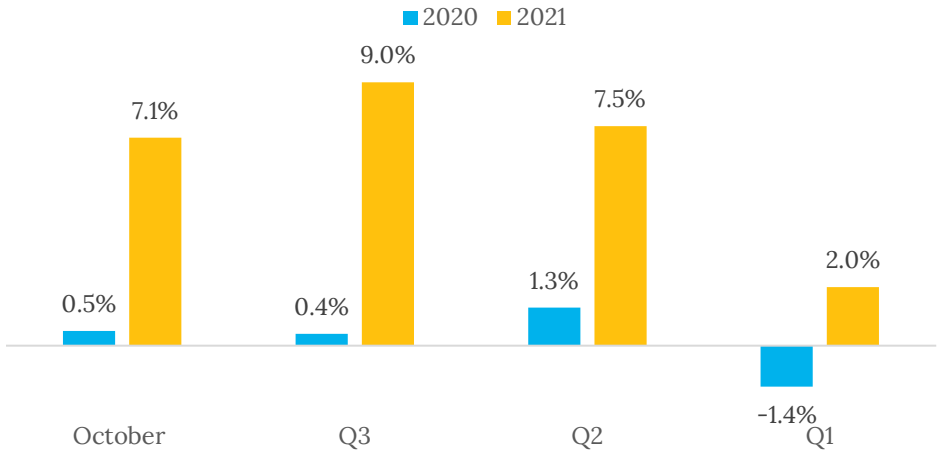
	Range for 2021		
	Low	High	Mid-Point
Earnings per Share	$(0.36)	$(0.24)	$(0.30)
Revenue	3.5%	4.0%	3.8%
Total Expenses	4.5%	5.0%	4.8%
NOI	3.0%	3.5%	3.3%
FFO per Share	$3.40	$3.52	$3.46
Core FFO per Share	$3.92	$4.02	$3.97

- No changes to additional 2021 full-year assumptions
- Increased mid-point of Core FFO by 3.0% since May

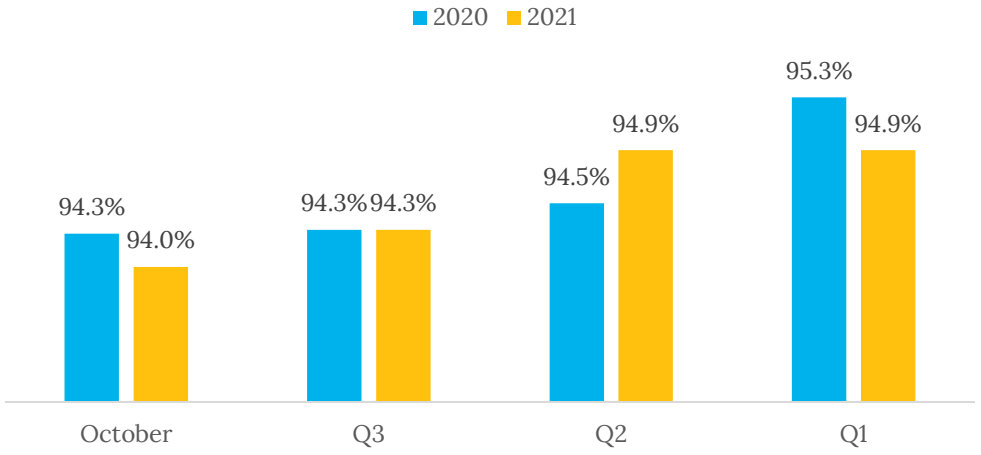
OPERATIONS UPDATE

Leasing Trends Remain Strong

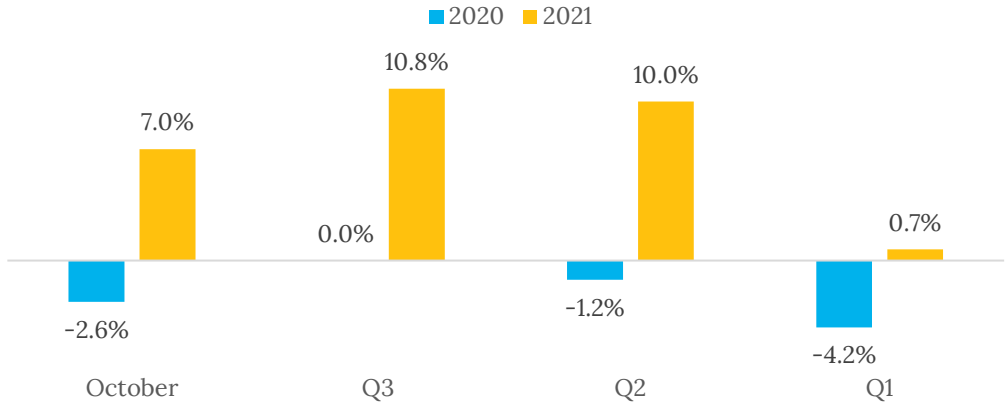
Same Store Blended Rental Rate Growth



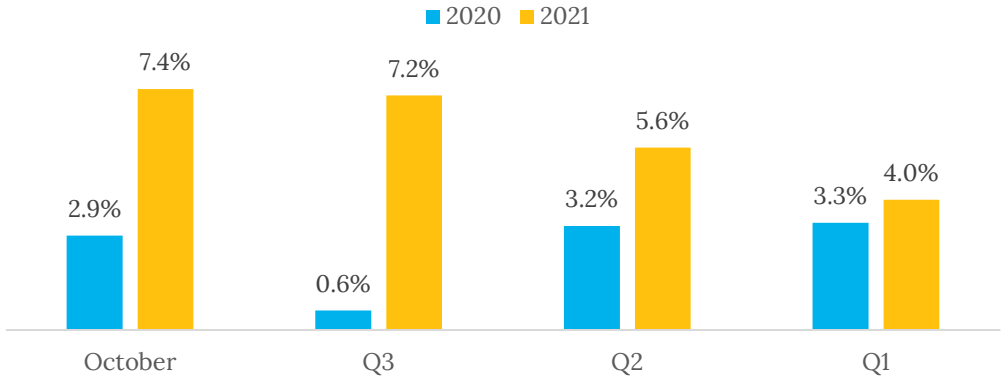
Same Store Weighted Average Occupancy



Same Store New Lease Rate Growth



Same Store Renewal Rate Growth



MINNEAPOLIS/ST. CLOUD 2,696 HOME ACQUISITION

Portfolio Acquisition Overview

Description

- $323,800,000 purchase price ($120k/home)
- 2,696 homes, 95.9% occupied
- Strong submarket locations in Minneapolis and St. Cloud regions
- Growth opportunity through revenue optimization initiatives and future value-add implementations

Enterprise Highlights

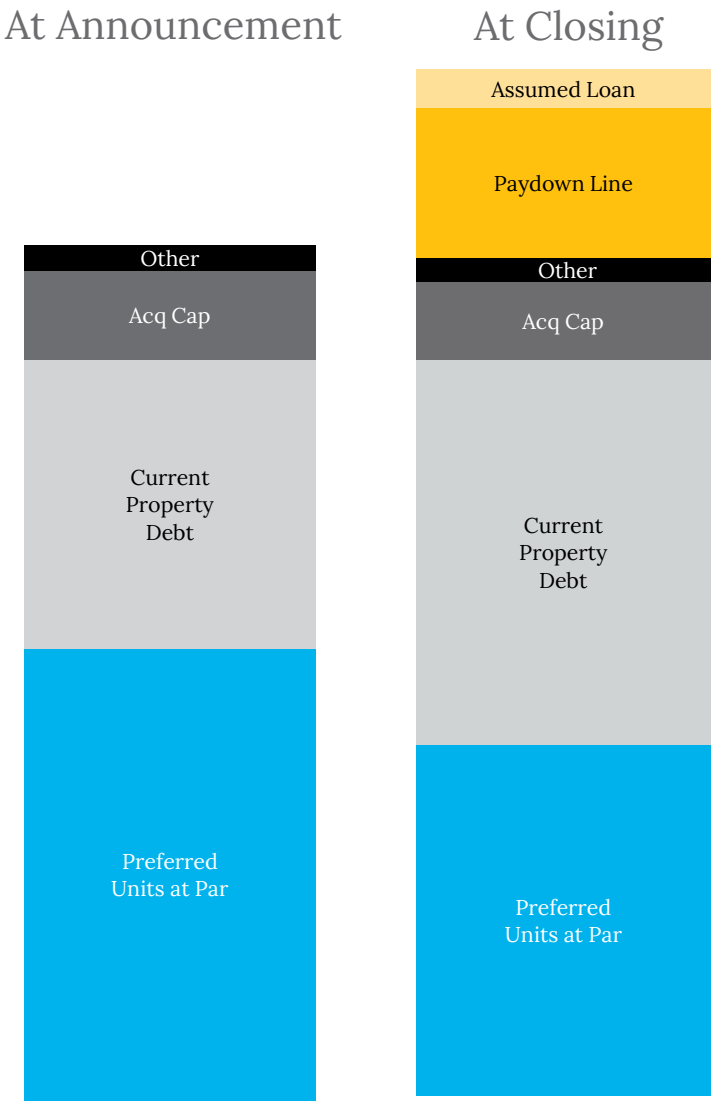
- Accretive equity issuance
- Deepens value add pipeline
- Increases % of NOI from target market
- Attractive rents relative to new supply for-sale housing in the Twin Cities
- Accretive to enterprise cash flow growth

Community Highlights

- KMS communities well located within their submarkets with proximity to jobs, retail and amenities
- Rent level attainable to large pool of renters
- Majority of communities in portfolio are low density with attractive garden style feel and select densification opportunities
- Strong historical occupancy

ACQUSITION PORTFOLIO PLAN

Acquisition Accretive to Earnings



Capital Spend

- Approximately $40.0 million of capital will be spent into repositioning the communities over the next 24-36 months

Existing property debt has been assumed and refinanced

- $198,850,000 refinanced under a Fannie Mae credit facility with a weighted average interest rate of 2.78% and maturities at 9.81 years
- $20M loan assumed with an interest rate of 4.31%
- Additional Fannie Mae proceeds used to pay down existing indebtedness
- Acquisition is leverage neutral to current capital stack

Terms on Preferred Units are:

- 3.875% of par value per annum fixed dividend payment
- $83.00 per common operating partnership unit conversion price (conversion from convertible preferred units to common operating partnership units at Seller's election); 2.38M common share equivalents if converted
- CSR can convert, at its sole election, Seller's convertible preferred units into common operating partnership units if CSR's stock price had traded at $83.00/share or greater for 15 of 30 consecutive trading days, AND
- CSR's common dividend has been paid at a level for three consecutive quarters where Seller's as-converted common operating partnership units would earn the equivalent of at least 3.875% yield on Seller's convertible preferred units ($3.22 per share annual dividend threshold)

MINNEAPOLIS/ST.CLOUD ACQUSITION

Communities

Property	Market	Homes
Palisades	Minneapolis	330
River Pointe	Minneapolis	301
Woodland Pointe	Minneapolis	288
Burgundy/Hillsboro Court	Minneapolis	251
Windsor Gates	Minneapolis	200
Woodhaven	Minneapolis	178
New Hope Garden/New Hope Village	Minneapolis	151
Wingate	Minneapolis	136
Bayberry Place	Minneapolis	120
Gatewood	St. Cloud	120
Legacy	St. Cloud	119
Venue on Knox	Minneapolis	97
Plymouth Pointe	Minneapolis	96
Pointe West	St. Cloud	93
Grove Ridge	Minneapolis	84
Southdale Parc	Minneapolis	70
The Portage	Minneapolis	62
Total		**2,696**



Venue on Knox, Minneapolis MN



Venue on Knox rooftop deck



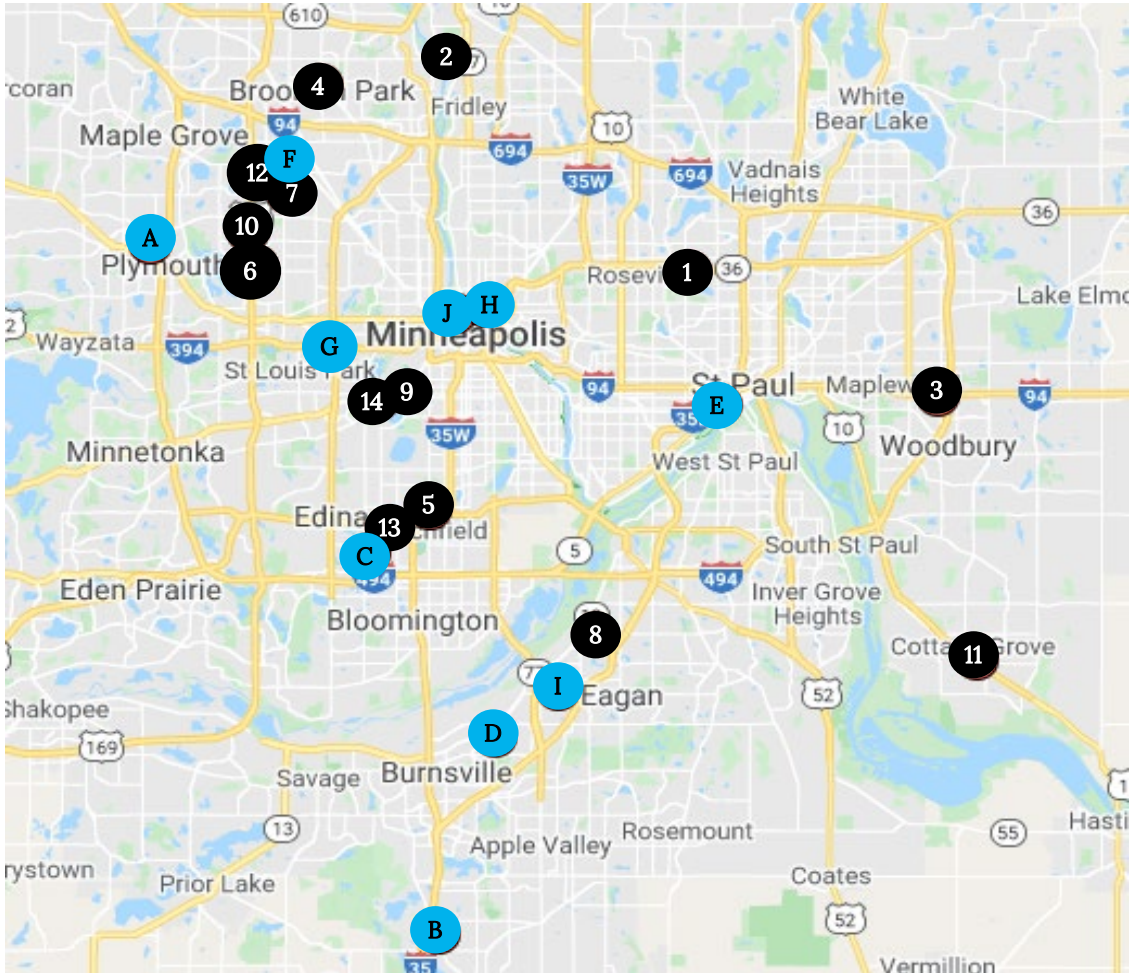
River Pointe Aerial



Woodland Pointe, Woodbury MN

PORTFOLIO ACQUISITION ADDS KEY SUBMARKET EXPOSURE IN TWIN CITIES

Minneapolis Map



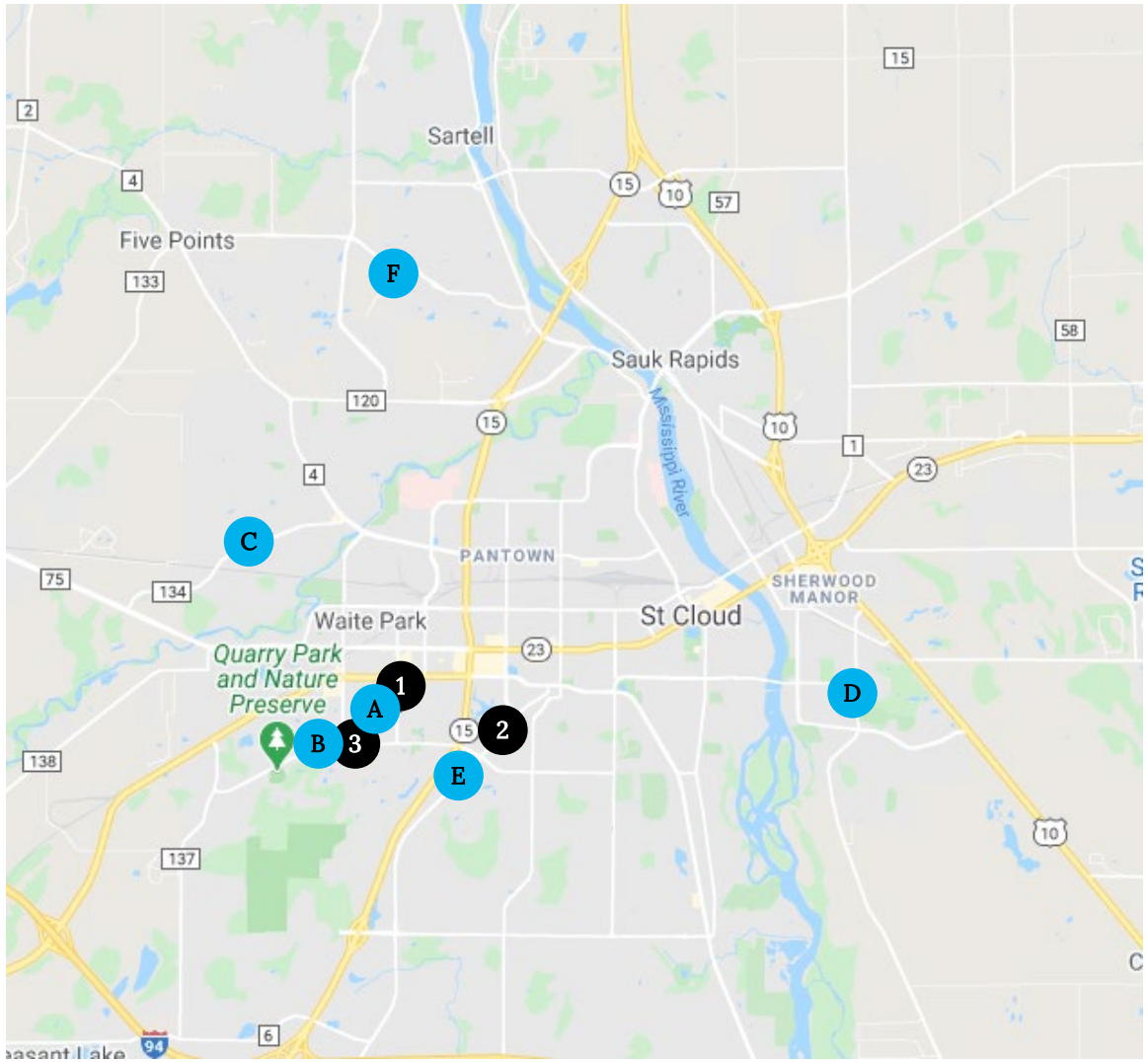
Not pictured CSR communities located outside map boundary: Evergreen and Rum River (Isanti), and Monticello Crossings and Monticello Village (Monticello)

(1) CSR Total does not include 406 homes located outside the map boundary: Evergreen and Rum River (Isanti), and Monticello Crossings and Monticello Village (Monticello)

	Name	Address	City	Built	Units
1	Palisades	560 W Sandhurst Dr	Roseville	1970	330
2	River Pointe	7855 E River Rd	Fridley	1971	301
3	Woodland Pointe	6850 Ashwood Rd	Woodbury	1974	288
4	Windsor Gates	7821 Zane Ave N	Brooklyn Park	1970	200
5	Woodhaven	6045 Lyndale Ave S	Minneapolis	1974	178
6	Burgundy/Hillsboro Court	2911 Hillsboro Ave N	New Hope	1968	251
7	Wingate	7700 49th Ave N	New Hope	1967	136
8	Bayberry Place	3395 Yankee Doodle Ln	Eagan	1995	120
9	Venue on Knox	2893 Knox Ave S	Minneapolis	1959	97
10	Plymouth Pointe	9630 37th Pl N	Plymouth	1968	96
11	Grove Ridge	8120 E Point Douglas Rd S	Cottage Grove	1973	84
12	New Hope Garden/New Hope Village	5600 Zealand Ave N	New Hope	1969	151
13	Southdale Parc	2720 W 66th St	Richfield	1962	70
14	The Portage	3146 Calhoun Blvd W	Minneapolis	1951	62
	Acqusition Total				**2,364**
A	Park Place	14550 34th Ave N	Plymouth	1985	500
B	SouthFork	18001 Jubilee Way	Lakeville	1988	272
C	71 France	7161 France Ave S	Edina	2016	241
D	Connelly on Eleven	2003 121st St E	Burnsville	1970	239
E	Oxbo	202 7th St W	St. Paul	2017	191
F	Ironwood Apartments	8400 Bass Lake Rd	New Hope	2018	182
G	Arcata	901 Xenia Ave S	Golden Valley	2014	165
H	Red 20	20 6th St NE	Minneapolis	2014	130
I	Boulder Court	4182 Rahn Rd	Eagan	1970	115
J	FreightYard	50 N 4th Avenue	Minneapolis	1900	96
	CSR Total (1)				**2,131**

PORTFOLIO ACQUSITION ADDS TO STRONG PERFORMING TEAM AND PORTFOLIO

St. Cloud Map



	Name	Address	City	Built	Units
1	Legacy	248 3rd St S	Waite Park	1983	119
2	Pointe West	3225 Maine Prairie Rd	Saint Cloud	1975	93
3	Gatewood	813 7th St S	Waite Park	1987	120
	Acquisiton Total				**332**
A	Park Meadows	408 Park Meadows Dr	Waite Park	1982	360
B	West Stonehill	690 Prosper Dr	Waite Park	1989	313
C	Cypress Court	906 Cypress Rd	St. Cloud	2015	196
D	Regency Park Estates	1615 15th Ave SE	St. Cloud	1994	149
E	Grand Gateway	4005 24th St S	St. Cloud	2002	116
F	Ponds	1211 7th Ave S	Sartell	2008	58
	CSR Total				**1,192**

Same-Store Minneapolis and St. Cloud NOI Growth

2018	2019	2020	3 Year CAGR
6.5%	12.5%	3.2%	8.6%

Same-Store Minneapolis and St. Cloud Rent Growth

2018	2019	2020	3 Year CAGR
6.4%	8.6%	2.3%	4.1%

MARKET OVERVIEW

Minneapolis and St. Cloud B Properties Demonstrably Outperform Luxury Throughout the Cycle

Minneapolis

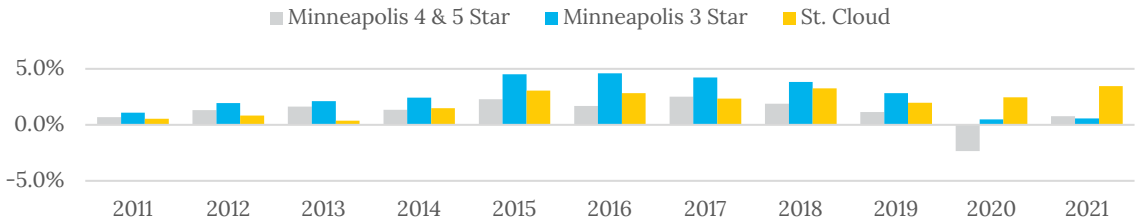
- Minneapolis MSA boasts a diversified economy being home to 17 Fortune 500 companies including UnitedHealth Group, Target and Best Buy
- The Twin Cities was well-positioned heading into the pandemic with a tight vacancy rate, strong demand, and solid rent growth
- The urban core has struggled with social distancing, business and office closures, and social unrest
- With roughly 10,000 units under construction, vacancy in the market is expected to continue to climb in urban class A properties
- Asking rent in 3-star (class B) properties has consistently outperformed 4- & 5-star (class A) properties since 2011 – this has been even more pronounced in the current economic environment as new deliveries have been concentrated in the urban core

St. Cloud

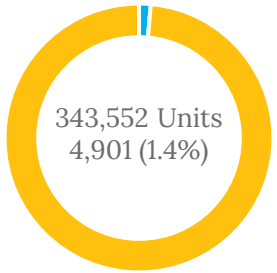
- St. Cloud boasts a low vacancy rate of 2.6%
- 154 units under construction is only ~1% of inventory
- Tight vacancy and low new supply is likely to lead to strong near-term rent growth
- St. Cloud's economy has benefitted from higher employment concentrations in manufacturing and education and health services
- CSR St. Cloud communities achieved 17.8% rent growth on new leases and 5.1% rent growth on renewals in Q3 2021

St. Cloud market and Minneapolis class B properties have consistently outperformed Minneapolis class A properties

Year-Over-Year Rent Growth

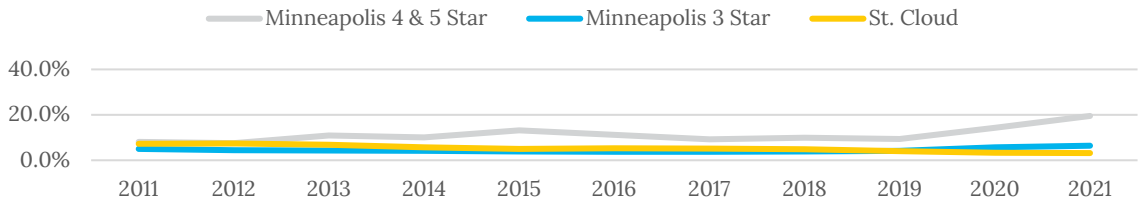


Source: CoStar

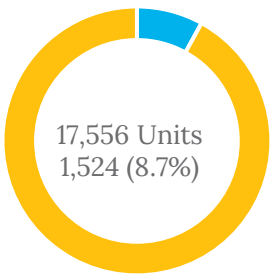


Source: US Census Bureau ACS

Vacancy



Source: CoStar



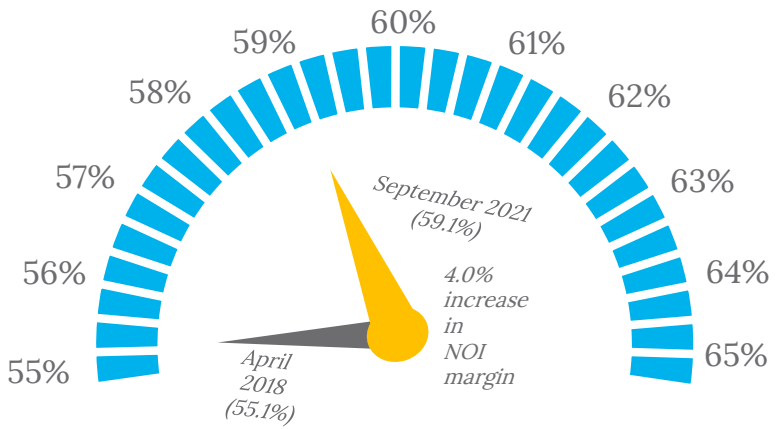
RISE BY 5

Margins Continue to Improve

Strong Operating Platform

Same-Store communities continue to see NOI margin growth

Same-Store NOI Margin



Buying Efficient Communities

Communities acquired have a weighted average margin of 57.2%

Acquisitions[3]	T12[2]			
	NOI Margin %	CapEx per Unit	NCF Margin %	Average Rent
Weighted Average	57.9%	$1,071	53.9%	$1,334

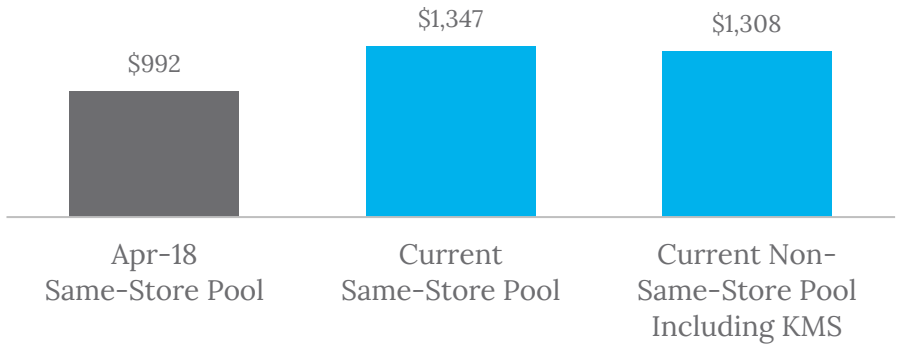
Selling Inefficient Communities

Communities sold have a weighted average margin of 49.9%

Dispositions	NOI Margin %	CapEx per Unit	NCF Margin %	Average Rent
Weighted Average	49.9%	$1,196	37.8%	$818

Average Monthly Revenue/Home

Includes rent and other income



(1) Gross Margin is calculated as revenue less controllable expenses as a % of revenue; controllable expenses include repairs & maintenance, utilities, administrative and marketing
(2) When T12 not available, T3 annualized, or underwriting
(3) Proforma including 2021 acqusitions

VALUE-ADD OPPORTUNITY

Enhancing Portfolio Through Renovation Projects

Highlights

- 12 communities are in the value-add process
- Value-add opportunities across the portfolio feature unit renovations, common areas, and adding amenities including clubhouses, fitness centers, dog park, outdoor kitchens, package locker solutions
- Enhancements improve asset position within the market and maintain competitive advantage



New Regency Lobby

Unit Renovations thru September 30

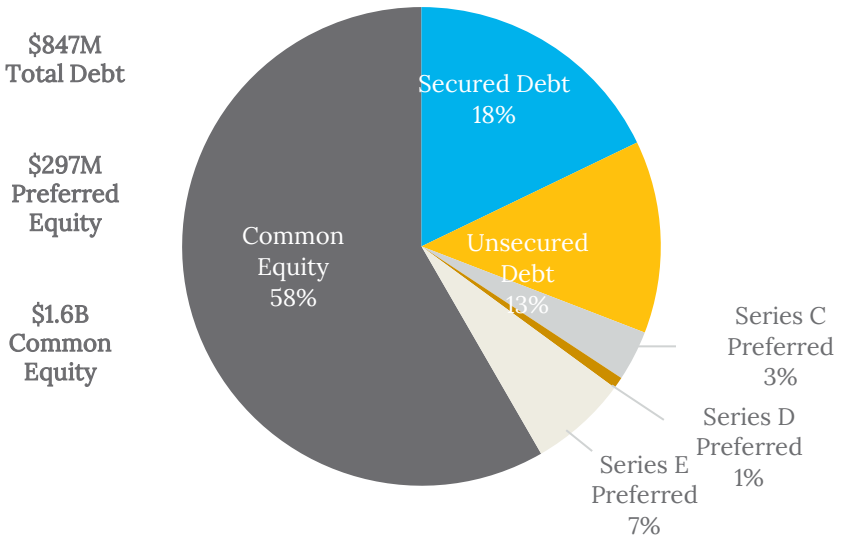
Property	Region	Homes to Renovate	Renovated	Date Complete	Avg. Cost per Unit [1]	Achieved Premium[2]	Estimated ROI[3]
Park Place	Minneapolis, MN	500	337	In process	$17,497	$252	18.20%
Connelly on Eleven	Minneapolis, MN	240	208	In process	$10,332	$139	18.70%
SouthFork	Minneapolis, MN	272	145	In process	$16,903	$271	21.70%
Whispering Ridge	Omaha, NE	336	174	In process	$6,532	$135	28.50%
Greenfield	Omaha, NE	96	24	In process	$12,902	$125	13.70%
Lakeside Village	Omaha, NE	208	52	In process	$16,668	$217	17.90%
Colony	Omaha, NE	232	28	In process	$24,626	$216	12.30%
Grandeville	Rochester, MN	275	105	In process	$14,365	$240	23.30%
Quarry Ridge	Rochester, MN	154	58	In process	$17,140	$215	16.80%
Woodridge	Rochester, MN	110	37	In process	$7,023	$82	16.10%
Regency Park Estates	St. Cloud, MN	147	53	In process	$16,863	$239	19.60%
West Stonehill	St. Cloud, MN	312	132	In process	$13,868	$239	22.50%
Total		2,882	1,353				

(1) Does not include costs related to amenity or common area upgrades
(2) Achieved premium is reflective of the completed and leased homes and does not include market rent changes
(3) ROI is defined by (premium X 12 months) plus turnover savings divided by (renovation vacancy loss plus total unit cost)

BALANCE SHEET

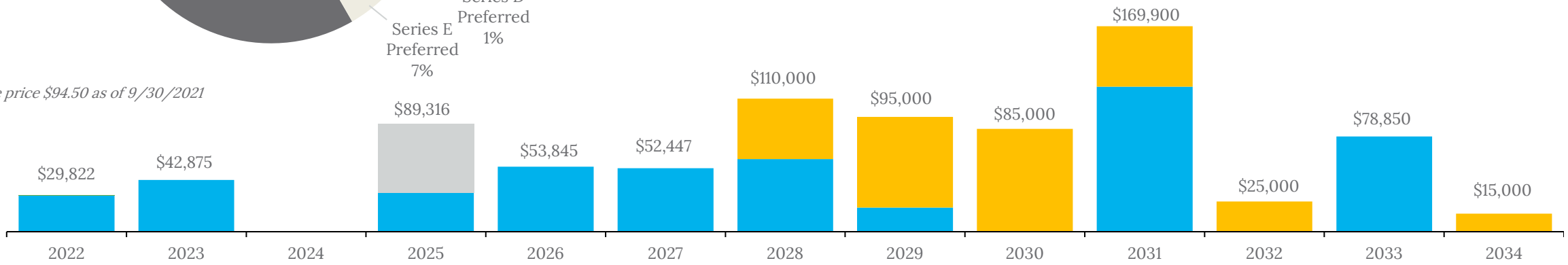
September 30, 2021

$2.6B Total Capitalization



Debt Summary	Amount	% of Total	Wtd Avg Int Rate	Wtd Avg Maturity
Total Secured Debt	490,056,042	58%	3.40%	6.99
Total Unsecured Debt	357,000,000	42%	2.99%	8.10
Private Placement	300,000,000	35%	3.12%	8.88
Line of Credit	57,000,000	7%	2.34%	4.00
Total Debt	847,056,043	100%	3.23%	7.46
Fixed Rate	847,056,043	100%	3.23%	7.46
Variable Rate	0	0%	0.00%	0.00

**Share price $94.50 as of 9/30/2021*

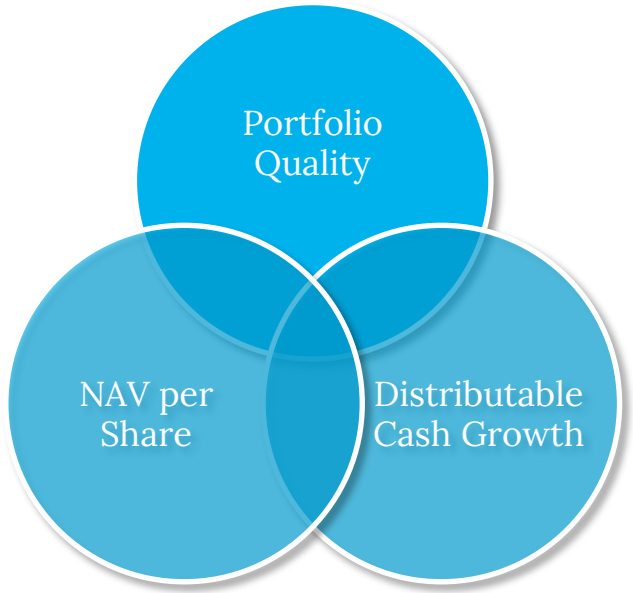


% of Total Maturing												
3.5%	5.1%	0.0%	10.5%	6.4%	6.2%	13.0%	11.2%	10.0%	20.1%	3.0%	9.3%	1.8%
Weighted Average Interest Rate												
4.1%	4.0%	0.0%	2.8%	3.7%	3.5%	3.1%	3.9%	2.6%	3.1%	2.7%	2.9%	2.8%

CAPITAL RECYCLING

Improving Portfolio Metrics

We focus our energy and capital on improving 3 long-term metrics



Our capital recycling program has enhanced the quality of our business by improving:

- The efficiency and growth potential of our communities
- Core FFO per share
- Our leverage metrics and overall balance sheet flexibility
- NAV per share

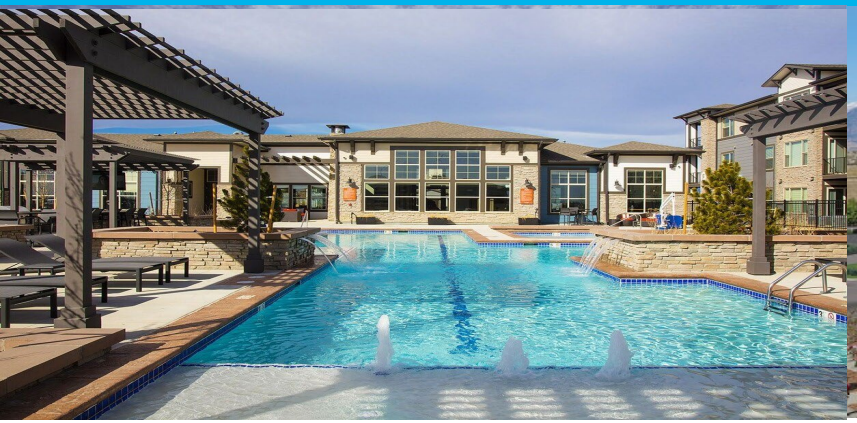
Multifamily portfolio quality has improved since 2017

2017	Today (1)
Communities	Communities
100	79
Homes	Homes
13,212	14,275
Homes per Community	Homes per Community
132	180
Buildings	Buildings
709	515
Avg Monthly Rent	Avg Monthly Rent
$980	$1,336
NOI Margin %	NOI Margin %
57.2%	57.8%
% of NOI in Top-50 MSA	% of NOI in Top-50 MSA
13%	74%

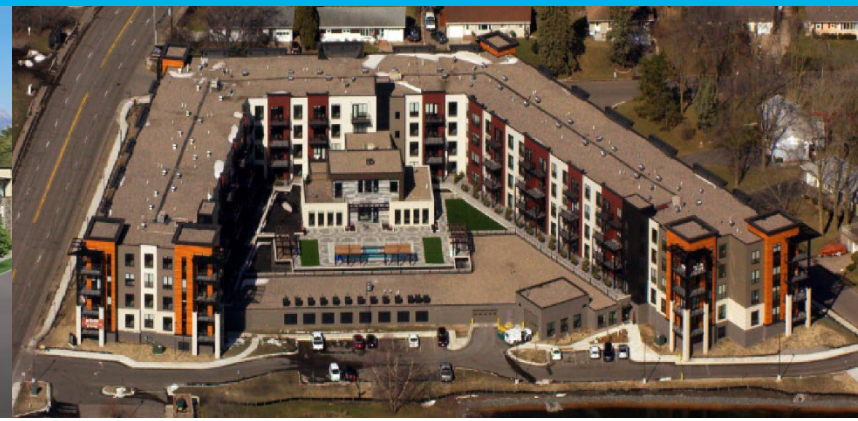
(1) Proforma including 2021 acquisitions

RECENT ACQUISITIONS

Focus on Expanding our Portfolio in Target Markets of Minneapolis and Denver







UNION POINTE APARTMENTS

DENVER, CO / $76.9 MILLION

- A 256-home community built in 2019
- Conveniently located Longmont with close proximity to Boulder
- Amenities include fitness center, workstations and a laptop bar, resort-style pool and bike and ski repair room
- One, two and three-bedroom homes feature quartz countertops, tile backsplash, stainless steel appliances, full size washer and dryers, and ample closet space

PARKHOUSE APARTMENTS

DENVER, CO / $144.7 MILLION

- A 465-home community built in 2016
- Conveniently located in the north metro of Denver with close proximity to employment centers and amenities
- Amenities include two fitness centers, two billiard room, community garden, and resort style pool
- One, two and three-bedroom homes feature contemporary granite countertops, stainless steel appliances, walk-in closets, floor-to-ceiling windows

IRONWODD APARTMENTS

MINNEAPOLIS, MN / $46.3 MILLION

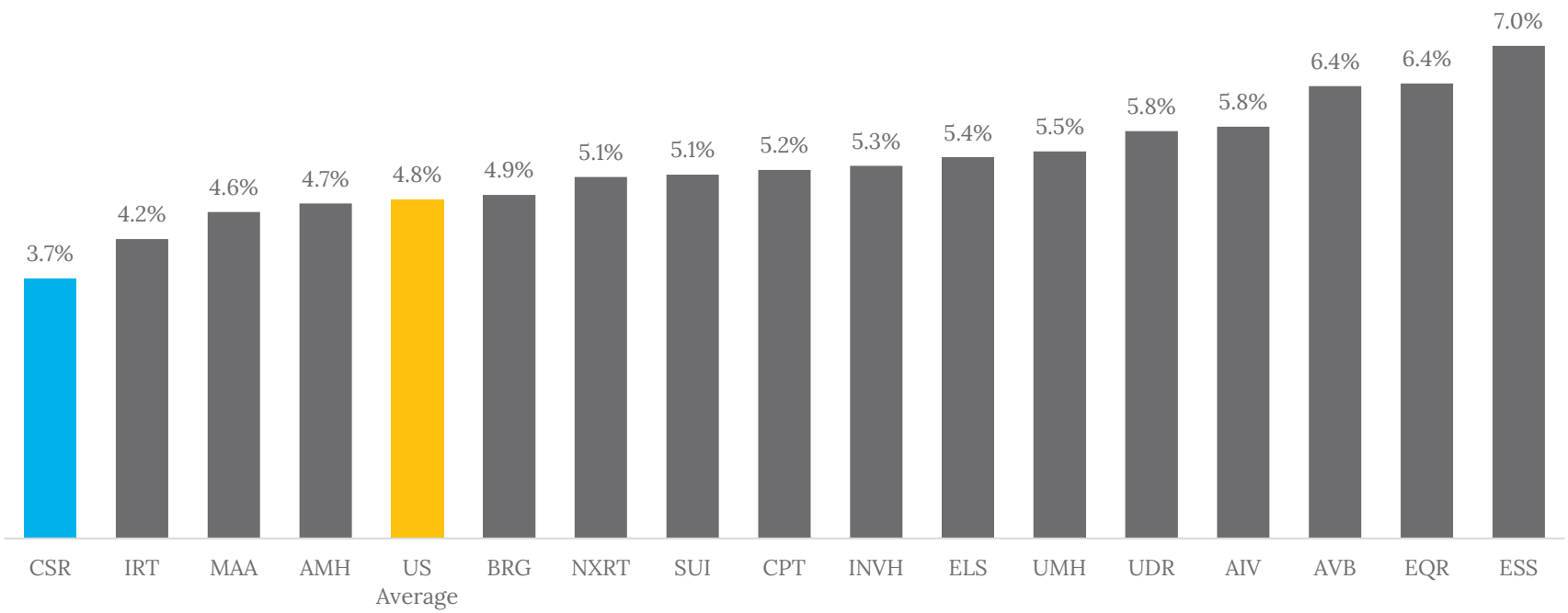
- A 182-home community built in 2018; first new product in submarket in 20 years
- Conveniently located to multiple employment centers and amenities
- Previously financed the development with a $16.6 million mezzanine note, acquiring the asset after stabilization
- One, two and three-bedroom homes feature quartz countertops, stainless steel appliances, and private balconies with views of golf course and pool deck

MIDWEST HAS STRONG FUNDAMENTALS

Centerspace Lowest Unemployment Rate Among Peers and 23% Below the US Average

September 2021 Weighted Average Unemployment Rate

state unemployment rate weighted by unit count

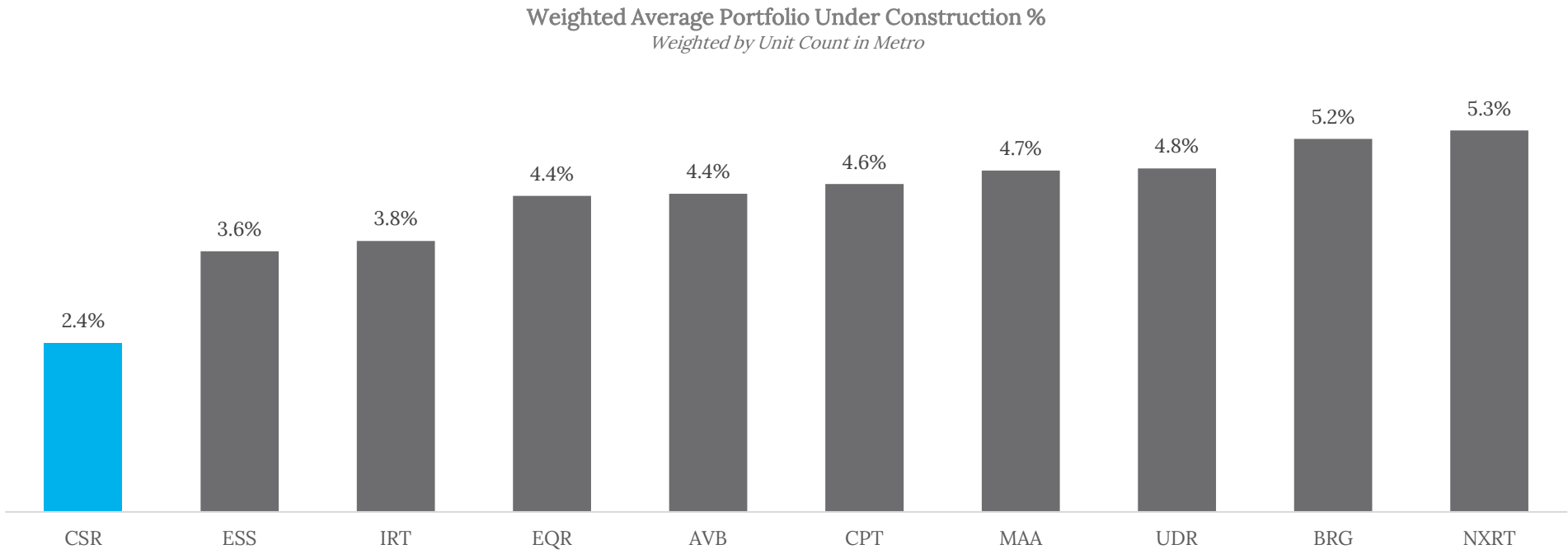


Source: SNL, BLS, Company Data

- Centerspace portfolio has lower unemployment among peers and the national average
- Low unemployment in our portfolio relative to all housing sectors- apartment, manufactured housing, and single-family rentals, is leading to strong collections rates

MIDWEST HAS STRONG FUNDAMENTALS

Centerspace Maintains Lowest Under Construction Portfolio Among Peers



Source: SNL, CoStar

- Centerspace's markets have the lowest percentage of construction among multifamily peers
- Low supply in CSR portfolio allows for opportunity to drive rent and maintain occupancy

OPERATIONS REVIEW

Secondary Markets See Low Supply

Region	% of NOI[1]	Population	Market Units[2]	Median HH Income	Unemployment Rate[3]	3-Month Avg Job Growth[3]	Median Home Value	T12 Deliveries[4]	Market Vacancy[5]	Market Rent Growth[5]	Under Construction[4]
Minneapolis	41.9%	3,640,043	343,552	$83,698	3.0%	7.7%	$349,509	9,051	5.3%	2.2%	11,553
Denver	16.8%	2,967,239	334,181	$85,641	4.8%	8.0%	$563,161	6,017	5.5%	10.0%	18,420
Rochester	7.7%	221,921	13,748	$75,926	2.3%	7.6%	$273,275	97	5.4%	3.3%	0
St. Cloud	7.4%	201,964	17,556	$66,076	2.9%	6.7%	$249,720	418	2.0%	4.1%	243
Grand Forks	4.8%	100,815	13,934	$57,301	2.4%	6.6%	$218,234	0	6.0%	1.7%	0
Bismarck	5.0%	128,949	12,356	$70,979	2.3%	7.3%	$299,963	108	2.7%	1.9%	89
Billings	4.4%	181,667	8,715	$60,962	1.9%	5.7%	$299,055	0	1.7%	12.2%	0
Minot	3.4%	75,713	8,797	$71,343	3.5%	-8.0%	$201,393	0	2.7% [6]	1.9% [6]	0
Lincoln	6.1%	336,374	35,115	$61,539	1.3%	6.6%	$243,501	319	2.9%	4.6%	588
Omaha	6.1%	949,442	81,150	$70,373	1.7%	6.0%	$236,619	852	4.2%	4.6%	2,252
Rapid City	2.5%	142,107	8,962	$58,361	2.3%	8.7%	$270,281	96	2.5%	8.0%	15

Sources: US Census Bureau, Bureau of Labor Statistics, Zillow, CoStar
(1) As of September 30, 2021, KMS Underwriting
(2) Total units in housing structures with 5+ units per US Census Bureau
(3) September 2021
(4) As of 9/30/2021
(5) Q3 2021 average from CoStar
(6) Bismarck rent growth and vacancy used as a proxy for Minot

BEST-IN-CLASS GOVERNANCE

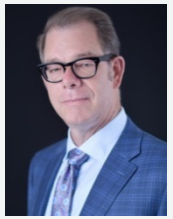
High Caliber Leadership Focused on High Quality Governance

Executive Management Team

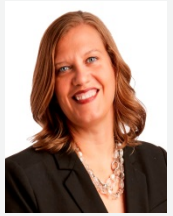
Mark O. Decker, Jr.
PRESIDENT AND CEO



John A. Kirchmann
EVP AND CFO



Anne M. Olson
EVP AND COO

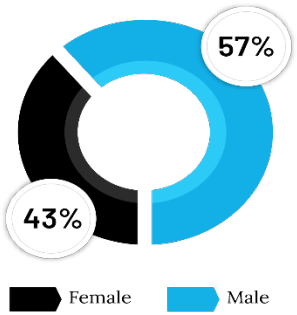


Bhairav Patel is joining the Company as Executive Vice President and will transition into the role of Chief Financial Officer ("CFO") in the first quarter of 2022.

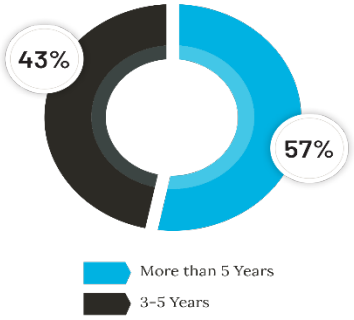
CSR rated ISS's top score of 1 – indicating highest quality corporate governance practices and lowest governance risk

Jeffrey P. Caira	Michael T. Dance	Mark O. Decker Jr.	Emily Nagle Green	Linda J. Hall	Mary J. Twinem	John A. Schissel
Since 2015	*Since 2016*	*Since 2017*	*Since 2018*	*Since 2011*	*Since 2018*	*Since 2016*

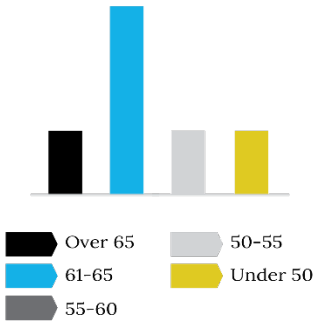
BOARD OF TRUSTEES



TRUSTEE TENURE



AGE OF TRUSTEES



ESG HIGHLIGHTS

Strong Focus on Environmental, Social and Corporate Governance

Energy Efficiency

- Completed installation of 3,323 LED light bulbs
- Only ENERGY STAR rated appliances used for replacement

Water Conservation

- Provide shared cost water services encouraging lower consumption
- Installed new common area laundry equipment at 10 communities; compliant with the US-DOE for energy + water

Air Quality

- Utilize low VOC flooring, paints, adhesives and sealants
- Non-smoking communities



3.9

0.7 increase in reputation score during COVID-19 pandemic



648

paid team member volunteer hours

Serving the broader communities in which we operate and supporting our team members' community involvement is important to us. Here are some organizations that have received sponsorships and financial donations through CSR's Corporate Giving Initiative:

- Habitat for Humanity
- Homes for Our Troops
- YMCA
- United Way Local Chapter
- Feed My Starving Children
- Ronald McDonald House Charities
- Cristo Rey High School

INVESTMENT HIGHLIGHTS

- Differentiated Market Exposure
- Internal Growth Opportunities
- Value-Add Opportunities
- Flexible Balance Sheet
- Best-In-Class Governance



APPENDIX

RECONCILIATION TO NON-GAAP MEASURES

Reconciliation of Net Income (Loss) Available to Common Shareholders to Funds From Operations and Core Funds From Operations

We use the definition of FFO adopted by the National Association of Real Estate Investment Trusts, Inc. ("Nareit"). Nareit defines FFO as net income or loss calculated in accordance with GAAP, excluding:

depreciation and amortization related to real estate;

gains and losses from the sale of certain real estate assets; and

impairment write-downs of certain real estate assets and investments in entities when the impairment is directly attributable to decreases in the value of depreciable real estate held by the entity.

Due to the limitations of the Nareit FFO definition, we have made certain interpretations in applying this definition. We believe that all such interpretations not specifically identified in the Nareit definition are consistent with this definition. Nareit's FFO White Paper 2018 Restatement clarified that impairment write-downs of land related to a REIT's main business are excluded from FFO and a REIT has the option to exclude impairment write-downs of assets that are incidental to its main business.

We believe that FFO, which is a standard supplemental measure for equity real estate investment trusts, is helpful to investors in understanding our operating performance, primarily because its calculation excludes depreciation and amortization expense on real estate assets, thereby providing an additional perspective on our operating results. We believe that GAAP historical cost depreciation of real estate assets is not correlated with changes in the value of those assets, whose value does not diminish predictably over time, as historical cost depreciation implies. The exclusion in Nareit's definition of FFO of impairment write-downs and gains and losses from the sale of real estate assets helps to identify the operating results of the long-term assets that form the base of our investments, and assists management and investors in comparing those operating results between periods.

While FFO is widely used by us as a primary performance metric, not all real estate companies use the same definition of FFO or calculate FFO in the same way. Accordingly, FFO presented here is not necessarily comparable to FFO presented by other real estate companies. FFO should not be considered as an alternative to net income or any other GAAP measurement of performance, but rather should be considered as an additional, supplemental measure. FFO also does not represent cash generated from operating activities in accordance with GAAP and is not necessarily indicative of sufficient cash flow to fund all of our needs or our ability to service indebtedness or make distributions.

Core Funds from Operations ("Core FFO") is FFO as adjusted for non-routine items or items not considered core to our business operations. By further adjusting for items that are not considered part of our core business operations, we believe that Core FFO provides investors with additional information to compare our core operating and financial performance between periods. Core FFO should not be considered as an alternative to net income as an indication of financial performance, or as an alternative to cash flows from operations as a measure of liquidity, nor is it indicative of funds available to fund our cash needs, including our ability to make distributions to shareholders. Core FFO is a non-GAAP and non-standardized measure that may be calculated differently by other REITs and should not be considered a substitute for operating results determined in accordance with GAAP.

RECONCILIATION TO NON-GAAP MEASURES

(in thousands, except per share amounts)

	Three Months Ended					Nine Months Ended	
	9/30/2021	6/30/2021	3/31/2021	12/31/2020	9/30/2020	9/30/2021	9/30/2020
Funds From Operations							
Net income (loss) available to common shareholders	$ (11,099)	$ 19,931	$ (6,474)	$ (5,985)	$ 18,021	$ 2,358	$ 4,195
Adjustments:							
Noncontrolling interests – Operating Partnership	(1,930)	1,386	(469)	(460)	1,387	(1,013)	248
Depreciation and amortization	22,447	19,308	19,992	20,282	18,995	61,747	55,311
Less depreciation – non real estate	(80)	(87)	(98)	(87)	(85)	(265)	(266)
Less depreciation – partially owned entities	(24)	(24)	(24)	(33)	(31)	(72)	(346)
(Gain) loss on sale of real estate	—	(26,840)	—	(17)	(25,676)	(26,840)	(25,486)
FFO applicable to common shares and Units	$ 9,314	$ 13,674	$ 12,927	$ 13,700	$ 12,611	$ 35,915	$ 33,656
Adjustments to Core FFO:							
Casualty (gain) loss	—	—	—	204	545	—	545
Loss on extinguishment of debt	530	3	—	2	4	533	21
Rebranding costs	—	—	—	402	—	—	—
Technology implementation costs	625	447	413	—	—	1,485	—
(Gain) loss on marketable securities	—	—	—	—	—	—	3,378
(Discount) premium on redemption of preferred shares	—	—	—	—	1	—	(297)
Commercial lease termination proceeds	(450)	—	—	—	—	(450)	—
Acquisition related costs	140	—	—	—	—	140	—
Interest rate swap termination and amortization	5,353	—	—	—	—	5,353	—
Amortization of assumed debt	(27)	—	—	—	—	(27)	—
Other miscellaneous items	(3)	—	—	—	—	(3)	—
Core FFO applicable to common shares and Units	$ 15,482	$ 14,124	$ 13,340	$ 14,308	$ 13,161	$ 42,946	$ 37,303
Funds from operations applicable to common shares and Units	$ 9,314	$ 13,674	$ 12,927	$ 13,700	$ 12,611	$ 35,915	$ 33,656
Dividends to preferred unitholders	160	160	160	160	160	480	480
Funds from operations applicable to common shares and Units - diluted	$ 9,474	$ 13,834	$ 13,087	$ 13,860	$ 12,771	$ 36,395	$ 34,136
Core funds from operations applicable to common shares and Units	$ 15,482	$ 14,124	$ 13,340	$ 14,308	$ 13,161	$ 42,946	$ 37,303
Dividends to preferred unitholders	160	160	160	160	160	480	480
Core funds from operations applicable to common shares and Units - diluted	$ 15,642	$ 14,284	$ 13,500	$ 14,468	$ 13,321	$ 43,426	$ 37,783
Per Share Data							
Earnings (loss) per share and Unit - diluted	$ (0.81)	$ 1.48	$ (0.49)	$ (0.46)	$ 1.38	$ 0.12	$ 0.33
FFO per share and Unit - diluted	$ 0.60	$ 0.95	$ 0.92	$ 0.97	$ 0.90	$ 2.44	$ 2.49
Core FFO per share and Unit - diluted	$ 0.98	$ 0.98	$ 0.95	$ 1.02	$ 0.94	$ 2.91	$ 2.76
Weighted average shares and Units - diluted	15,922	14,514	14,282	14,222	14,143	14,917	13,704

RECONCILIATION TO NON-GAAP MEASURES

Reconciliation of Net Income (Loss) Available to Common Shareholders to Adjusted EBITDA

Adjusted EBITDA is earnings before interest, taxes, depreciation, amortization, gain/loss on sale of real estate and other investments, impairment of real estate investments, gain/loss on extinguishment of debt, gain on litigation settlement, and gain/ loss from involuntary conversion. We consider Adjusted EBITDA to be an appropriate supplemental performance measure because it permits investors to view income from operations without the effect of depreciation, the cost of debt, or nonoperating gains and losses. Adjusted EBITDA is a non-GAAP measure and should not be considered a substitute for operating results determined in accordance with GAAP.

(in thousands)

	Three Months Ended					Nine Months Ended	
	9/30/2021	6/30/2021	3/31/2021	12/31/2020	9/30/2020	9/30/2021	9/30/2020
Adjusted EBITDA							
Net income (loss) available to common shareholders	$ (9,492)	$ 21,538	$ (4,867)	$ (4,378)	$ 19,629	$ 7,179	$ 8,819
Adjustments:							
Dividends to preferred unitholders	160	160	160	160	160	480	480
Noncontrolling interests – Operating Partnership	(1,930)	1,386	(469)	(460)	1,387	(1,013)	248
Income (loss) before noncontrolling interests – Operating Partnership	$ (11,262)	$ 23,084	$ (5,176)	$ (4,678)	$ 21,176	$ 6,646	$ 9,547
Adjustments:							
Interest expense	7,287	7,075	7,216	6,888	6,756	21,578	20,446
Loss on extinguishment of debt	530	3	—	2	4	533	21
Depreciation/amortization related to real estate investments	22,423	19,284	19,969	20,250	18,964	61,676	54,965
Casualty (gain) loss	—	—	—	204	545	—	545
Interest income	(769)	(583)	(407)	(328)	(256)	(1,759)	(1,184)
(Gain) loss on sale of real estate and other investments	—	(26,840)	—	(17)	(25,676)	(26,840)	(25,486)
Technology implementation costs	625	447	413	—	—	1,486	—
(Gain) loss on marketable securities	—	—	—	—	—	—	3,378
Commercial lease termination proceeds	(450)	—	—	—	—	(450)	—
Acquisition related costs	140	—	—	—	—	140	—
Interest rate swap termination	5,361	—	—	—	—	5,361	—
Other miscellaneous items	(3)	—	—	—	—	(3)	—
Adjusted EBITDA	$ 23,882	$ 22,470	$ 22,015	$ 22,321	$ 21,513	$ 68,368	$ 62,232