



els<sup>®</sup>

# Investor Presentation

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June 2021







# Performance Update<sup>(1)(2)(3)(4)</sup>



## 200 Manufactured Home Communities

- ▶ Core MH base rental rate growth for April is 4.3%
- ▶ Core Occupancy of 95.1% as of April 30, 2021

## 205 RV Resorts

- ▶ Including April 2021 results, Core RV base rental income from transients for Q2 2021 is projected to be \$10M higher than Q2 2020
- ▶ Memorial Day Weekend – Core RV base rental income growth from transients is 30% (\$0.5M) compared to 2019



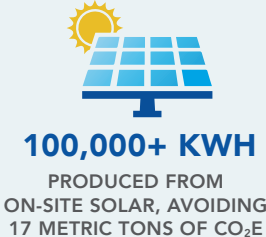
### Notes:

- (1) Core Portfolio is defined as properties owned and operated since January 1, 2020. The Core Portfolio may change from time-to-time depending on acquisitions, dispositions and significant transactions or unique situations.
- (2) Compared to comparable period in 2020.
- (3) The factors that affected our results for April 2021 may not continue and therefore, our results for that period may not be indicative of our results for the full quarter or year.
- (4) Excludes joint venture properties.

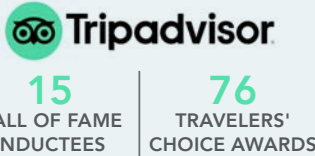
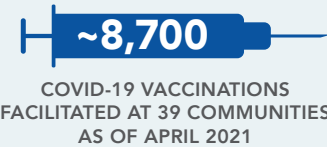
# Our Sustainability Strategy is in Our Nature: Uniting People, Places & Purpose



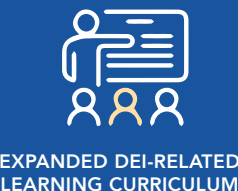
## ENVIRONMENTAL



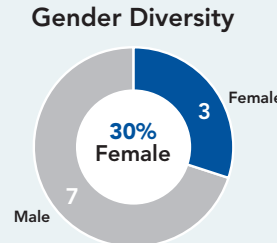
## SOCIAL



### SPOTLIGHT: DIVERSITY, EQUITY AND INCLUSION AT ELS



## GOVERNANCE



Note:  
To download the 2020 Sustainability Report please visit [www.equitylifestyleproperties.com/sustainability](http://www.equitylifestyleproperties.com/sustainability)

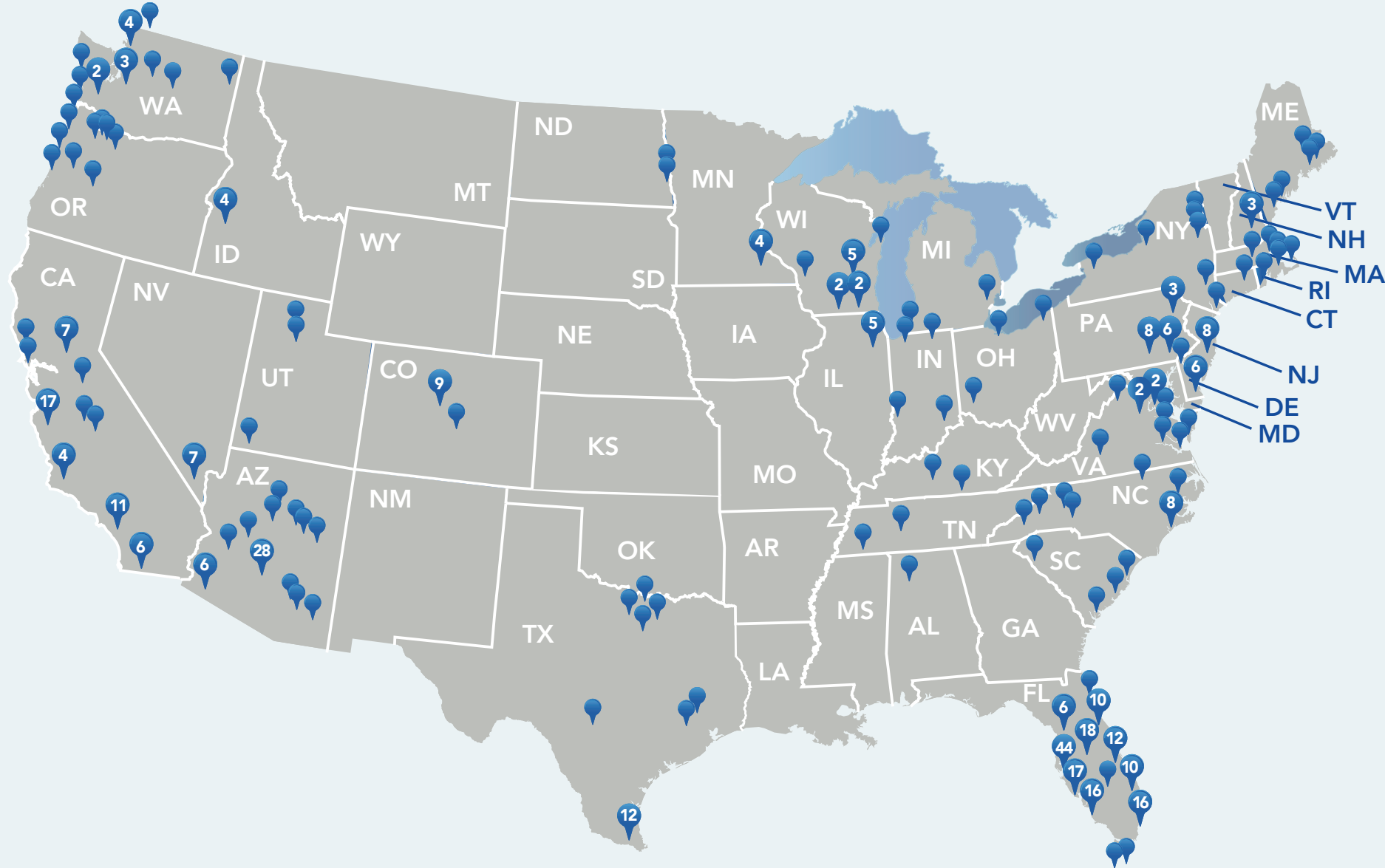


# Our Story

- **One of the nation's largest real estate networks with 434 properties containing 165,507 sites in 33 states and British Columbia**
- **Unique business model**
  - ▶ Own the land
  - ▶ Low maintenance costs/customer turnover costs
  - ▶ Lease developed sites
- **High-quality real estate locations**
  - ▶ More than 110 properties with lake, river or ocean frontage
  - ▶ More than 120 properties within 10 miles of coastal United States
  - ▶ Property locations are strongly correlated with population migration
  - ▶ Property locations in retirement and vacation destinations
- **Stable, predictable financial performance and fundamentals**
  - ▶ Balance sheet flexibility
- **In business for over 50 years**



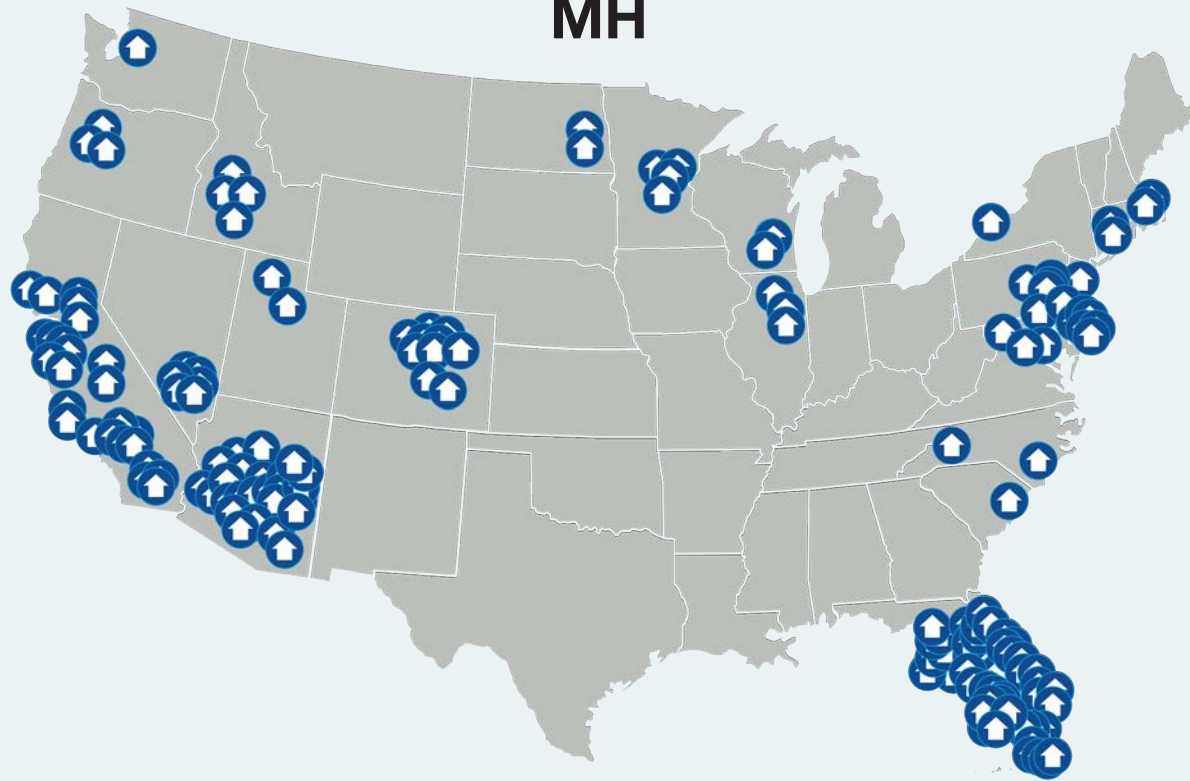
# Property Locations



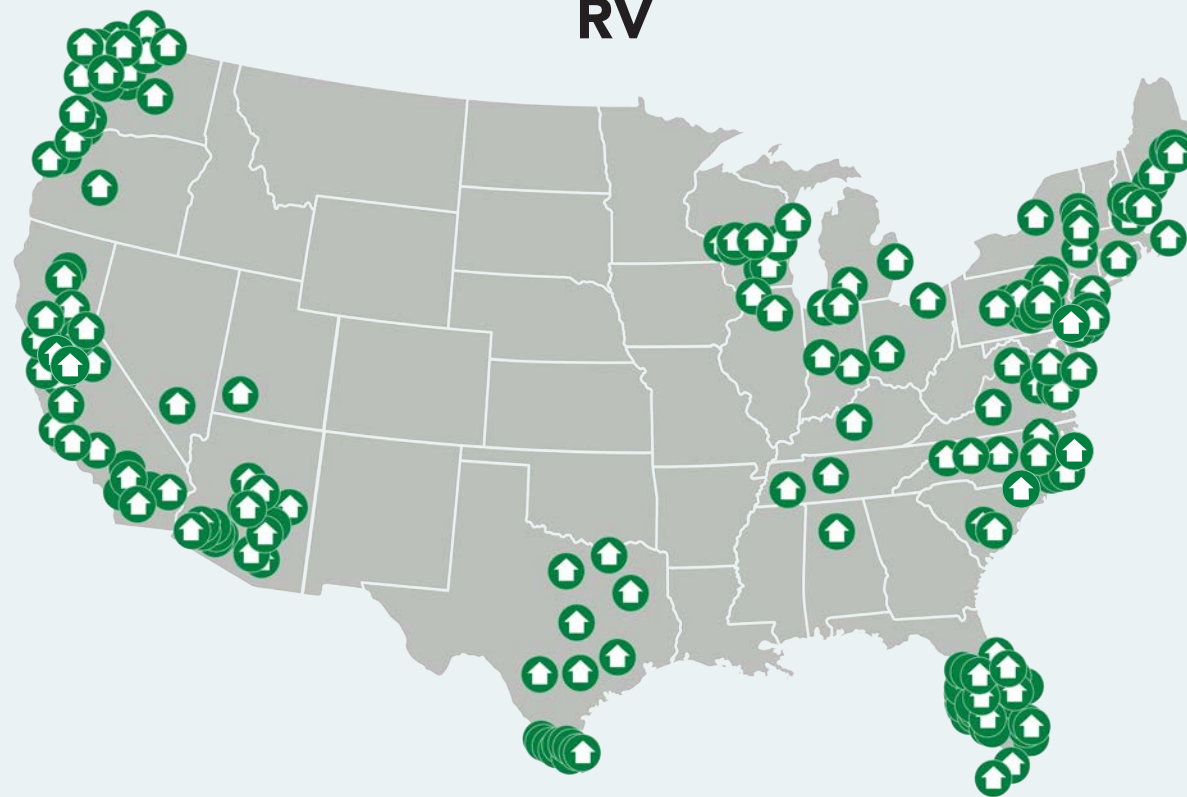


# Property Locations

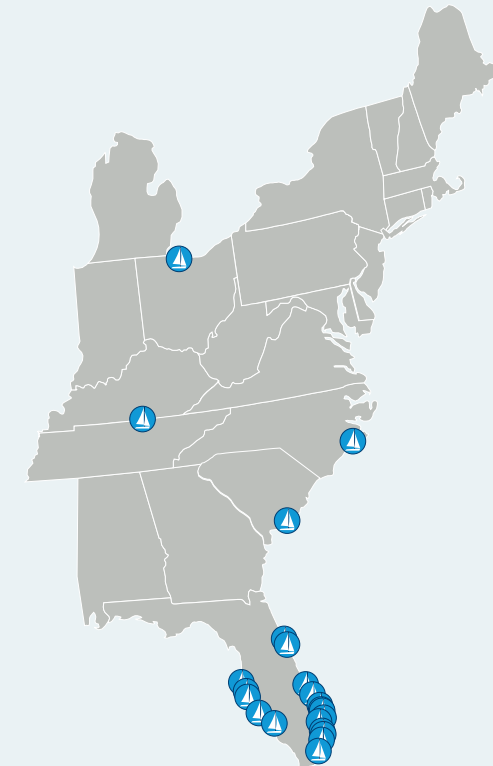
**MH**



**RV**



**Marina**





# Steady, Predictable Revenue Streams

Approximately **91%** of revenue is derived from stable, annual sources

## Property/Site composition <sup>(1)</sup>

- 205 MH communities
  - ▶ 75,300 sites
- 206 RV resorts
  - ▶ 83,400 sites
    - Annual 31,700
    - Seasonal 11,000
    - Transient 15,900
  - Membership sites 24,800
- 23 Marinas
  - ▶ 6,800 sites

## Property Operating Revenue Buckets <sup>(2)</sup>



### Notes:

(1) Property and site counts presented as of March 31, 2021.

(2) Property operating revenue buckets reflect trailing twelve months as of March 31, 2021.



# Our Lifestyle Options

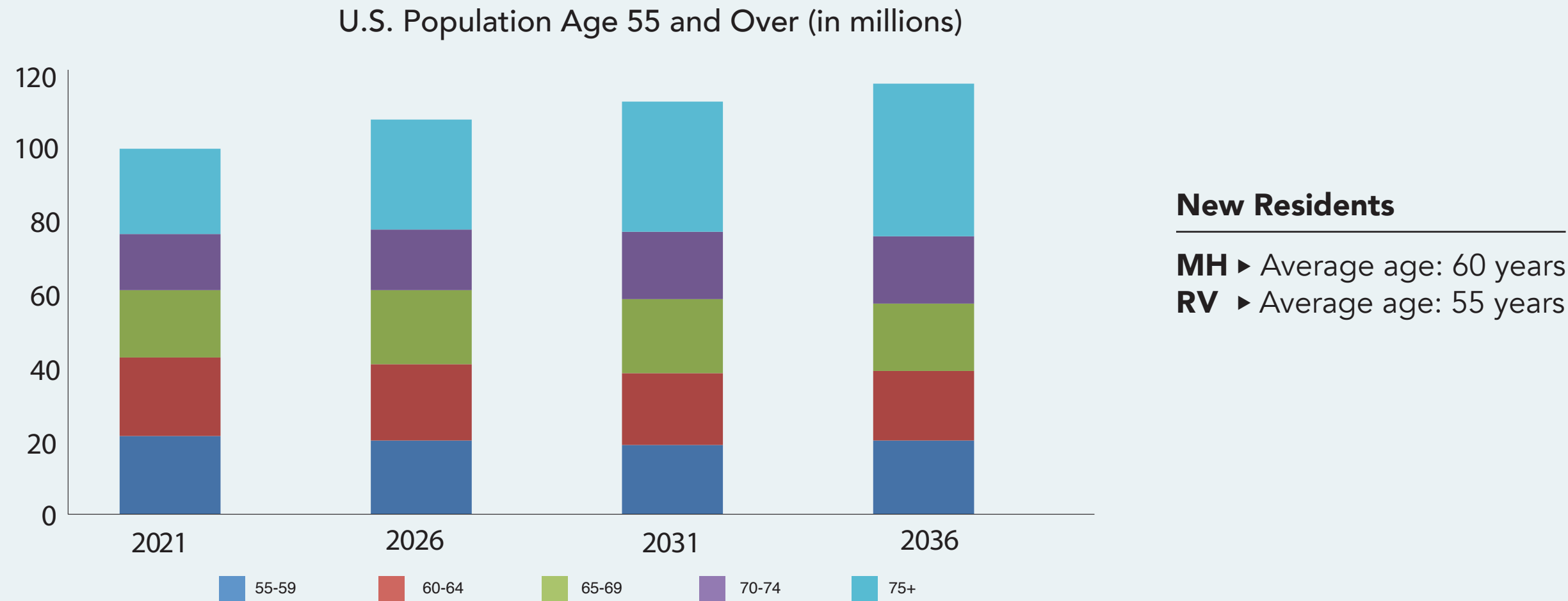
- **Customers own the units they place on our sites**
  - ▶ Manufactured homes
  - ▶ Resort cottages (park models)
  - ▶ Recreational vehicles
- **We offer a lifestyle and a variety of product options to meet our customers' needs**
- **We seek to create long-term relationships with our customers**





# Favorable Customer Demographics

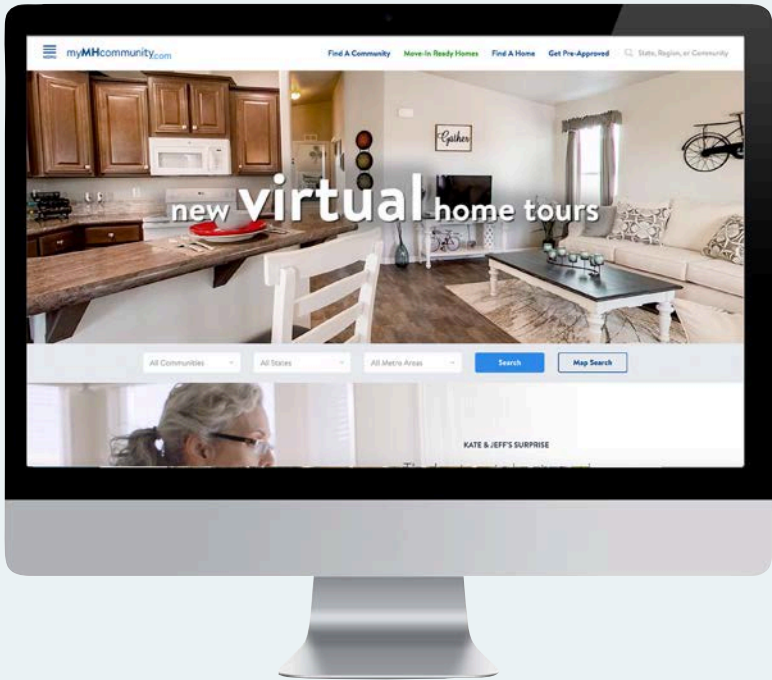
- The population of people age 55 and older in the U.S. is expected to grow 17% from 2021 to 2036
- Roughly 10,000 Baby Boomers will turn 65 every day through 2030



Note:  
Sources: US Census, Released September 2018, Pew Research Center 2010.



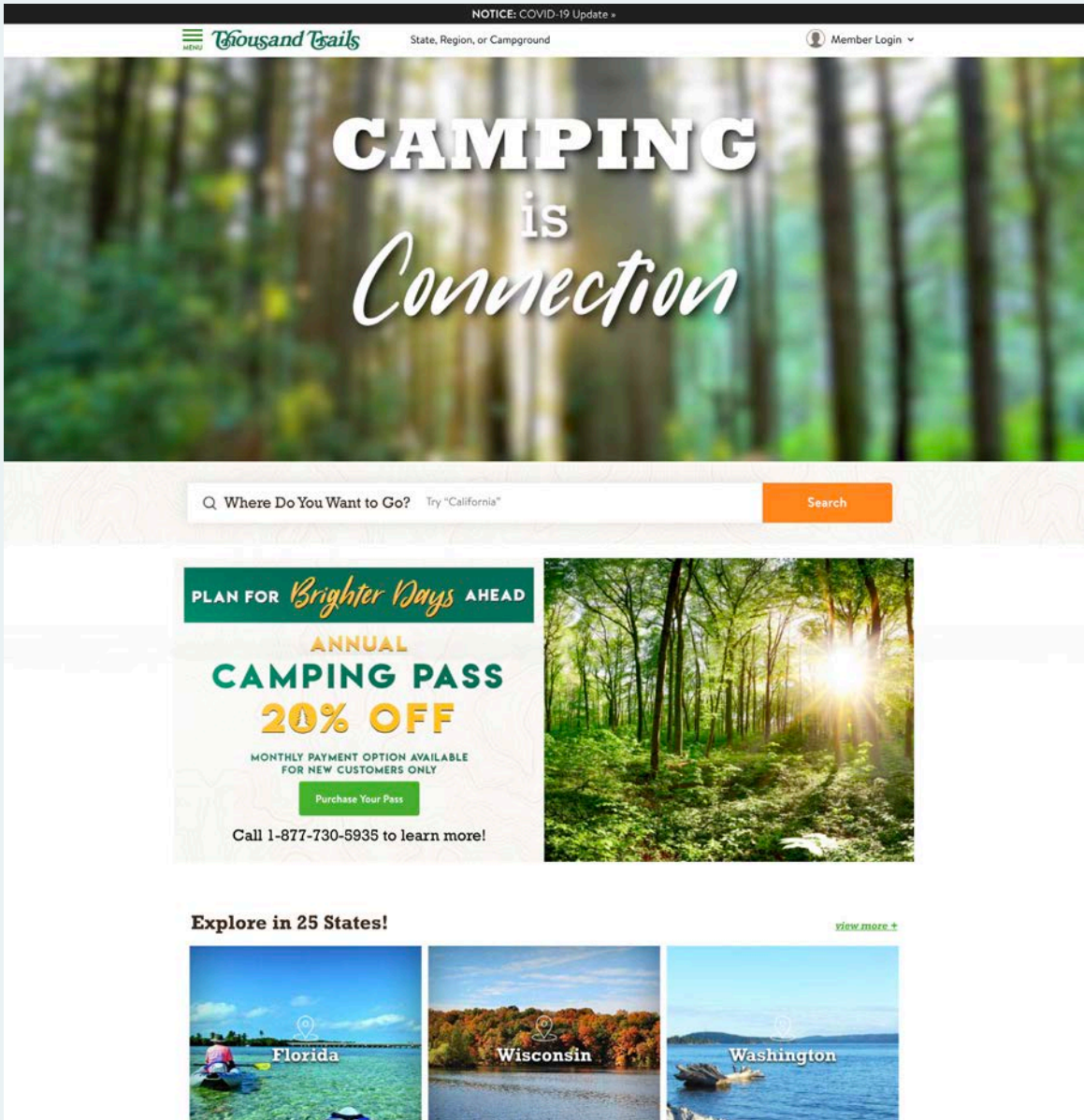
# Digital Marketing Strategy



myMHcommunity.com



RVontheGo.com



ThousandTrails.com



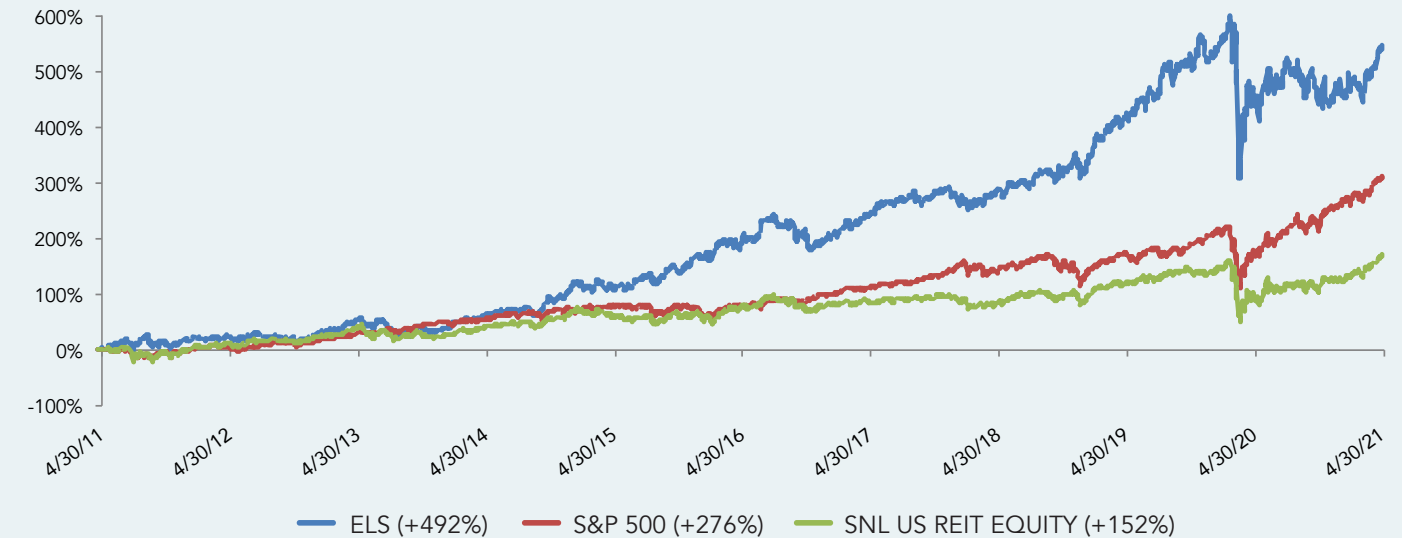
# Track Record

Item	IPO Year - 1993	2020
Properties	41	422
Sites	12,312	160,489
States	16	33
Net Income Per Share - Fully Diluted	\$0.15	\$1.25
FFO Per Share - Fully Diluted <sup>(1)</sup>	\$0.23	\$2.11
Normalized FFO Per Share - Fully Diluted <sup>(1)</sup>	\$0.23	\$2.17
Common Stock Price <sup>(2)</sup>	\$3.22	\$63.36
Enterprise Value <sup>(3)</sup>	\$296 million	\$15 billion
Dividend Paid Cumulative <sup>(4)</sup>	-	\$14.81
Cumulative Total Return <sup>(5)</sup>	-	5,981%
S&P 500 Total Return <sup>(5)</sup>	-	1,374%

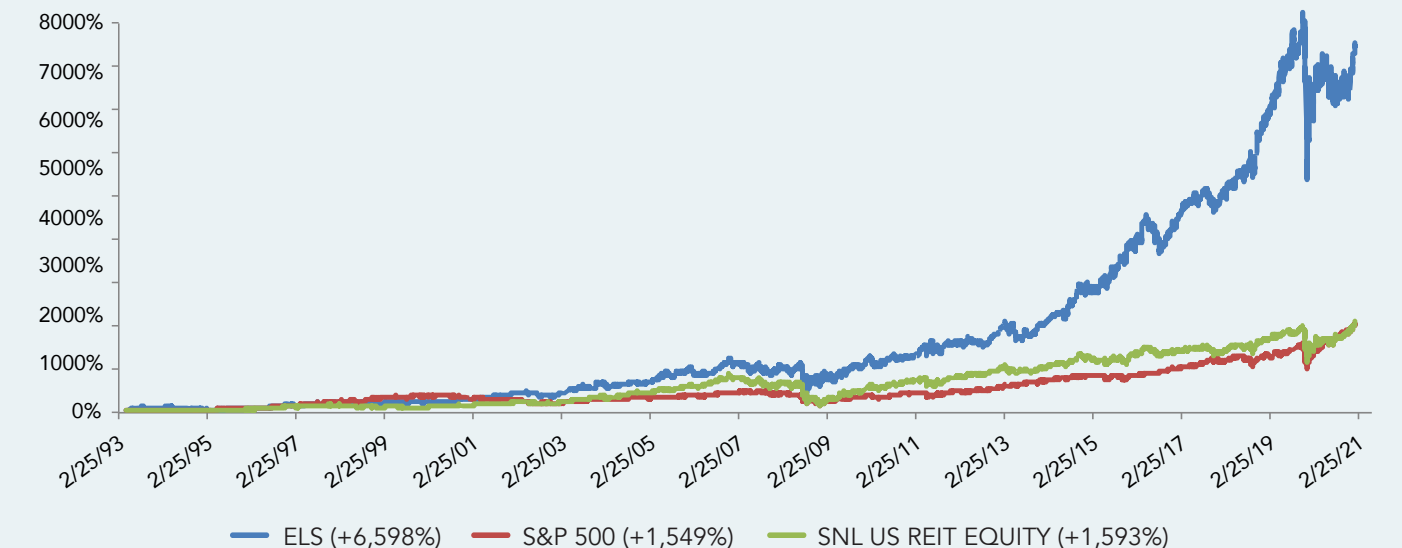
## Notes:

- (1) See pages 22 and 23 for the reconciliation and definition of FFO and Normalized FFO. The 1993 amount was determined from amounts presented in the 1996 Form 10-K.
- (2) The 1993 stock price is adjusted for stock splits; the 2020 price is the closing price as of December 31, 2020.
- (3) The 2020 enterprise value as of December 31, 2020.
- (4) Source: S&P Global. Includes dividends paid from IPO date of February 25, 1993 through December 31, 2020 and adjusted for stock splits.
- (5) Source: S&P Global from IPO through December 31, 2020 (calculation assumes common dividend reinvestment).

10 - Year Total Return Performance (%)



Total Return Performance Since IPO (%)



## Notes:

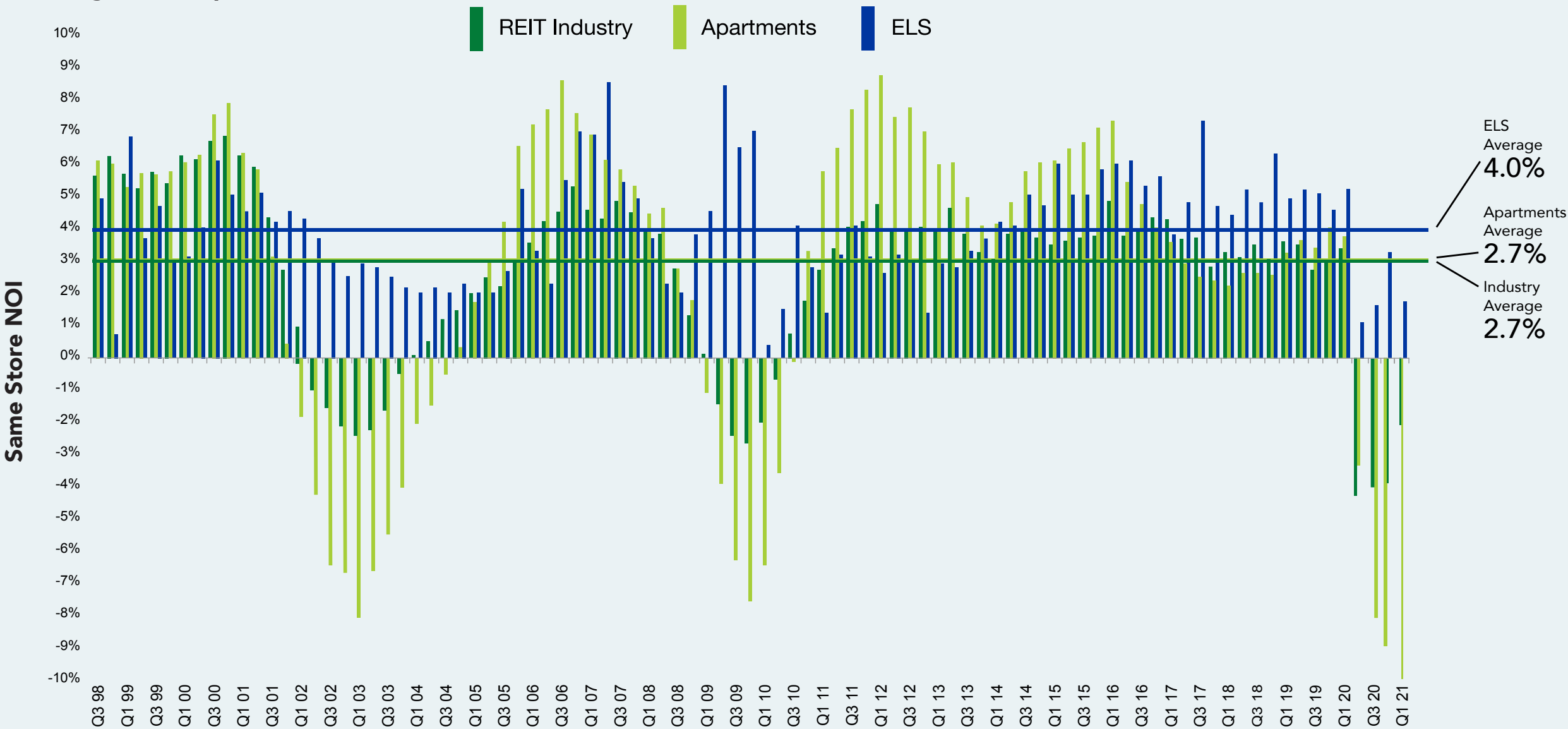
Source: S&P Global

- 1) Total return calculation assumes dividend reinvestment.
- 2) SNL US REIT Equity; Includes all publicly traded (NYSE, NYSE Amex, NASDAQ, OTC BB, Pink Sheets) Equity REITs in SNL's Coverage universe.
- 3) Stock price date from IPO through April 30, 2021.



# Unique Business Model

Drives Sustained Long Term Outperformance

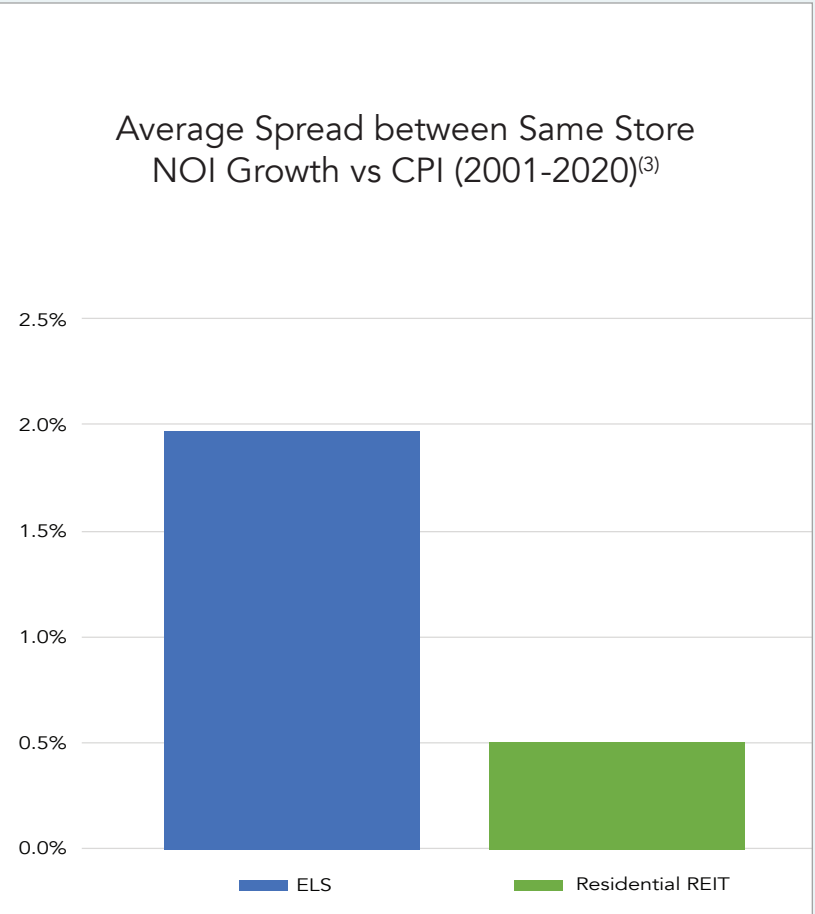
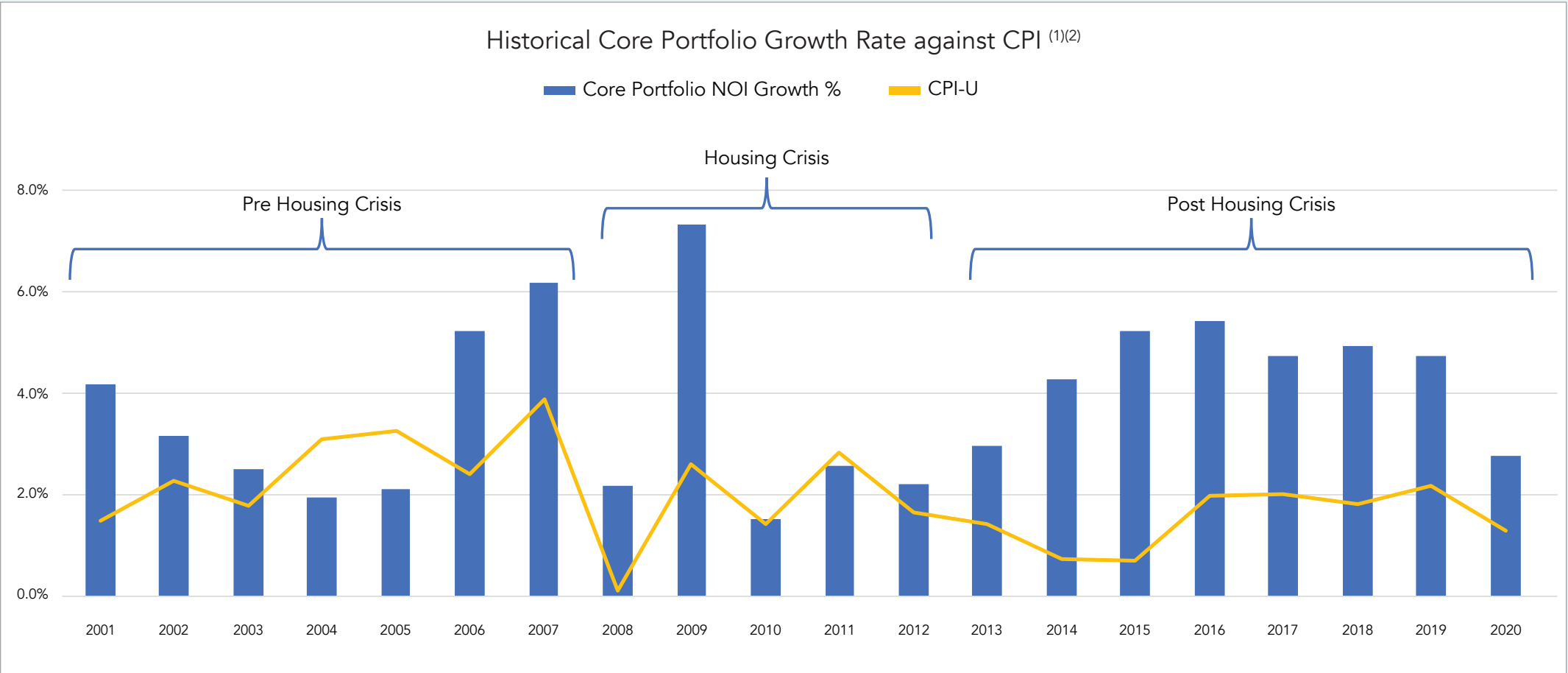


Note:

1) Source for Same Store NOI data: Citi Investment Research, May 2021. Earliest quarter collected by Citi is third quarter of 1998. "REIT Industry" includes an index of REITs across a variety of asset classes, including regional malls, shopping centers, multifamily, student housing, manufactured homes, self storage, office, industrial, mixed office and specialty.



# Stability through Economic Cycles



	Avg. CPI	Avg. ELS Core Rev Growth	Avg. ELS Core Exp Growth	Avg. ELS Core NOI Growth
2001-2007	2.7%	4.1%	4.7%	3.8%
2008-2012	1.8%	2.3%	1.0%	3.3%
2013-2020	1.6%	4.4%	4.6%	4.6%

Note:  
(1) The Core Portfolio for each year is defined as properties owned and operated for more than one year as of the start of that year. The Core Portfolio may change from time-to-time depending on acquisitions, dispositions and significant transactions or unique situations.  
(2) Please see page 24 for the definition of NOI.  
(3) Represents average spread between ELS Core Portfolio NOI growth and CPI growth from each year. Includes all publicly traded residential REITs (Multifamily, Single Family Rental, Student Housing) in S&P Global’s coverage universe that had an enterprise value greater than \$4 billion as of May 25, 2021 and has same store NOI growth tracked by S&P Global.

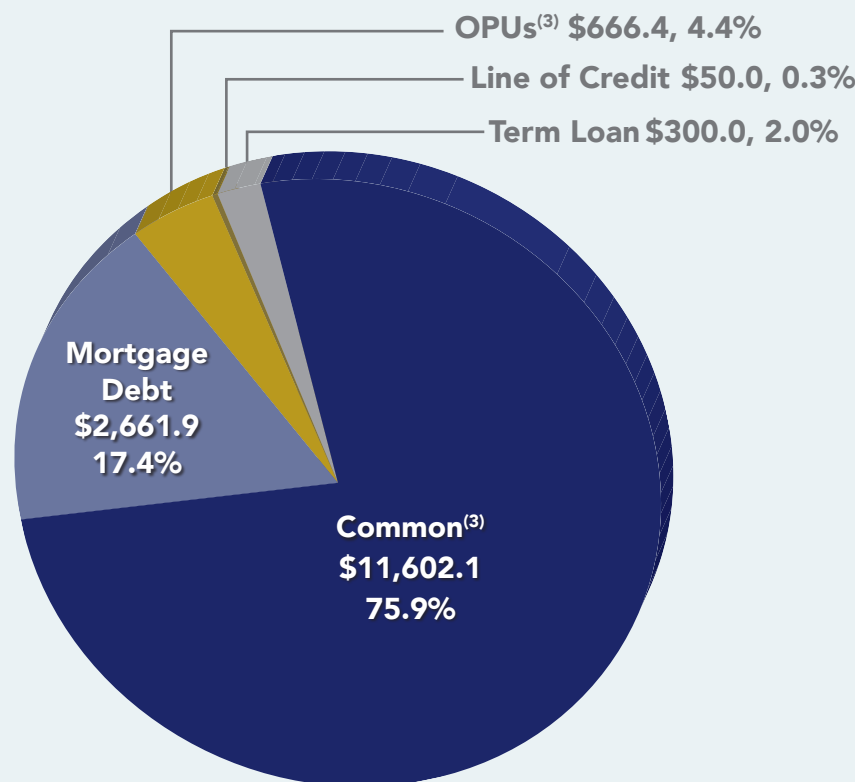


# Capital Structure

## Low Leverage Balance Sheet Provides Financial Flexibility

As of March 31, 2021 (in millions)

- Total enterprise value is \$15.3 billion
- \$400 million line of credit<sup>(1)</sup>
- Debt to enterprise value is 19.7%
- Total Debt/Adjusted EBITDAre is 5.7x<sup>(2)</sup>



13

Average Years  
to Maturity

11%

% of Debt that is  
Due Next 7 Years

3.4%

Weighted Average  
Interest Rate

28%

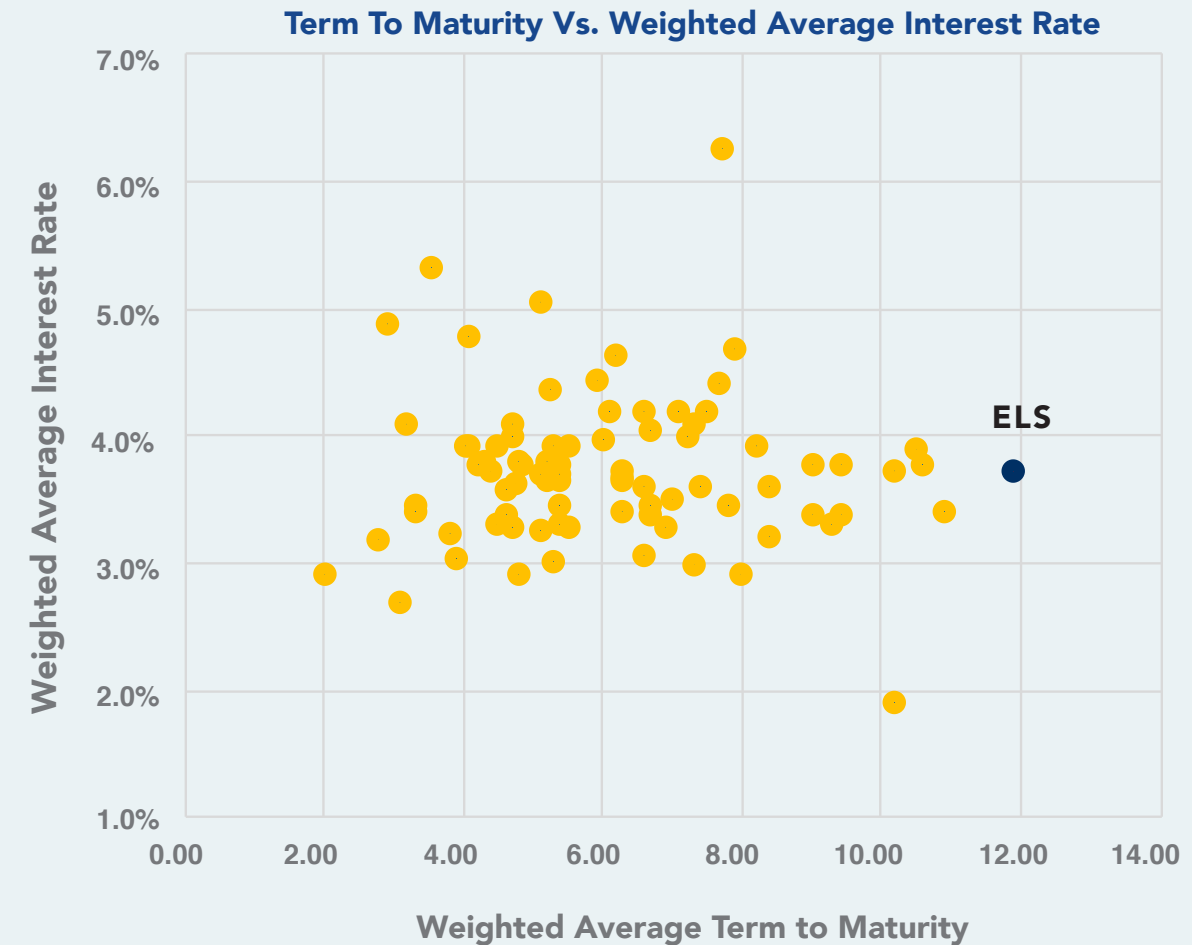
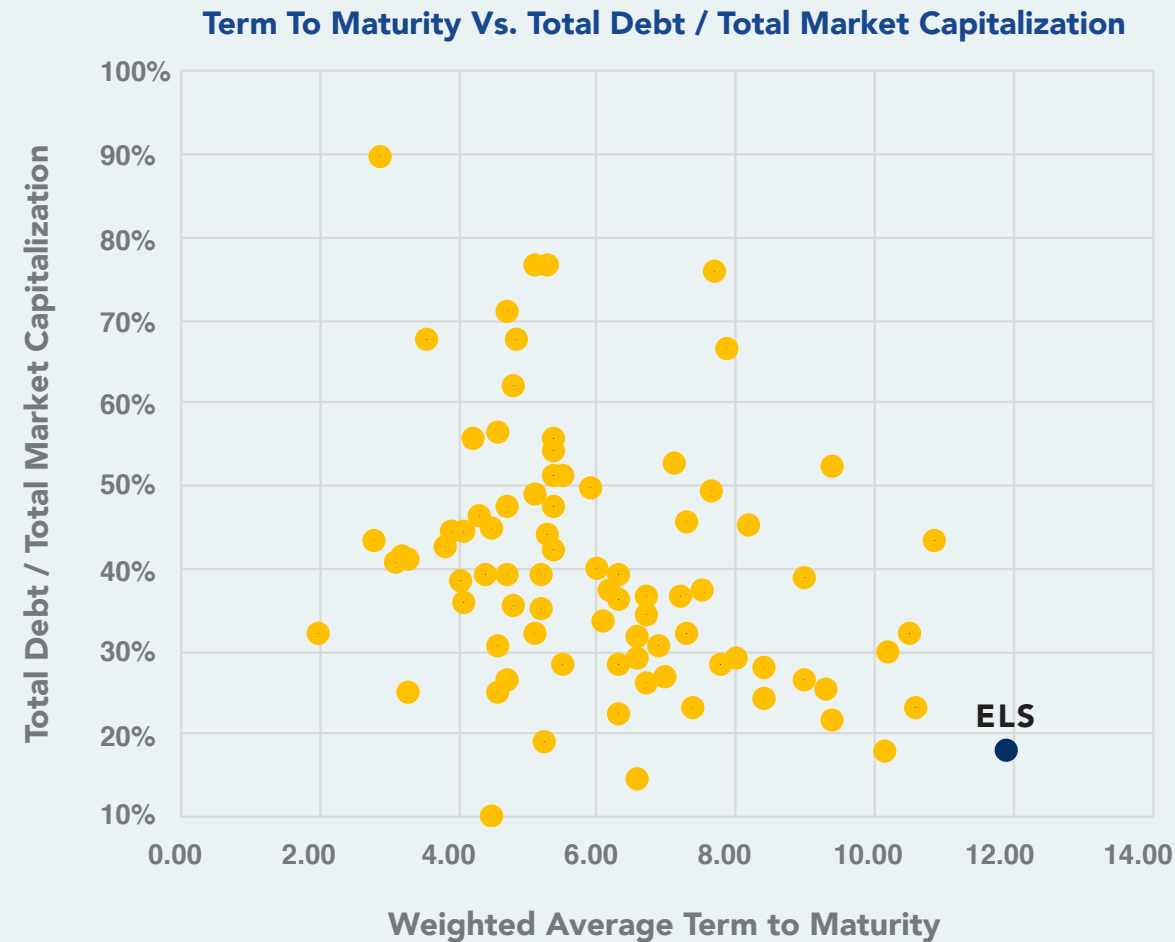
% of Debt that is  
Fully Amortizing

Notes:

- (1) In April 2021, we closed on an amended revolving line of credit with borrowing capacity of \$500.0 million.  
(2) As of March 31, 2021. See pages 24 and 25 for the definition and reconciliation of Adjusted EBITDAre  
(3) Based on the stock price as of March 31, 2021.

# Transformative Debt Strategy

- **Weighted average term to maturity is approximately double the REIT average** <sup>(1)</sup>
  - ▶ Weighted average interest rate in line with the REIT average <sup>(2)</sup>
- **Low leverage creates financial flexibility**



Notes:

Source: S&P Global

(1) Includes all publicly traded U.S. Equity REITs in S&P Global's coverage universe that reported weighted average term to maturity for their most recent year as of April 2021. ELS as of December 31, 2020.

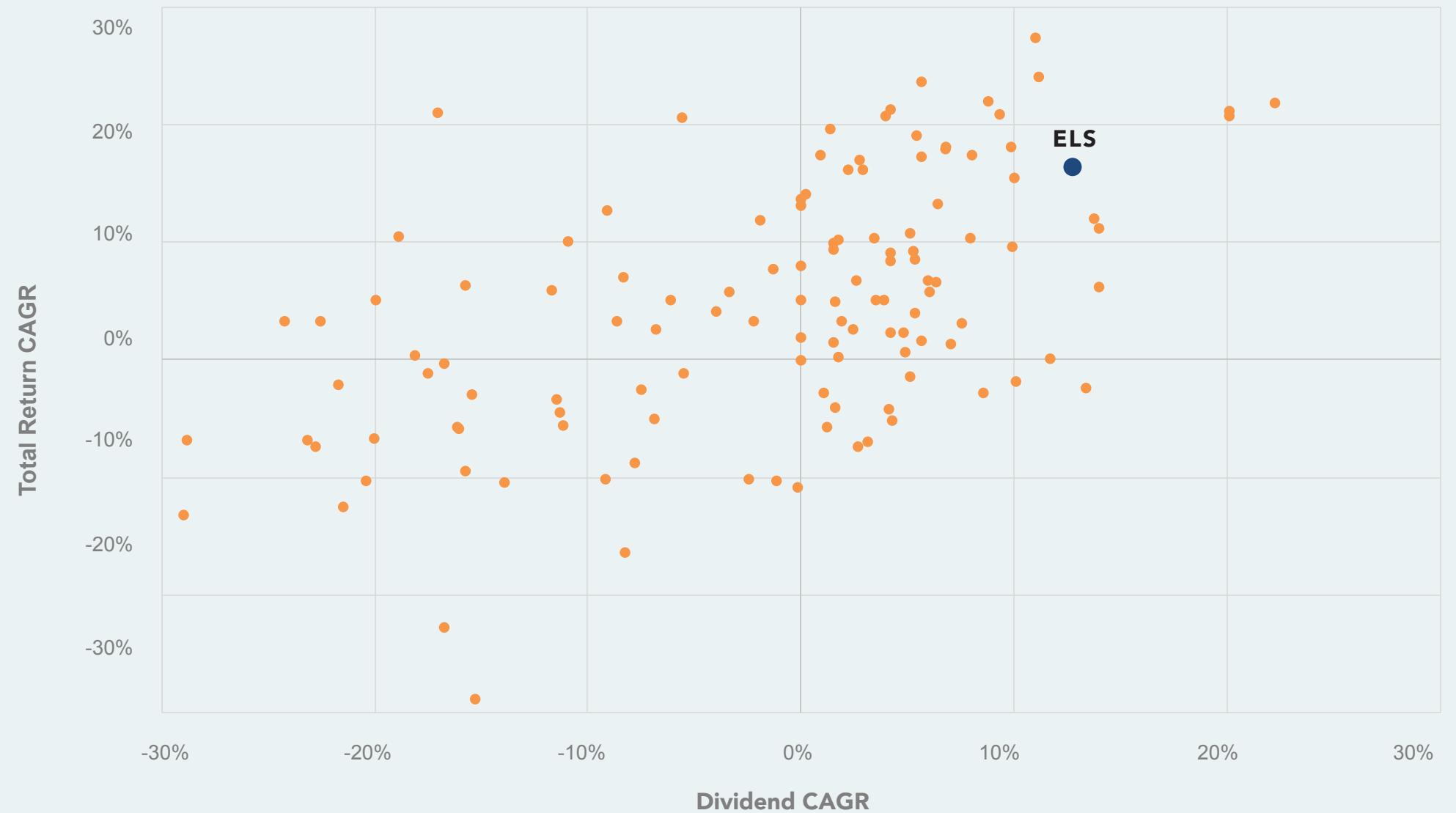
(2) Includes all publicly traded U.S. Equity REITs in S&P Global's coverage universe that reported weighted average interest rate for their most recent year as of April 2021. ELS as of December 31, 2020.



# Dividend

- Dividend growth
  - ▶ 5 year CAGR
    - ▶ ELS 13%<sup>(1)</sup>
    - ▶ REIT Average -4.1%<sup>(2)</sup>

## 5 Year Dividend CAGR and Total Return CAGR

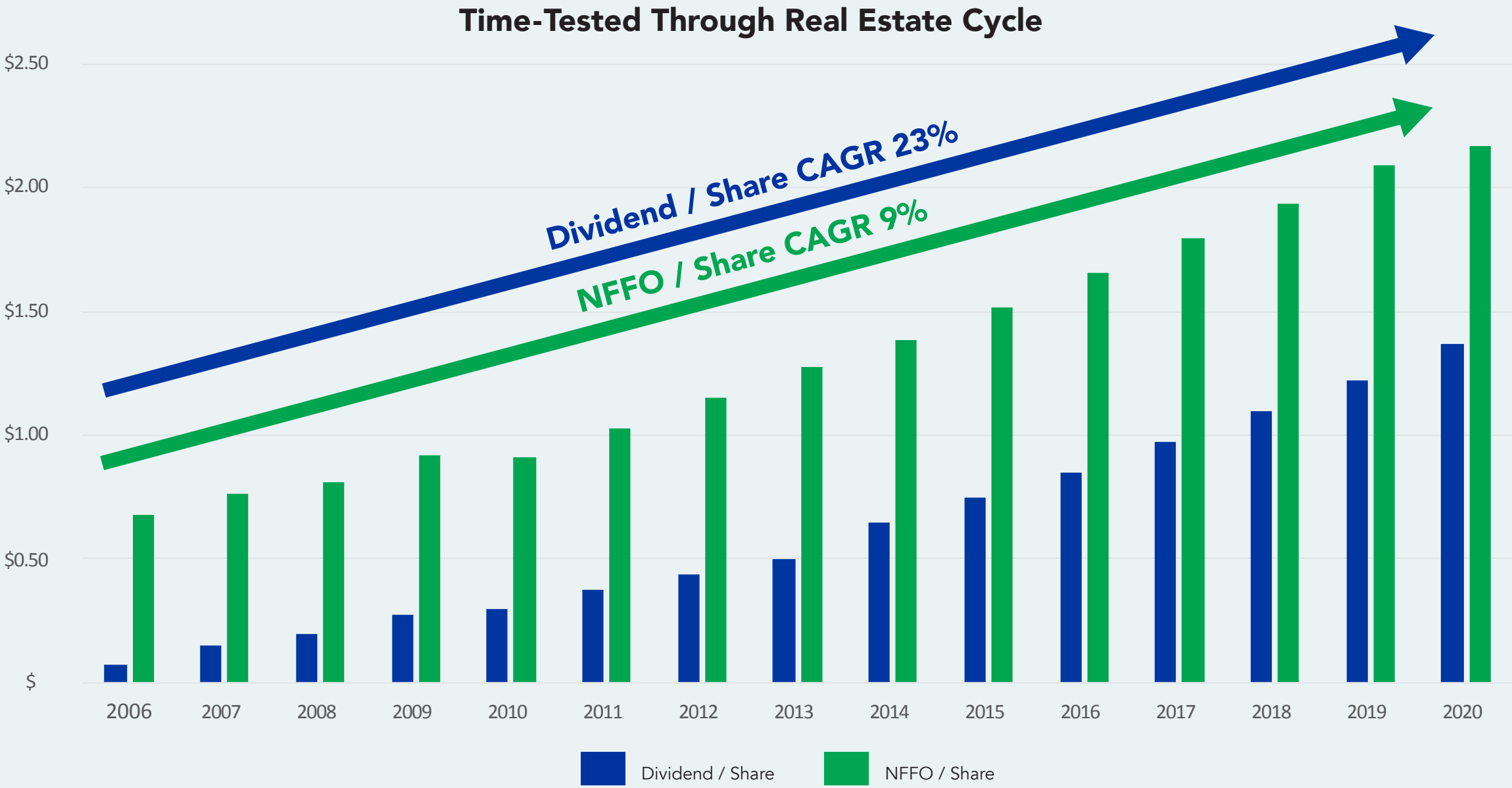


### Notes:

(1) Compound annual growth rate through 2020.

(2) Source: S&P Global; Includes all publicly traded U.S. Equity REITs in S&P Global's coverage universe that declared regular dividends during the period January 1, 2015 through December 31, 2020.

# Dividend and NFFO Growth



Note:  
See pages 22 and 23 for the reconciliation and definition of Normalized FFO. Adjusted for stock splits.



# Manufactured Home Communities





# Manufactured Home Communities





# RV Resorts



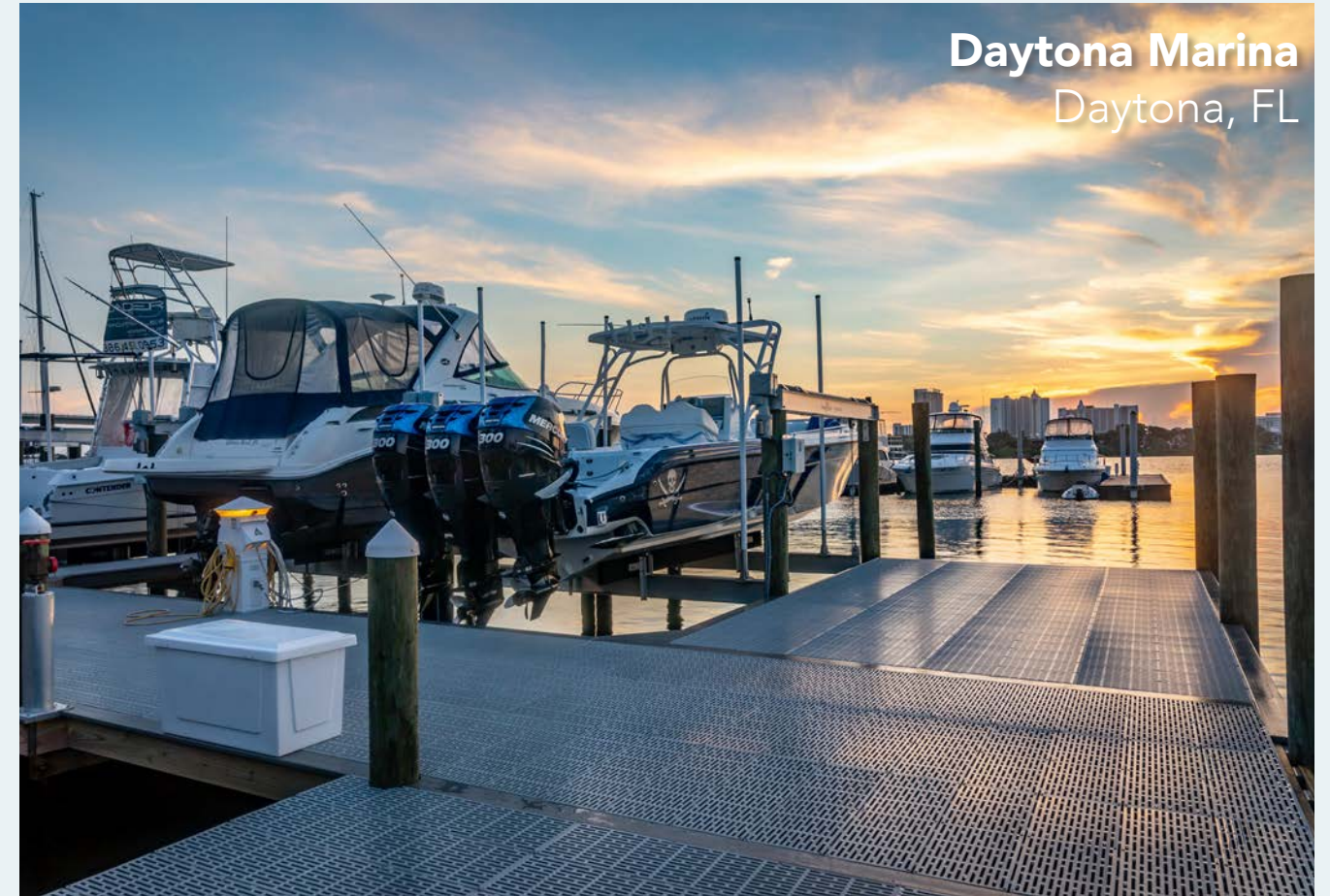


# RV Resorts





# Marinas



# Safe Harbor Statement

## Under the Private Securities Litigation Reform Act of 1995:

The forward-looking statements contained in this presentation are subject to certain economic risks and uncertainties described under the heading "Risk Factors" in our 2020 Annual Report on Form 10-K and our Quarterly Report on Form 10-Q for the quarter ended March 31, 2021 (The "Q1 Quarterly Report"). See our Q1 Quarterly Report for the full text of our forward-looking statements. We assume no obligation to update or supplement forward-looking statements that become untrue because of subsequent events.

## Non-GAAP Financial Measures

Net Income to FFO and Normalized FFO Reconciliation (in millions)

	2015	2016	2017	2018	2019	2020
<b>Net income available for common stockholder</b>	<b>\$130.1</b>	<b>\$164.0</b>	<b>\$189.9</b>	<b>\$212.6</b>	<b>\$279.1</b>	<b>\$228.3</b>
Income allocated to common OP units	11.1	13.9	12.8	13.8	16.8	13.1
Deferral of right-to-use contracts + sales revenue and commission, net	2.7	2.9	3.8	6.6	9.2	10.4
Depreciation and amortization	117.1	122.1	125.2	139.0	153.4	155.9
Gain on unconsolidated joint ventures	—	—	—	—	—	(1.2)
Gain on real estate	—	—	—	—	(52.5)	—
<b>FFO available for common stock and OP unit holders</b>	<b>261.0</b>	<b>302.9</b>	<b>331.7</b>	<b>372.0</b>	<b>406.0</b>	<b>406.4</b>
Change in fair value of contingent consideration asset	—	—	—	—	—	—
Transaction costs	1.1	1.2	0.7	—	—	—
Early debt retirement	16.9	—	2.7	1.1	2.0	10.8
Litigation settlement, net	—	2.4	—	—	—	—
Insurance proceeds due to catastrophic weather event and other, net <sup>(1)</sup>	—	—	—	(5.2)	(6.2)	—
Preferred stock original issuance costs	—	—	0.8	—	—	—
COVID-19 expenses	—	—	—	—	—	1.4
<b>Normalized FFO available for common stock and OP unit holders</b>	<b>\$279.0</b>	<b>\$306.5</b>	<b>\$335.9</b>	<b>\$367.9</b>	<b>\$401.8</b>	<b>\$418.7</b>

Note:

(1) Includes \$6.2 million and \$6.7 million of insurance recovery revenue from reimbursement for capital expenditures related to Hurricane Irma for the years ended December 31, 2019 and 2018 respectively. Also includes \$1.6 million related to settlement of a previously disclosed civil investigation by certain Californian District attorney for the quarter and year ended December 31, 2018.



# Non-GAAP Financial Measures

This presentation contains certain non-GAAP measures used by management that we believe are helpful in understanding our business, as further discussed in the paragraphs below. We believe investors should review these non-GAAP measures, along with GAAP net income and cash flow from operating activities, investing activities and financing activities, when evaluating an equity REIT's operating performance. Our definitions and calculations of these non-GAAP financial and operating measures and other terms may differ from the definitions and methodologies used by other REITs and, accordingly, may not be comparable. These non-GAAP financial and operating measures do not represent cash generated from operating activities in accordance with GAAP, nor do they represent cash available to pay distributions and should not be considered as an alternative to net income, determined in accordance with GAAP, as an indication of our financial performance, or to cash flows from operating activities, determined in accordance with GAAP, as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs, including our ability to make cash distributions.

**FUNDS FROM OPERATIONS (FFO).** We define FFO as net income, computed in accordance with GAAP, excluding gains or losses from sales of properties, depreciation and amortization related to real estate, impairment charges and adjustments to reflect our share of FFO of unconsolidated joint ventures. Adjustments for unconsolidated joint ventures are calculated to reflect FFO on the same basis. We compute FFO in accordance with our interpretation of standards established by the National Association of Real Estate Investment Trusts ("NAREIT"), which may not be comparable to FFO reported by other REITs that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently than we do. We receive non-refundable upfront payments from membership upgrade contracts. In accordance with GAAP, the non-refundable upfront payments and related commissions are deferred and amortized over the estimated membership upgrade contract term. Although the NAREIT definition of FFO does not address the treatment of non-refundable upfront payments, we believe that it is appropriate to adjust for the impact of the deferral activity in our calculation of FFO.

**NORMALIZED FUNDS FROM OPERATIONS (NORMALIZED FFO).** We define Normalized FFO as FFO excluding non-operating income and expense items, such as gains and losses from early debt extinguishment, including prepayment penalties and defeasance costs, and other miscellaneous non-comparable items.

Normalized FFO presented herein is not necessarily comparable to Normalized FFO presented by other real estate companies due to the fact that not all real estate companies use the same methodology for computing this amount.

We believe that FFO and Normalized FFO are helpful to investors as supplemental measures of the performance of an equity REIT. We believe that by excluding the effect of gains or losses from sales of properties, depreciation and amortization related to real estate and impairment charges, which are based on historical costs and which may be of limited relevance in evaluating current performance, FFO can facilitate comparisons of operating performance between periods and among other equity REITs. We further believe that Normalized FFO provides useful information to investors, analysts and our management because it allows them to compare our operating performance to the operating performance of other real estate companies and between periods on a consistent basis without having to account for differences not related to our normal operations. For example, we believe that excluding the early extinguishment of debt, and other miscellaneous non-comparable items from FFO allows investors, analysts and our management to assess the sustainability of operating performance in future periods because these costs do not affect the future operations of the properties. In some cases, we provide information about identified non-cash components of FFO and Normalized FFO because it allows investors, analysts and our management to assess the impact of those items.

# Non-GAAP Financial Measures Continued

**INCOME FROM PROPERTY OPERATIONS, EXCLUDING DEFERRALS AND PROPERTY MANAGEMENT (NOI).** We define Income from property operations, excluding deferrals and property management as rental income, membership subscriptions and upgrade sales, utility and other income less property and rental home operating and maintenance expenses, real estate taxes, sales and marketing expenses, excluding property management and the GAAP deferral of membership upgrade sales upfront payments and membership sales commissions, net. For comparative purposes, we present bad debt expense within Property operating, maintenance and real estate taxes in the current and prior periods. We believe that this Non-GAAP financial measure is helpful to investors and analysts as a measure of the operating results of our properties.

**EARNINGS BEFORE INTEREST, TAX, DEPRECIATION AND AMORTIZATION FOR REAL ESTATE (EBITDAre) AND ADJUSTED EBITDAre.** We define EBITDAre as net income or loss excluding interest income and expense, income taxes, depreciation and amortization, gains or losses from sales of properties, impairments charges, and adjustments to reflect our share of EBITDAre of unconsolidated joint ventures. We compute EBITDAre in accordance with our interpretation of the standards established by NAREIT, which may not be comparable to EBITDAre reported by other REITs that do not define the term in accordance with the current NAREIT definition or that interpret the current NAREIT definition differently than we do. We receive non-refundable upfront payments from membership upgrade contracts. In accordance with GAAP, the non-refundable upfront payments and related commissions are deferred and amortized over the estimated customer life. Although the NAREIT definition of EBITDAre does not address the treatment of non-refundable upfront payments, we believe that it is appropriate to adjust for the impact of the deferral activity in our calculation of EBITDAre. We define Adjusted EBITDAre as EBITDAre excluding non-operating income and expense items, such as gains and losses from early debt extinguishment, including prepayment penalties and defeasance costs, and other miscellaneous non-comparable items. We believe that EBITDAre and Adjusted EBITDAre may be useful to an investor in evaluating our operating performance and liquidity because the measures are widely used to measure the operating performance of an equity REIT.



# Non-GAAP Financial Measures Continued

Consolidated Net Income to EBITDAre and Adjusted EBITDAre Reconciliations (in millions)

	Trailing Twelve Months as of March 2021
<b>Consolidated net income</b>	<b><u>\$239.7</u></b>
Interest income	(7.1)
Membership upgrade sales upfront payments, deferred, net	16.9
Membership sales commissions, deferred, net	(2.9)
Real estate depreciation and amortization	161.5
Other depreciation and amortization	2.7
Interest and related amortization	103.0
Loss on sale of real estate, net	0.1
Adjustments to our share of EBITDAre of unconsolidated joint ventures	(0.2)
<b>EBITDAre</b>	<b><u>513.7</u></b>
Early debt retirement	11.8
COVID-19 expenses <sup>(1)</sup>	1.4
<b>Adjusted EBITDAre</b>	<b><u>\$526.9</u></b>

Note:

(1) Includes expenses incurred related to the development and implementation of CDC and public health guidelines for social distancing and enhanced cleaning, property employee appreciation bonuses and emergency time-off pay. These COVID-19 expenses are considered incremental to our normal operations and are nonrecurring. As such, they have been excluded from the calculation of Normalized FFO.









**Equity LifeStyle Properties**

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