



**els**<sup>®</sup>  
Equity LifeStyle Properties

# Investor Presentation

May 2023



# ELS at a Glance

ELS owns and operates the highest quality portfolio of manufactured home ("MH") communities, recreational vehicle ("RV") resorts, campgrounds and marinas in North America

**1969**  
Year Founded

**\$16.5B**  
Enterprise Value



**4,200**  
Employees

**89%**  
Revenue from Annual Sources

**450**  
Properties

**35 + 1**  
States Canadian  
Province

**6,672%**  
Total Return Since IPO<sup>(1)</sup>

- 1,570% S&P 500
- 1,452% Dow Jones Equity ALL REIT Index

**344%**  
Ten Year Total Return<sup>(1)</sup>

- 217% S&P 500
- 88% Dow Jones Equity ALL REIT Index

**171,477**  
Sites

Notes: All data as of March 31, 2023.

(1) Total return calculation assumes dividend reinvestment. Total returns through March 31, 2023. Source: S&P Global.

ELS owns and operates the highest quality portfolio of manufactured home ("MH") communities, recreational vehicle ("RV") resorts, campgrounds and marinas in North America

STRONG PORTFOLIO PERFORMANCE

\$1.2B

Core Annual Revenue  
(2022)

\$1.79

Annualized Dividend  
per Common Share  
(2023)

9.0%

NFFO/Share CAGR<sup>(2)(3)</sup>  
(2006 - 2022)

4.4%

Avg Long-Term  
Core NOI Growth <sup>(1)</sup>

2.6%

Dividend Yield<sup>(5)</sup>

21%

Dividend/Share CAGR  
(2006 - 2022)<sup>(3)</sup>

20.6%

Debt/EV

5.2x

Debt/Adj.  
EBITDAre<sup>(4)</sup>

5.5x

Interest Coverage

7.5%

% of Debt that is  
Floating Rate<sup>(6)</sup>

3.8%

Weighted Avg  
Interest Rate

10

Avg Years  
to Maturity

Notes: All data as of March 31, 2023 unless otherwise specified.

(1) Average quarterly growth from Q3 1998 through Q1 2023.

(2) See Non-GAAP Financial Measures at the end of the presentation for the reconciliation and definition of Normalized FFO.

(3) Adjusted for stock splits.

(4) Calculated using trailing twelve months Adjusted EBITDAre. See Non-GAAP Financial Measures at the end of the presentation for the definition and reconciliation of Adjusted EBITDAre.

(5) Based on the stock price as of April 28, 2023.

(6) As of April 17, 2023.

# Recent Highlights<sup>(1)(2)(3)(4)</sup>



## MH Performance Update:

- Core MH base rental income growth for April QTD is 6.6%
- Core Occupancy of 94.8% as of April 30, 2023

## RV Performance Update:

- Core RV Resort and Marina base rental income growth for April QTD is 2.1%
- Memorial Day Weekend 2023 – Transient base rental income growth is (7.8%)



Notes: (1) Core Portfolio is defined based on properties owned and operated since January 1, 2022. 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 2022.

(3) The factors that affected our results for April QTD 2023 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.

## Track record of delivering superior **total returns** and **dividend growth**

### 1. Portfolio Composition

- High-quality properties located in retirement and vacation destinations
- Over 110 properties with lake, river, or ocean frontage
- Over 120 properties within 10 miles of coastal United States
- Over 70% of MH properties are age-restricted or have a resident base with an average age over 55

### 2. Business Model

- Own the land and lease developed sites to owners of manufactured homes, vacation cottages, RVs and boats
- Consistent results throughout the real estate cycle
- Strong customer demand with minimal new supply
- Innovative strategy driving external growth through new lines of business

### 3. Operating Platform

- Integrated operating platform focused on providing superior customer service to all residents and value creation for shareholders
- Focus on generating stable, predictable revenue
- Technology driven
- Digital marketing strategy

### 4. Balance Sheet

- Long-term strategy focused on access to a variety of capital sources
- Well laddered maturities with average years to maturity of 10 years and weighted average interest rate of 3.8%
- Strong balance sheet with capacity to fund growth with debt and/or equity

### 5. Acquisitions / Development

- Active acquisitions and development pipeline
- Focus on accretive and/or value add transactions
- History of being first mover when entering new asset classes that fit the portfolio strategy

### 6. ESG

- Sustainability is at the core of Our Nature through Uniting People, Places & Purpose
- Commitment to sustainability supports the business model, minimizes environmental impacts, maintains a safe and healthy workplace and upholds a high standard of business ethics and conduct

### 7. Management Team

- Experienced executive management team with a track record of delivering results



# Track Record

## Long-term total returns that outperform the market

ITEM	IPO Year - 1993	2022
Properties	41	449
Sites	12,312	171,248
States	16	35
Net Income Per Share - Fully Diluted	\$0.15	\$1.53
FFO Per Share - Fully Diluted <sup>(1)</sup>	\$0.23	\$2.68
Normalized FFO Per Share - Fully Diluted <sup>(1)</sup>	\$0.23	\$2.72
Common Stock Price <sup>(2)</sup>	\$3.22	\$64.60
Enterprise Value <sup>(3)</sup>	\$296 million	\$16.0 billion
Dividends Paid Cumulative <sup>(4)</sup>	-	\$18.25

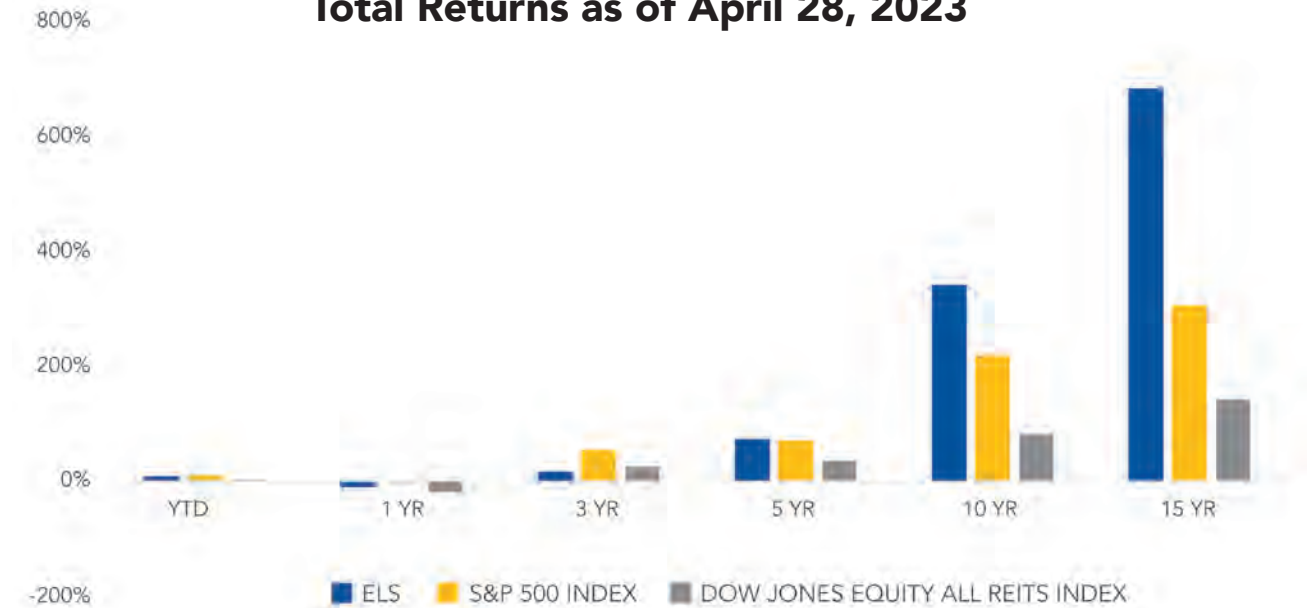
Notes: (1) See Non-GAAP Financial Measures at the end of the presentation for the reconciliation and definition of FFO and Normalized FFO. The 1993 amount was determined from amounts presented in the 1996 Form 10-K.

(2) The 1993 stock price is adjusted for stock splits; the price is the closing price as of December 31, 2022.

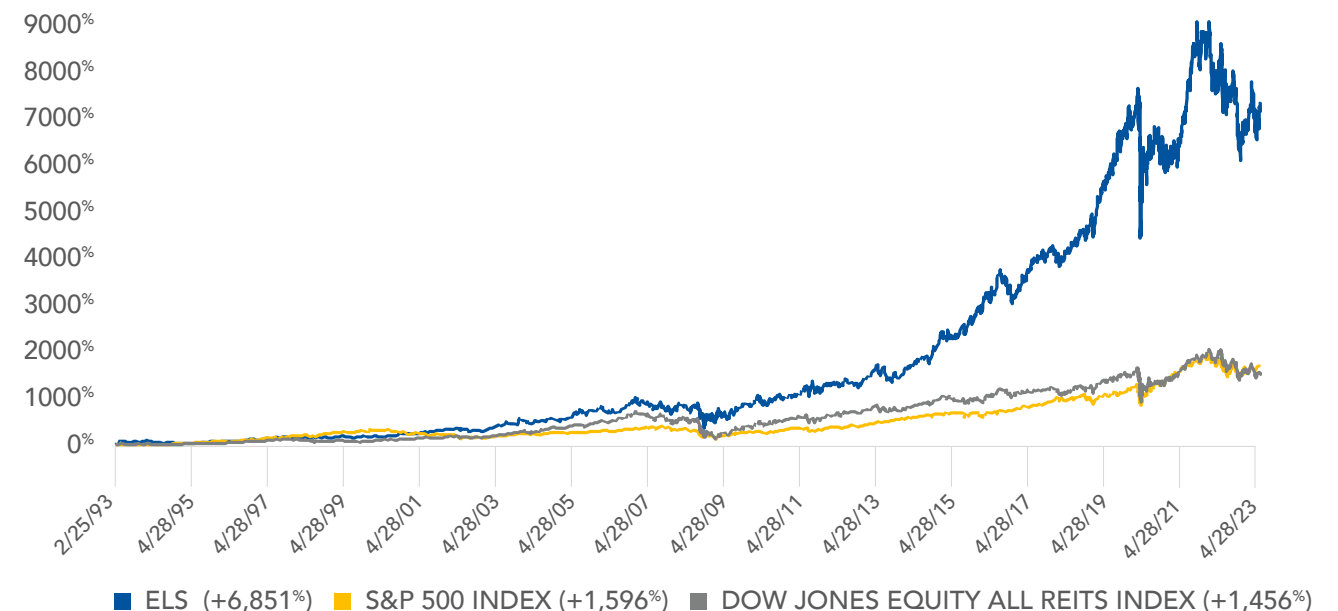
(3) The enterprise value as of December 31, 2022.

(4) Source: S&P Global. Includes dividends paid from IPO date of February 25, 1993 through December 31, 2022 and adjusted for stock splits.

### Total Returns as of April 28, 2023



### Total Return Performance Since IPO (%)



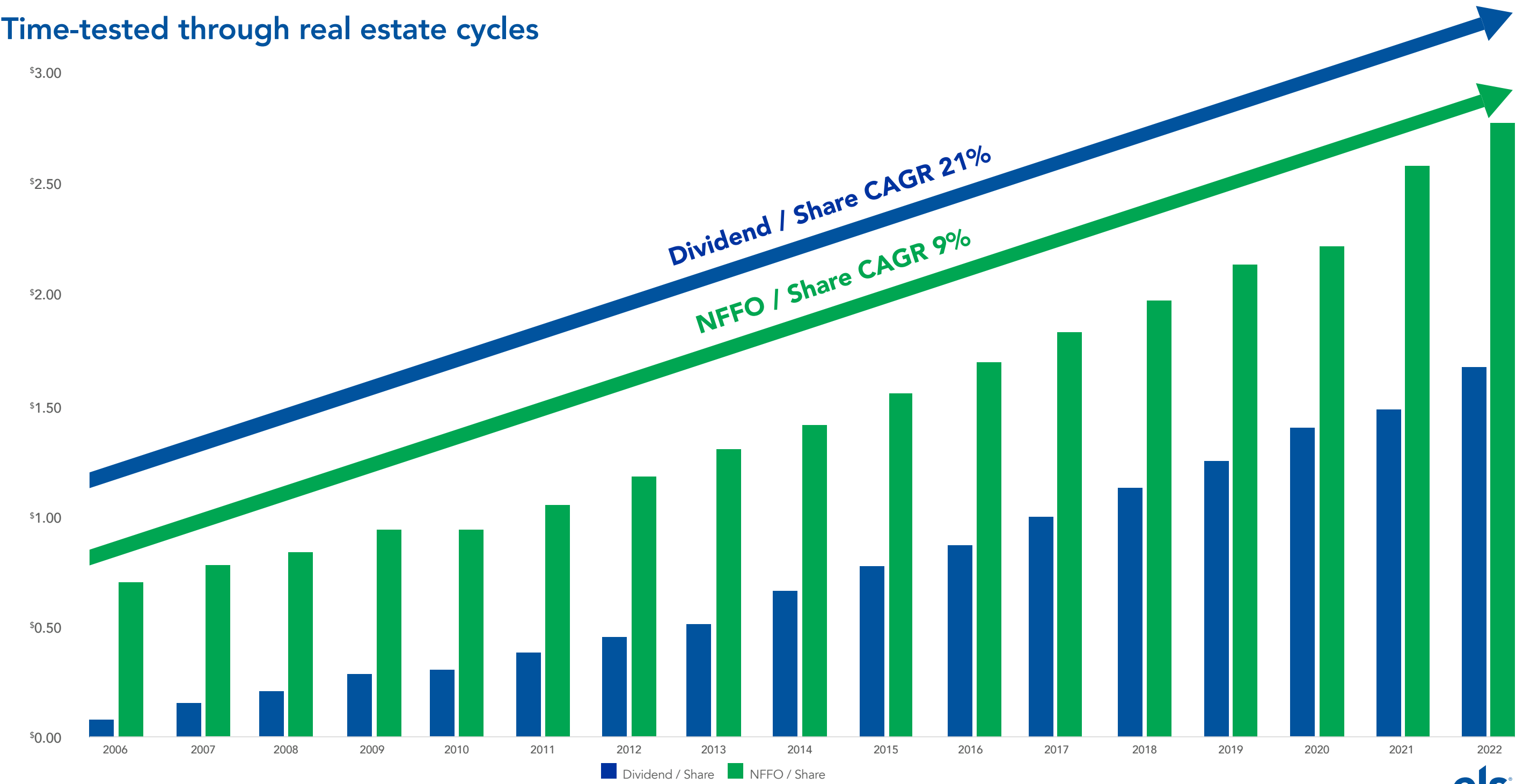
Notes: Source: S&P Global

(1) Total return calculation assumes dividend reinvestment.

(2) Total return through April 28, 2023.

# Dividend and NFFO Growth

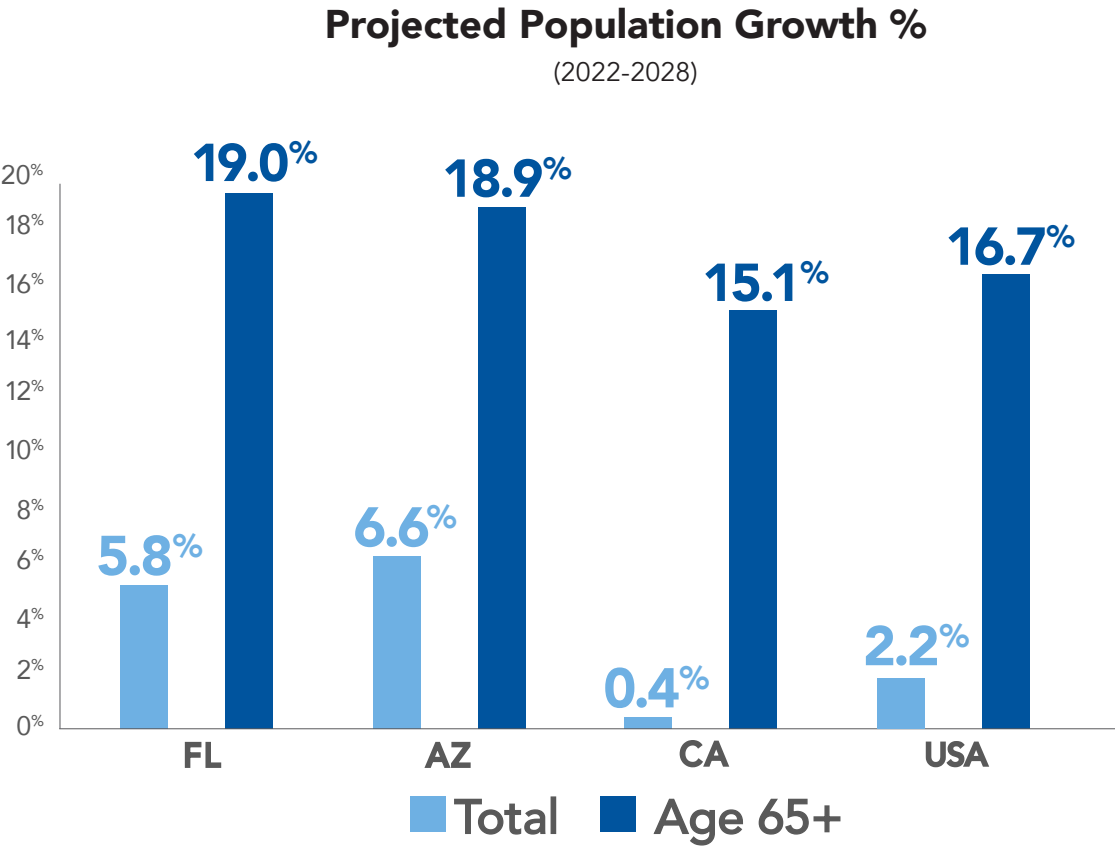
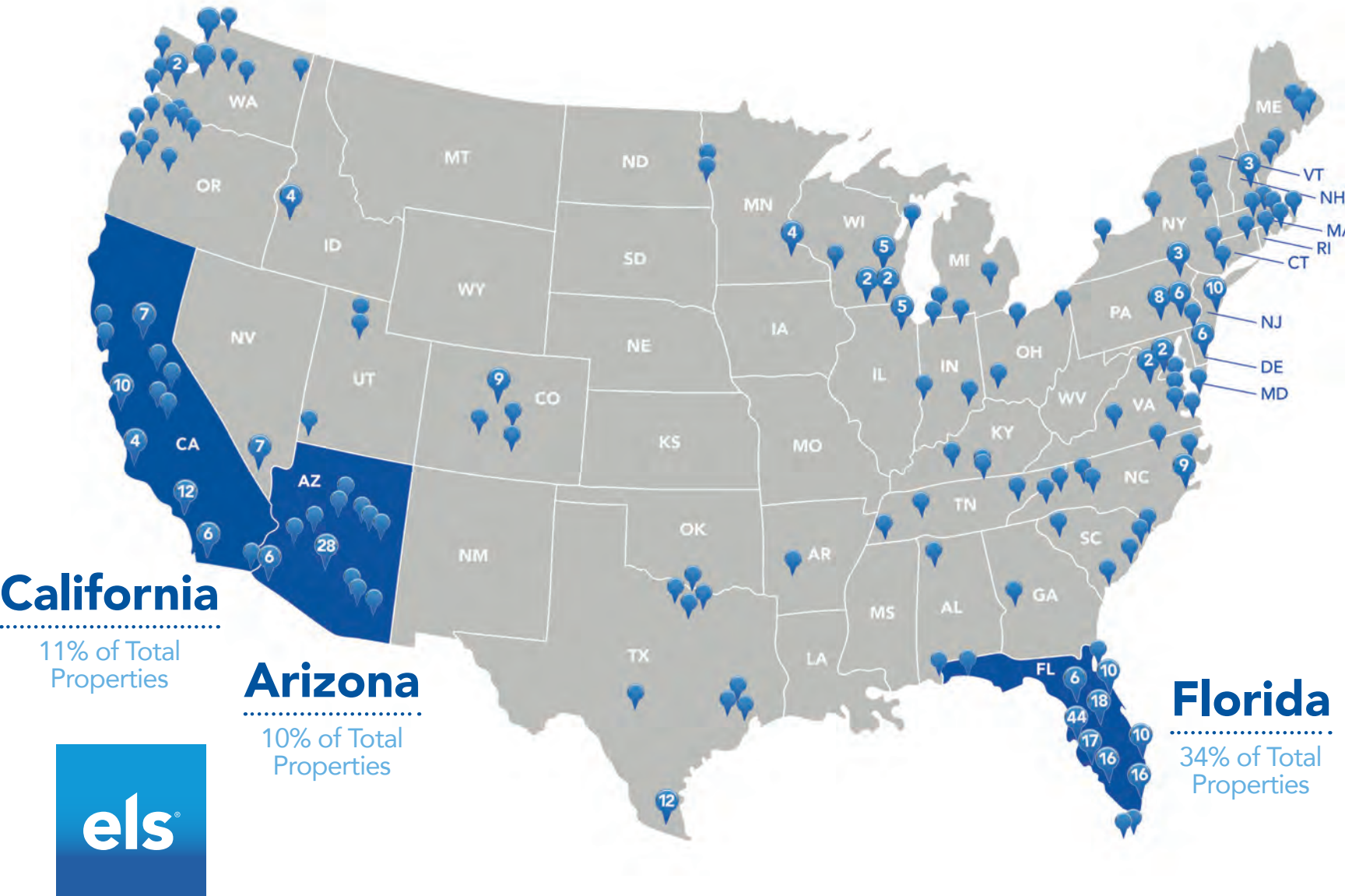
Time-tested through real estate cycles



Note: See Non-GAAP Financial Measures at the end of the presentation for the reconciliation and definition of Normalized FFO. Adjusted for stock splits.

# Property Locations

ELS owns and operates 450 properties in North America with a focus on high-quality coastal and sunbelt retirement and vacation destinations and urban areas



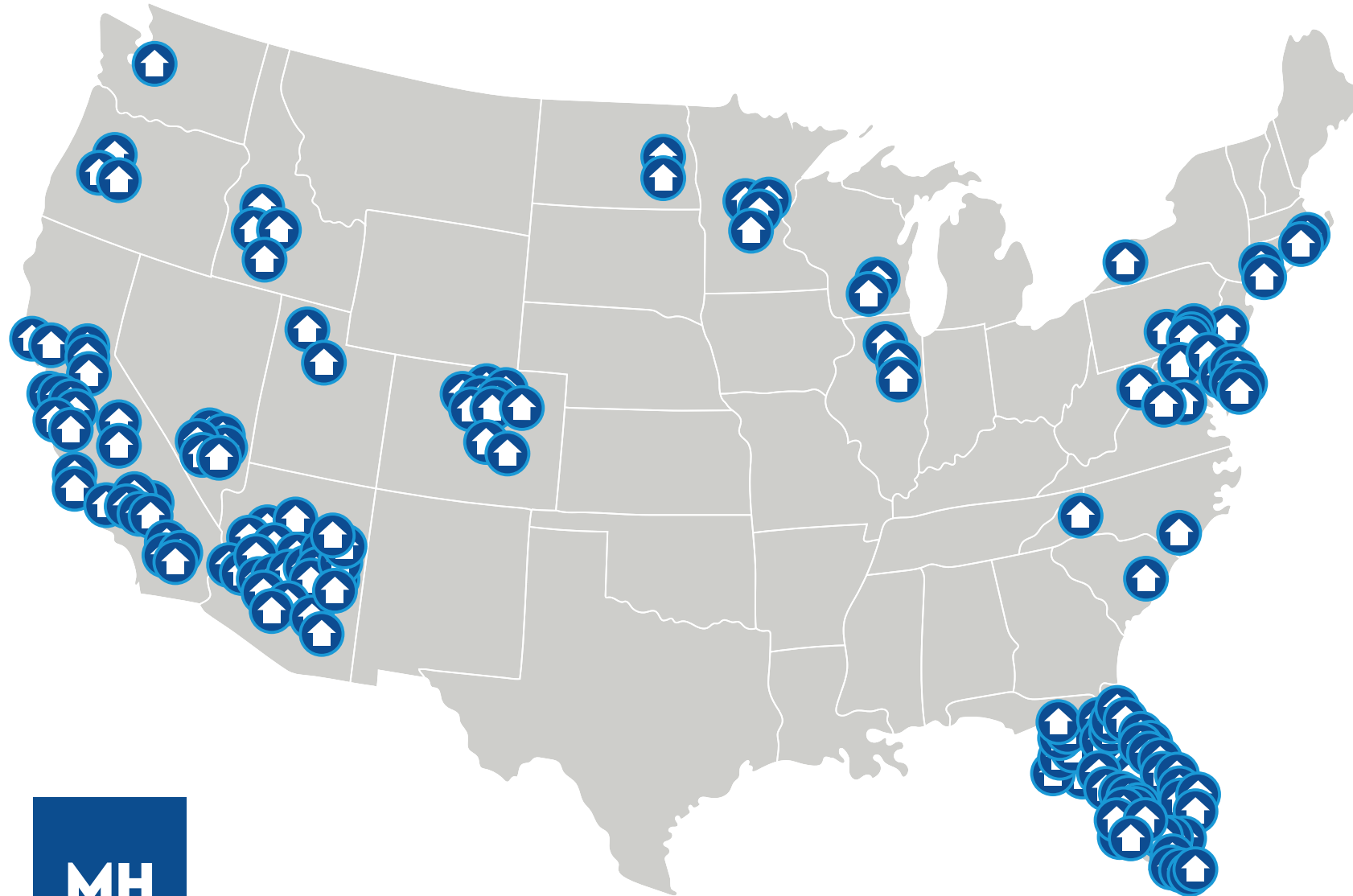
Source: S&P Global

Note: Property and site counts presented as of March 31, 2023.



# Property Locations

The MH portfolio focuses on age-qualified communities in retirement destinations where our residents can be part of an active lifestyle



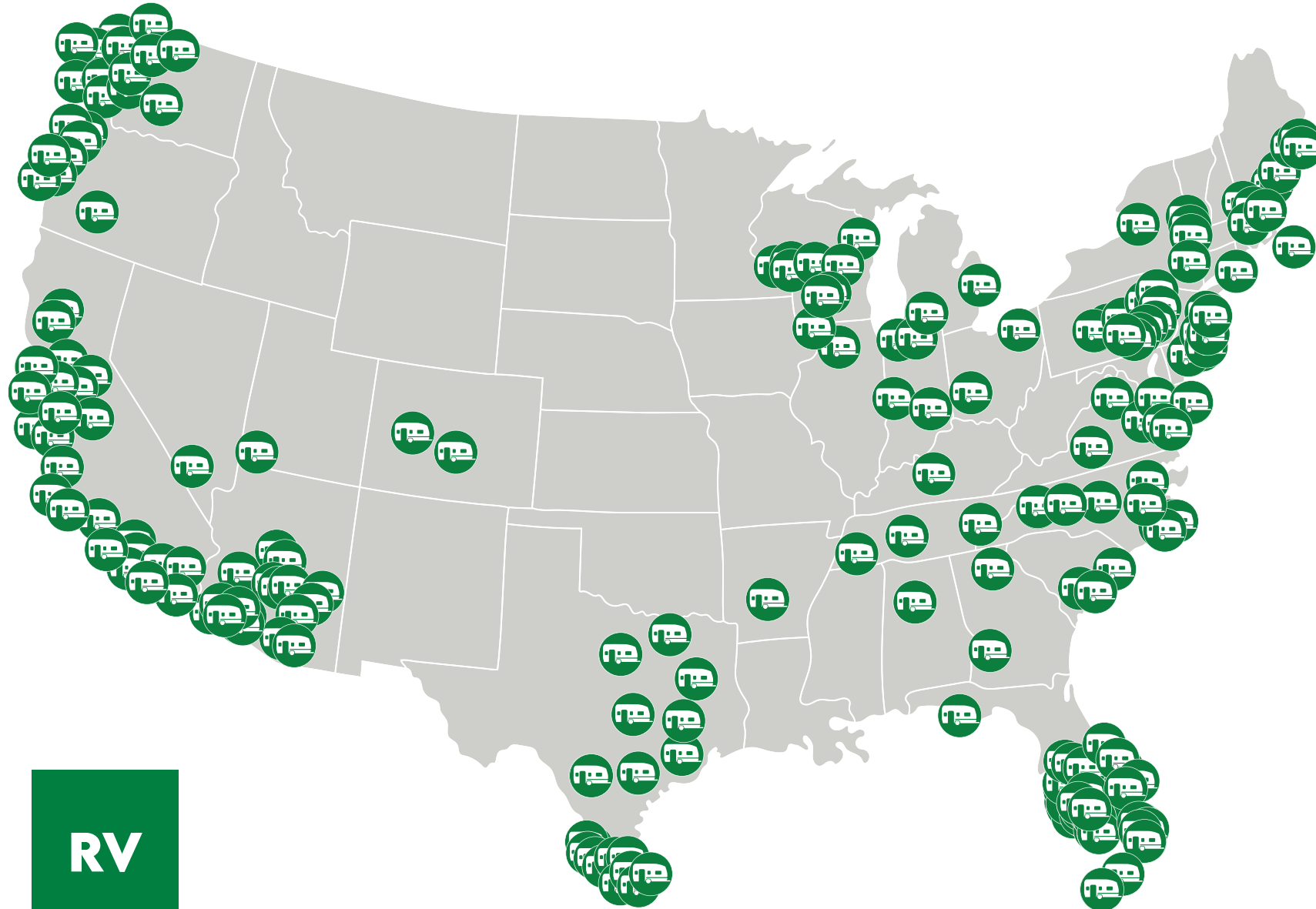
## 202 MH COMMUNITIES

- 74,700 sites



# Property Locations

The RV portfolio has over 200 resorts and campgrounds spread along the coast and in vacation destinations packed with family-friendly amenities and activities



## 225 RV RESORTS

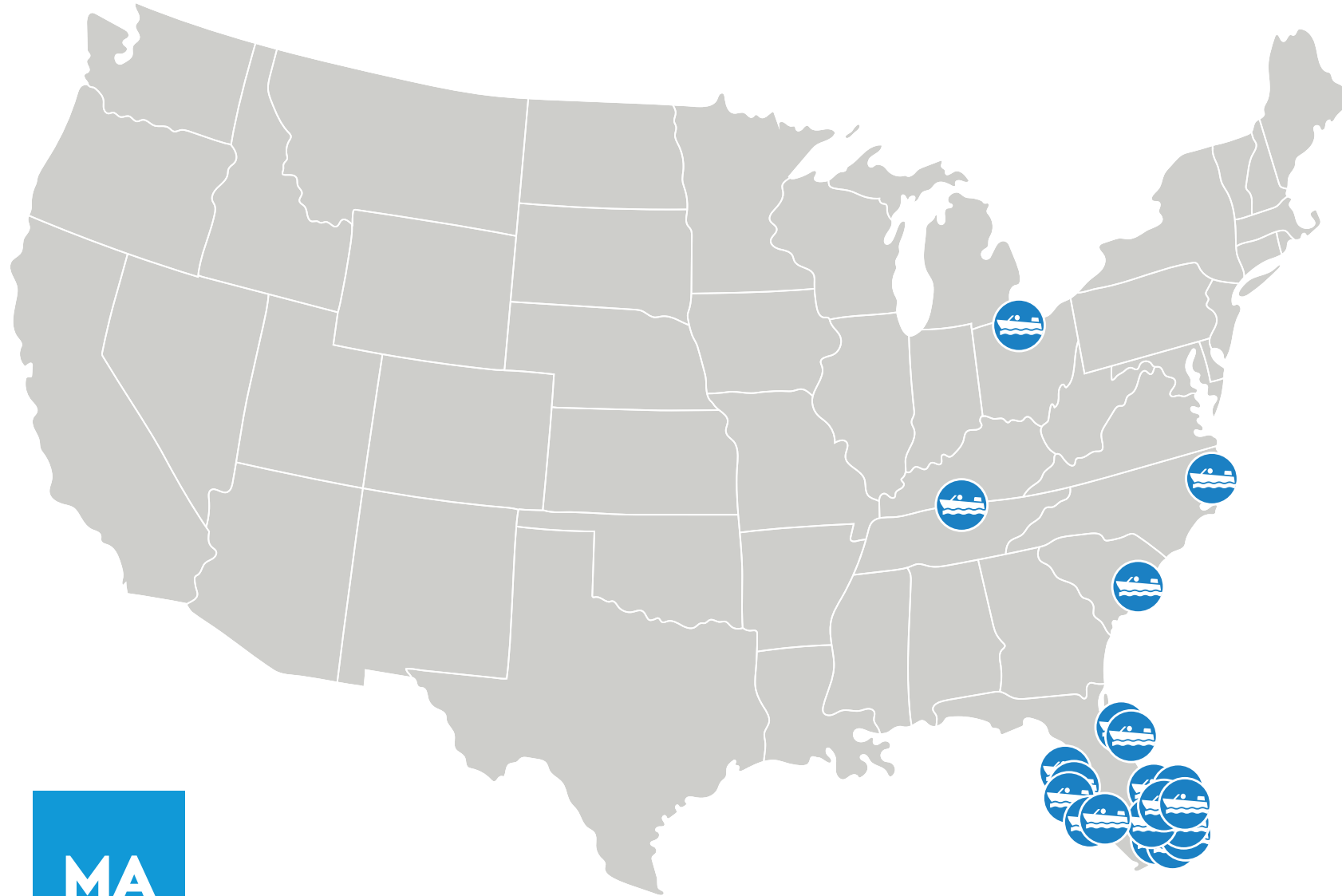
- 89,800 sites
  - Annual 34,900
  - Seasonal 12,500
  - Transient 16,600
  - Membership sites 25,800





# Property Locations

High-quality marina portfolio located primarily along the southeast coast, ideal for year-round boating which generates stable annual slip revenue



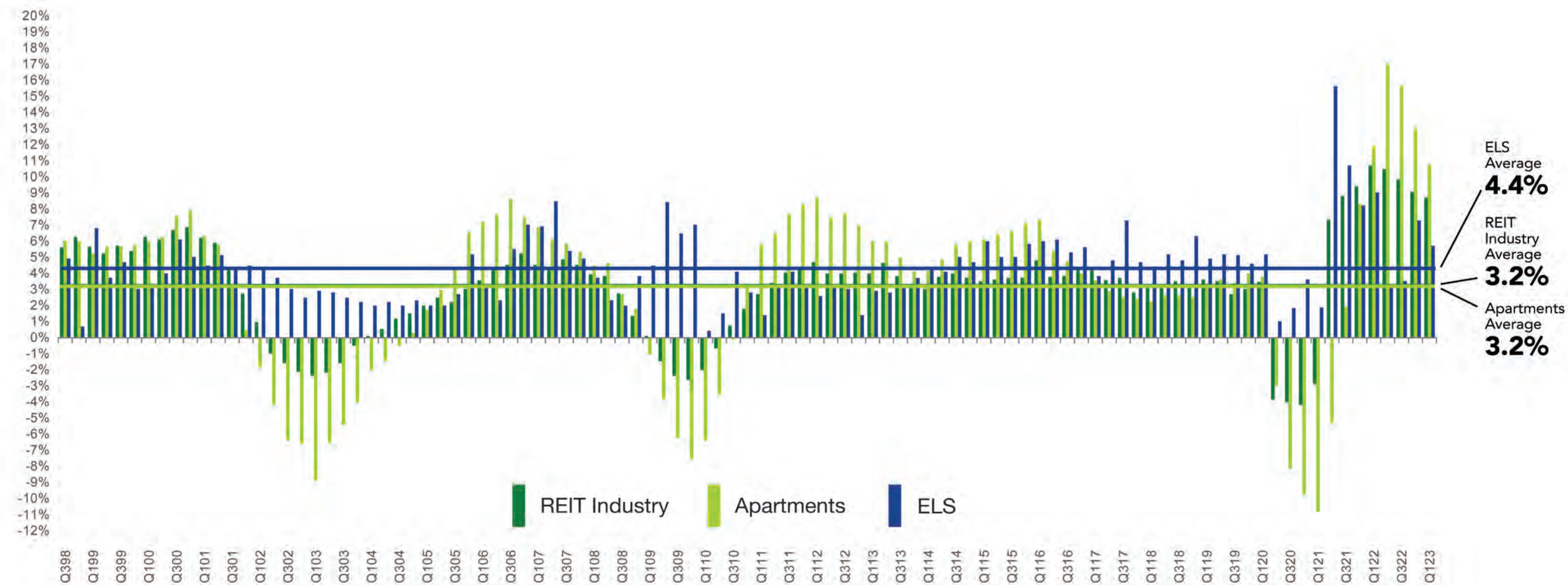
## 23 MARINAS

- 6,900 slips



# Unique Business Model

## Drives sustained long-term outperformance

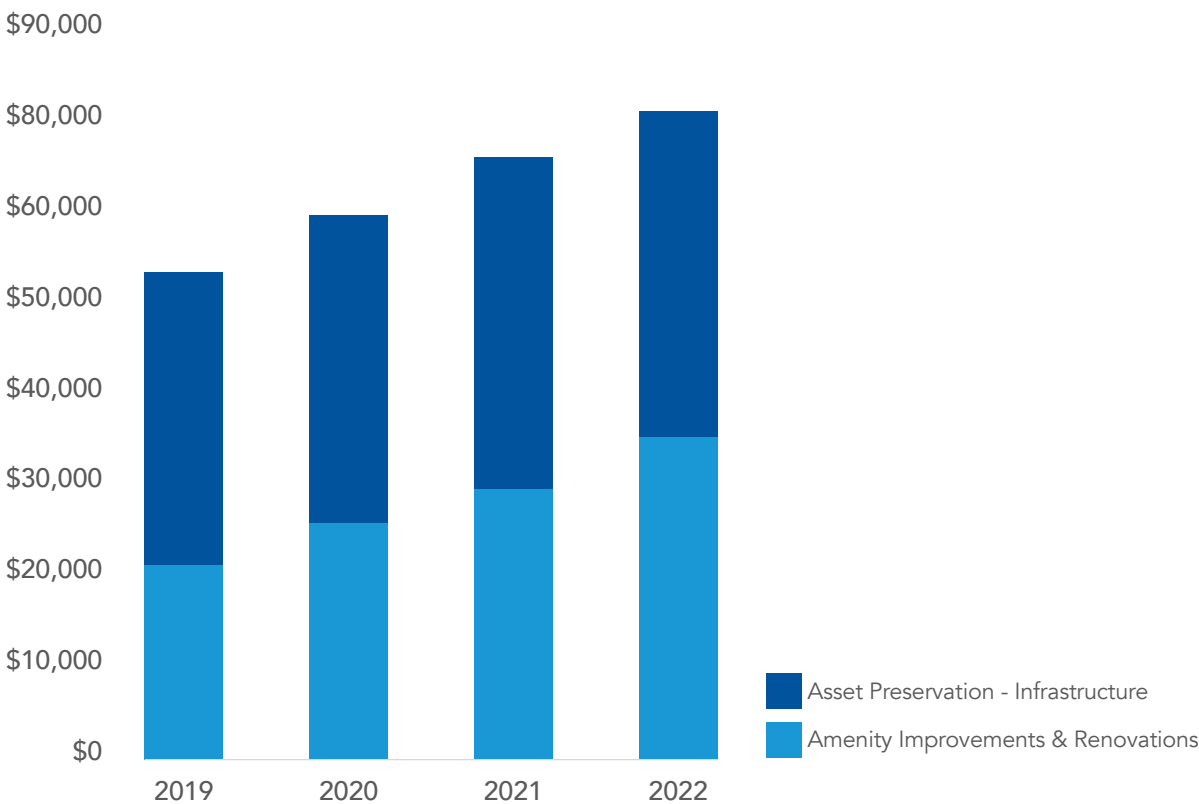


Note: Source for Same Store NOI data: Citi Investment Research, March 2023. Earliest quarter collected by Citi is third quarter of 1998. Data through first quarter of 2023. "REIT Industry" includes an index of REITs across a variety of asset classes, including regional malls, shopping centers, multifamily, student housing, manufactured homes, self storage, office, industrial, mixed office and specialty.

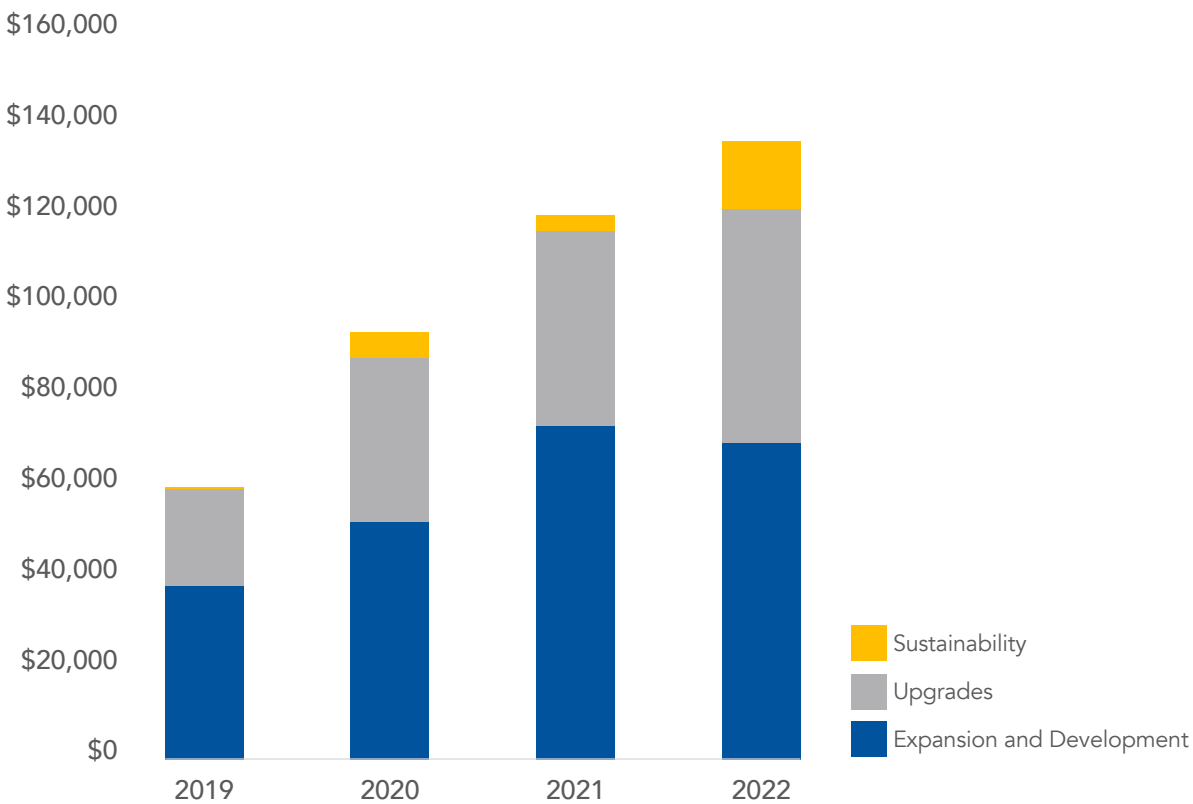


# Capital Expenditures

Continued investment in communities to support internal growth and enhance our resident and guest experience



**Recurring Capex**  
(in thousands)



**Expansion & Sustainability Capex**  
(in thousands)

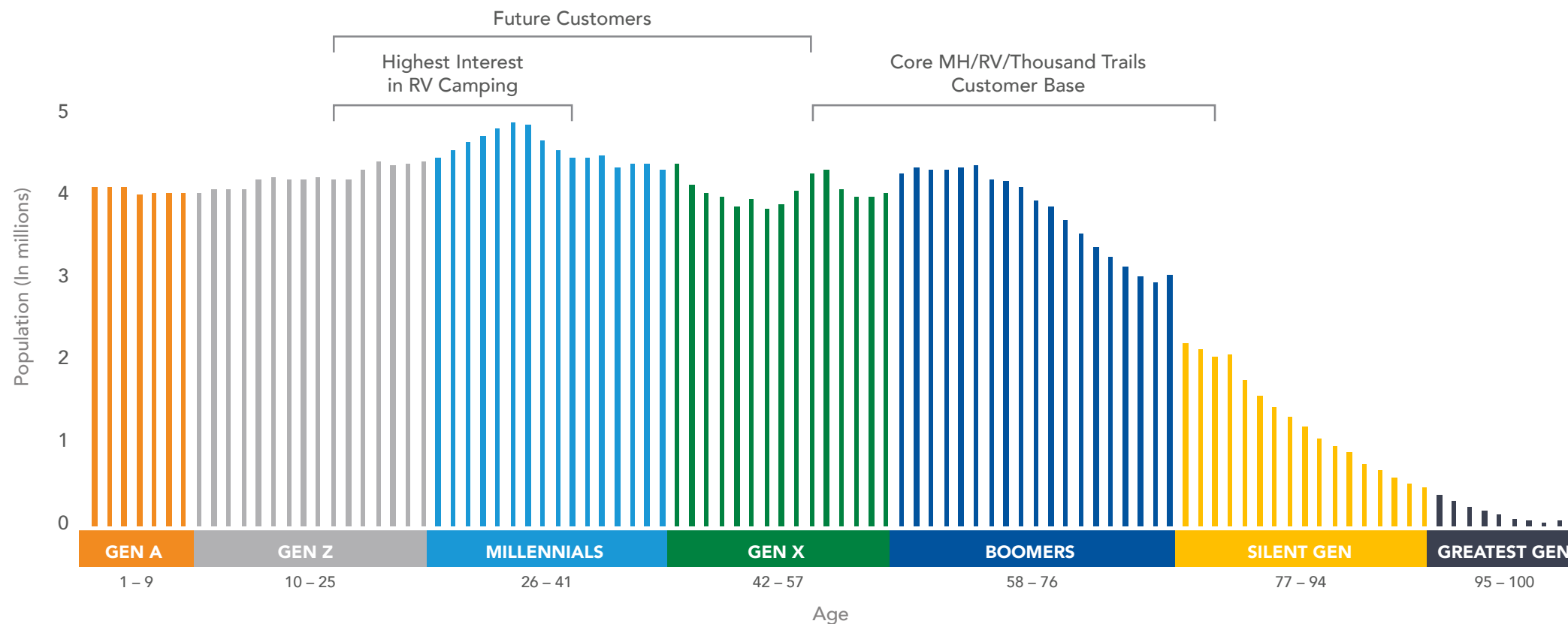


# Demand Drivers – Unique Demographics

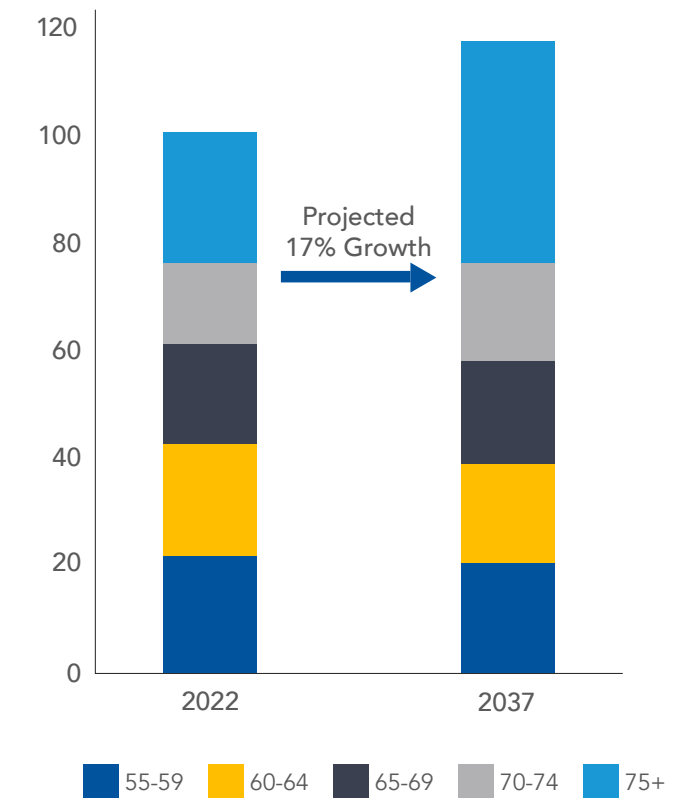
## Unique customer demographics driven by baby boomers and a strong tailwind from future generations

- The population of people aged 55 and older in the U.S. is expected to grow 17% from 2022 to 2037
- Roughly 10,000 baby boomers will turn 65 every day through 2030
- Over 70% of ELS MH properties are age-restricted or have a resident base with an average age over 55
- Installed base of over 11 million RV owners in the U.S.

**U.S. Population by Age and Generation**



**U.S. Population Over Age 55** (in millions)

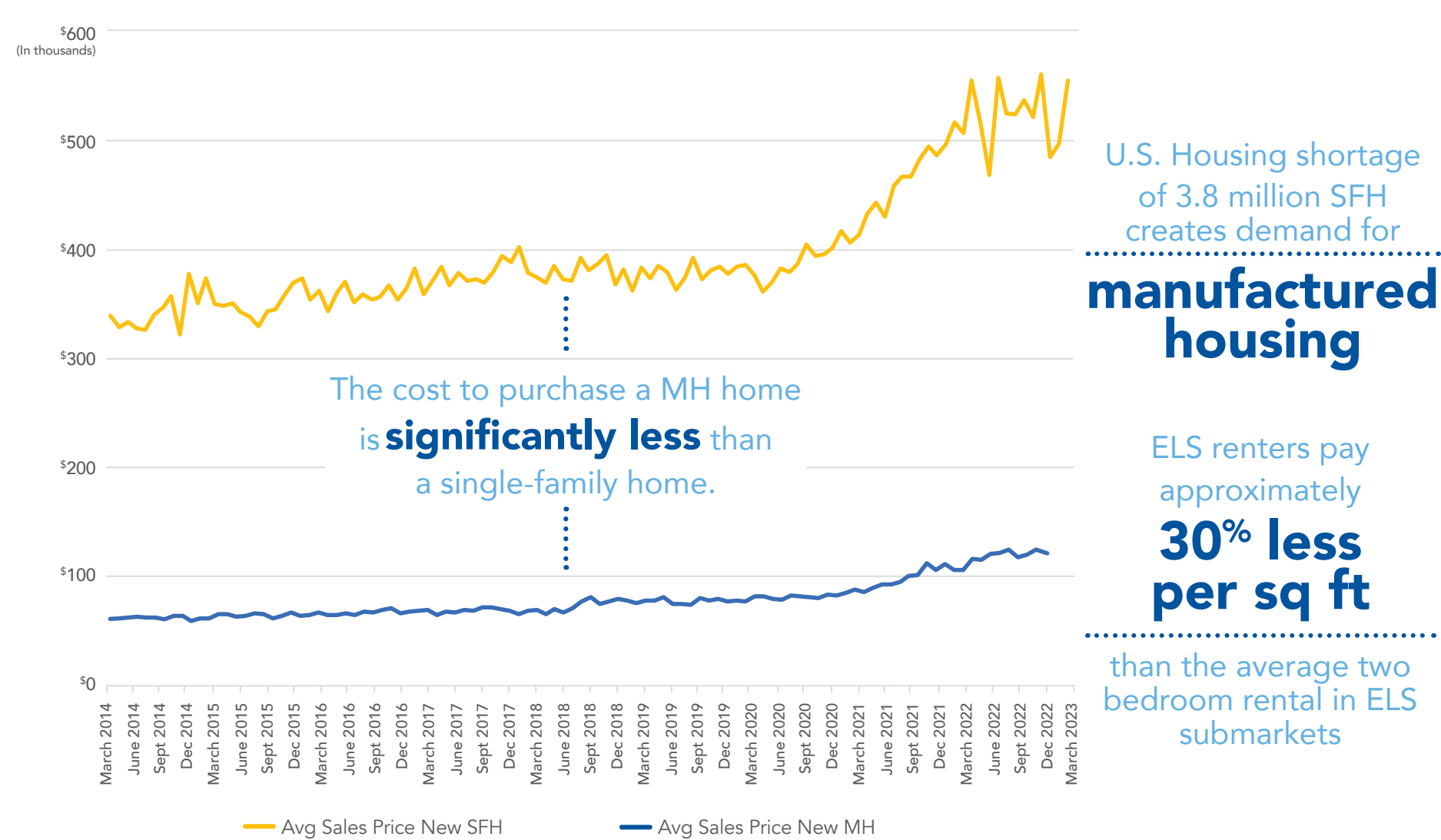




# Demand Drivers - Value Proposition

Whether buying or renting, manufactured homes provide greater value as compared to other housing options

Avg Sales Price – New Single Family Home ("SFH") vs New Manufactured Home<sup>(3)</sup>



Buying a new MH vs Financing a new SFH<sup>(3)</sup>

	MH	SFH	Difference in cost
Cost of Home	\$127,342	\$531,225	-76%
Upfront Cost <sup>(1)</sup>	\$127,342	\$106,245	20%
Monthly Cost <sup>(2)</sup>	\$797	\$2,636	-70%

Through March 2023, the average upfront cost of purchasing a new MH in full was approximately 20% higher than putting 20% down on a new SFH, but the ongoing monthly rental payment for the MH was approximately 70% lower than the SFH monthly mortgage payment. At ELS, most homeowners do not have debt on their homes, and over the past three years, **ELS has financed only 2% of new home sales.**

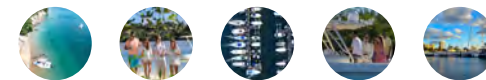
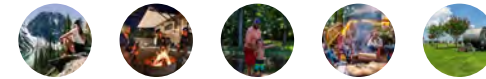
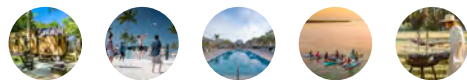
Manufactured Home Construction Advantage:

- Controlled construction environment results in no weather delays
- Economies of scale to purchase materials in bulk
- Standardization of processes allows for efficient construction
- Centralized labor force allows for faster workforce training

Notes: Sources: U.S. Census Bureau, Federal Reserve Economic Data (FRED), Freddie Mac, Moody's Analytics.  
(1) Assumes MH is paid in full and the SFH has a 20% down payment on a loan.  
(2) Assumes SFH has a 30-year loan with a 6.3% interest rate.  
(3) Data is as of FRED's most recent published economic report as of April 28, 2023.

# Demand Drivers – Lifestyle and Amenities

ELS communities and resorts have the amenities to build a thriving community where our residents and guests create memories together



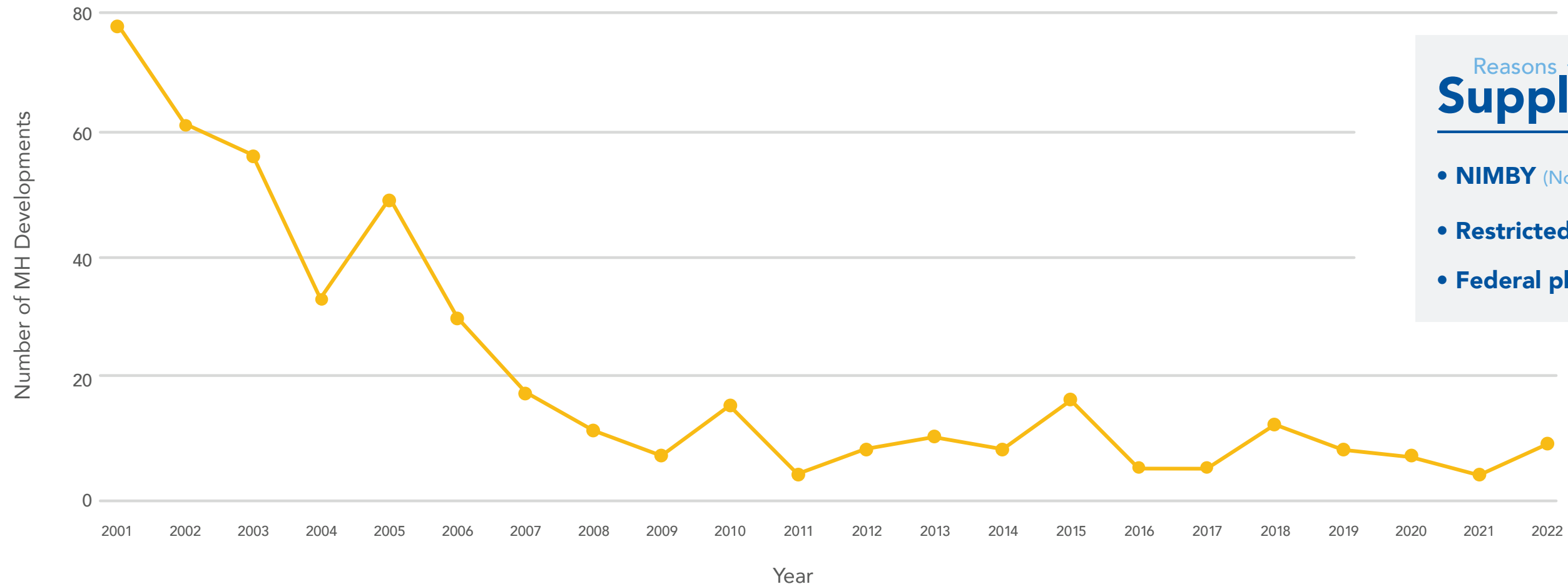


# Supply Constrained Asset Class

There has been limited MH development in the U.S. in the past 20 years

Growing demand coupled with almost no new supply is a strategic advantage for ELS

Manufactured Housing Developments in the U.S.

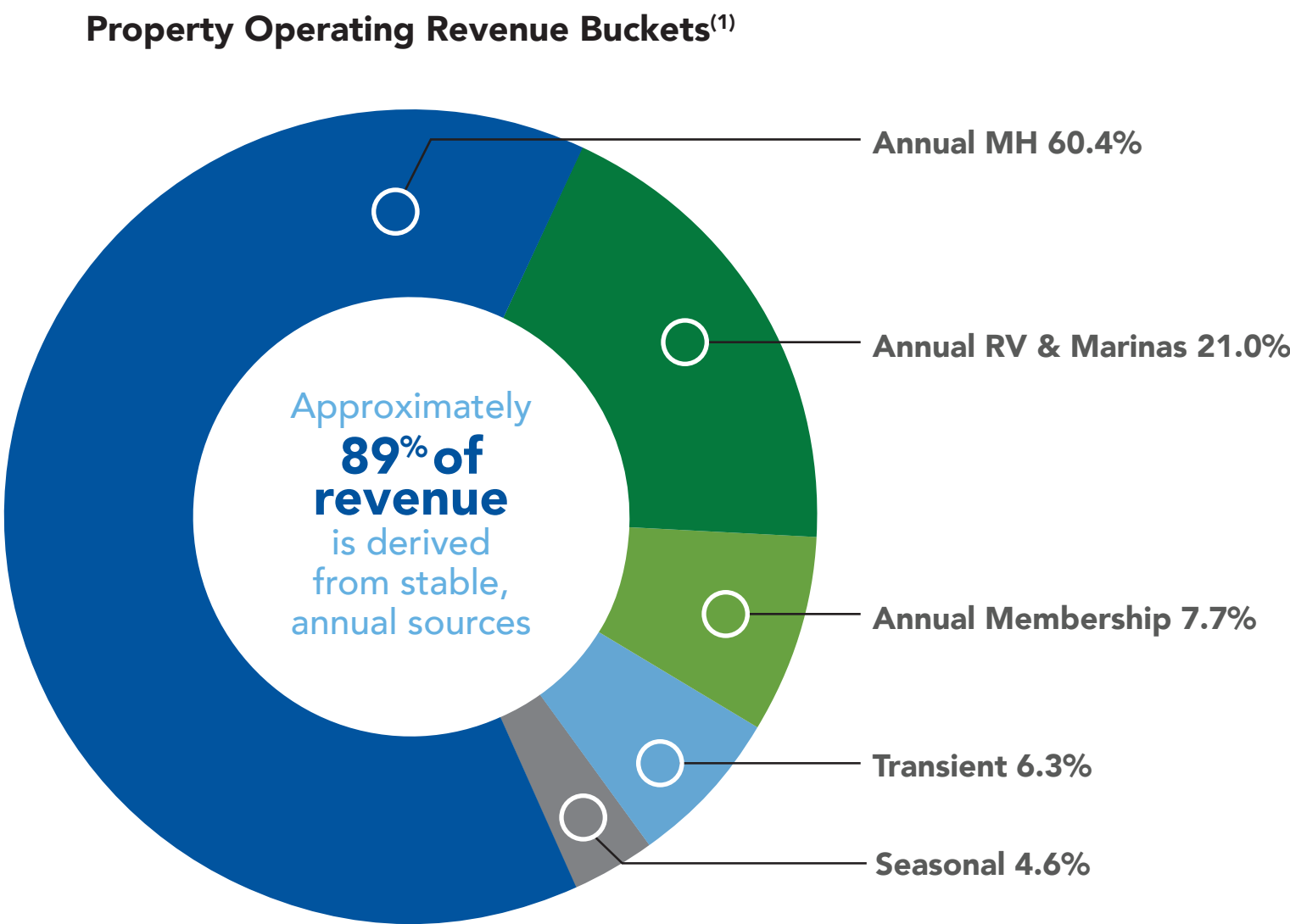


## Reasons for the Supply Constraint

- **NIMBY** (Not in my backyard)
- **Restricted zoning & regulations**
- **Federal planning vs local planning**



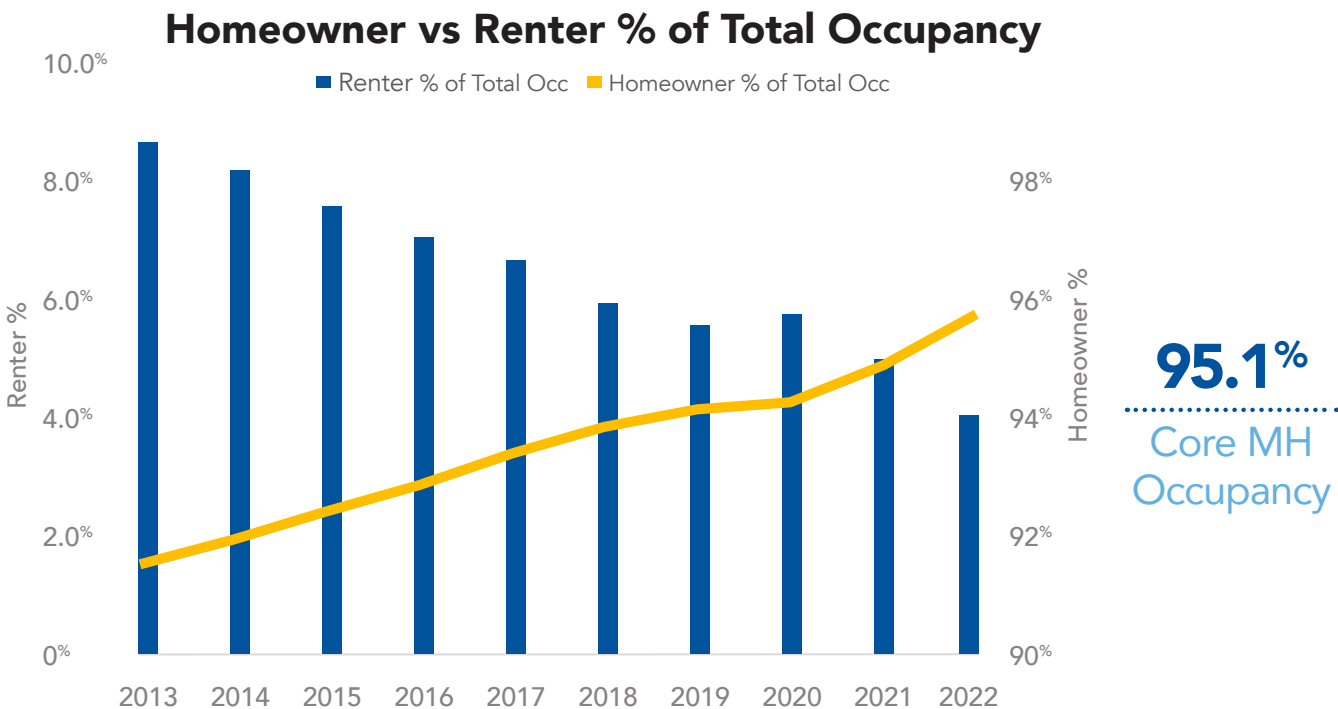
# Steady, Predictable Revenue Streams from High-Quality Occupancy



Notes: All data as of March 31, 2022 unless otherwise specified.  
(1) Property operating revenue buckets reflect trailing twelve months as of March 31, 2023.

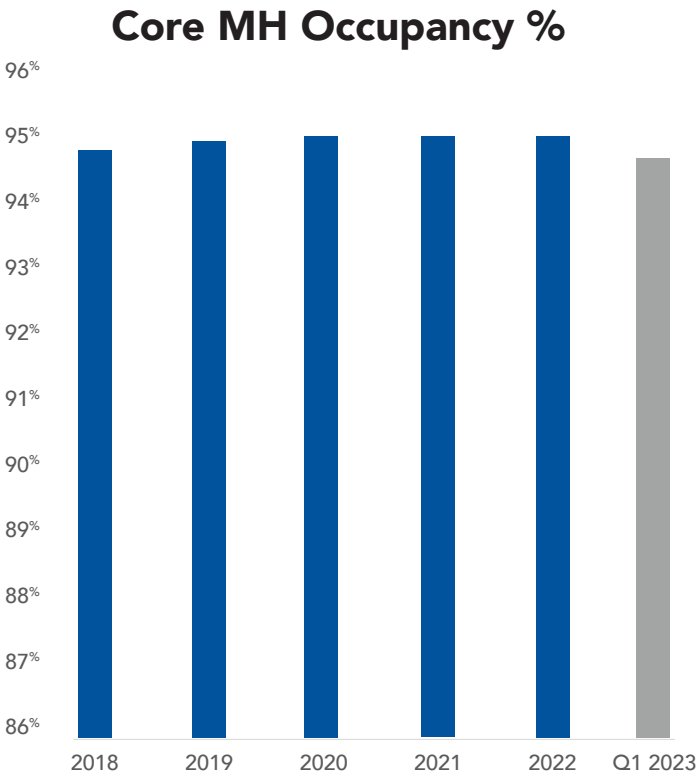
**78%**  
2022 ELS MH New Home Sales Residents with a FICO score greater than 680

Since the housing crisis of 2008-12, ELS has steadily reduced the number of renters in our MH portfolio and increased homeowners. Renters typically stay less than three years, while homeowners stay approximately ten years contributing to a stable occupancy base. The rental program is utilized strategically to introduce residents to our communities.

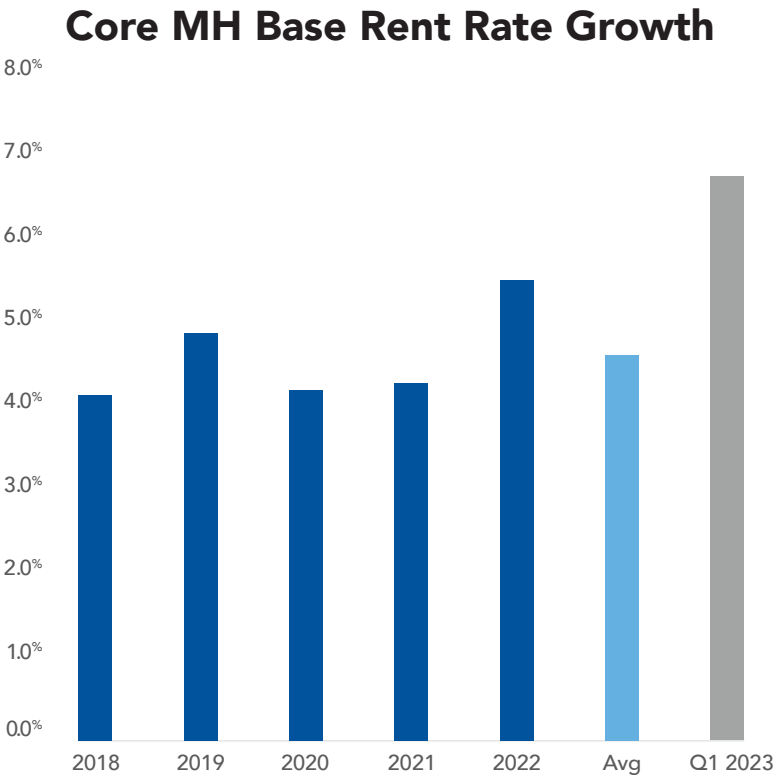


# Property Operations

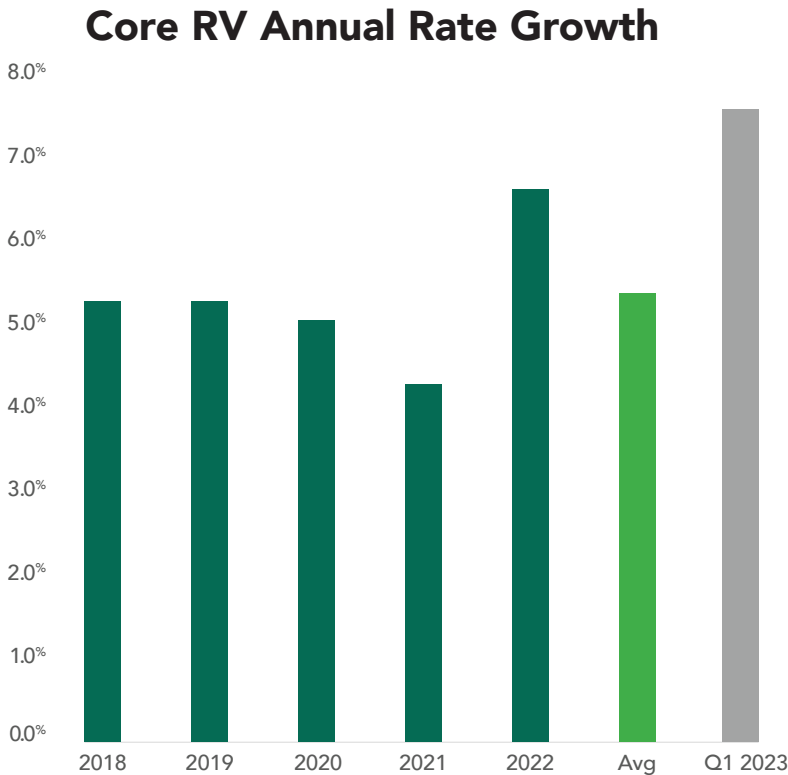
## Best-in-class property operations platform drives consistent rate and occupancy increases



**50%** of MH Communities are **98%+** Occupied



**4.5%** Average Core MH Base Rent Rate Growth over the past 5 years <sup>(3)</sup>



**5.2%** Average Core RV Annual Rate Growth over the past 5 years <sup>(3)</sup>

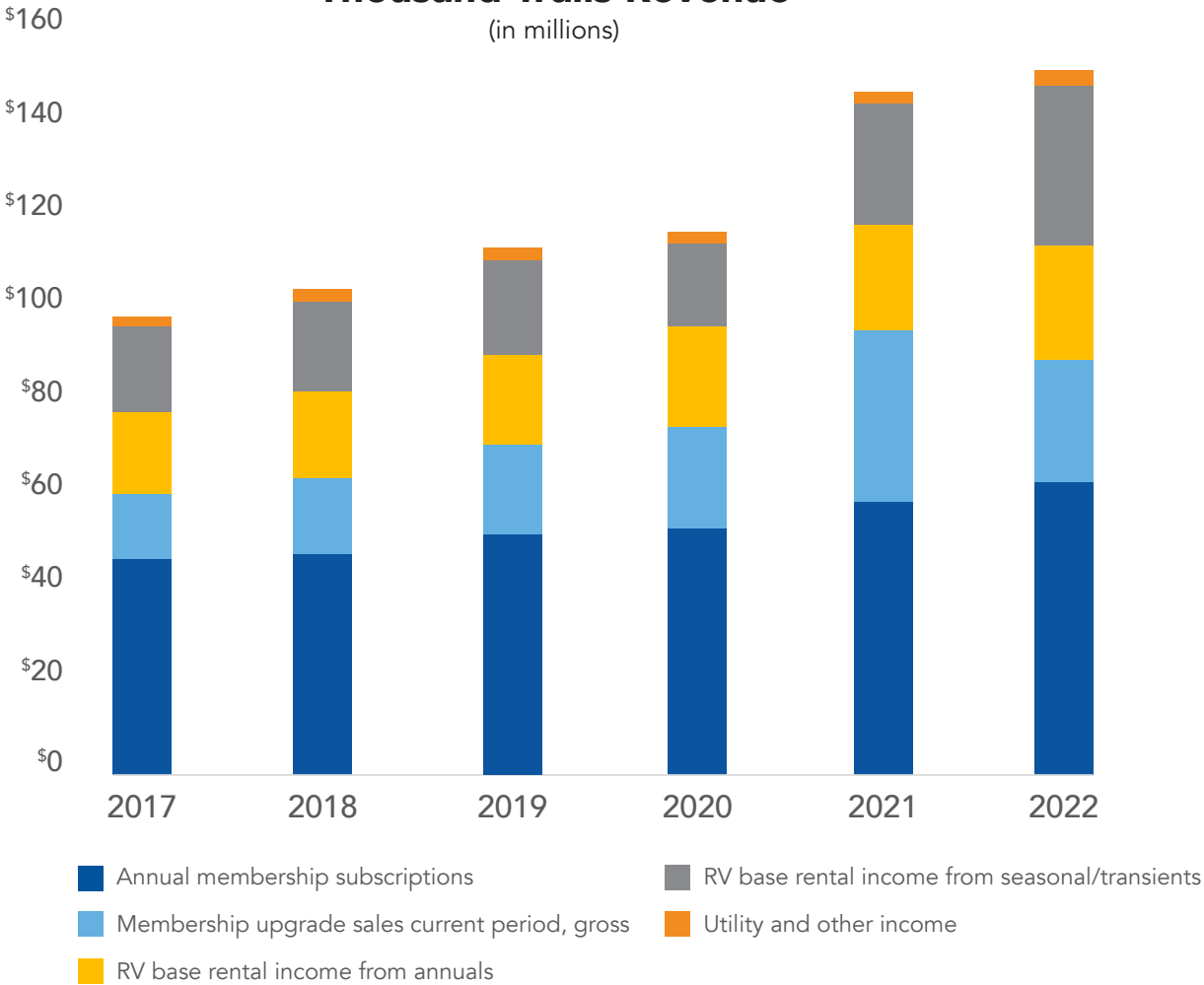


Notes: (1) Components of MH rate: 25% is linked to CPI, 25% is linked to long-term agreements, and 50% is marked to market.  
(2) Impact of CPI on RV annual leases: RV Annual leases are all market leases and rates are determined on a market-by-market basis.  
(3) 5-year rate growth as of Q4 2022.



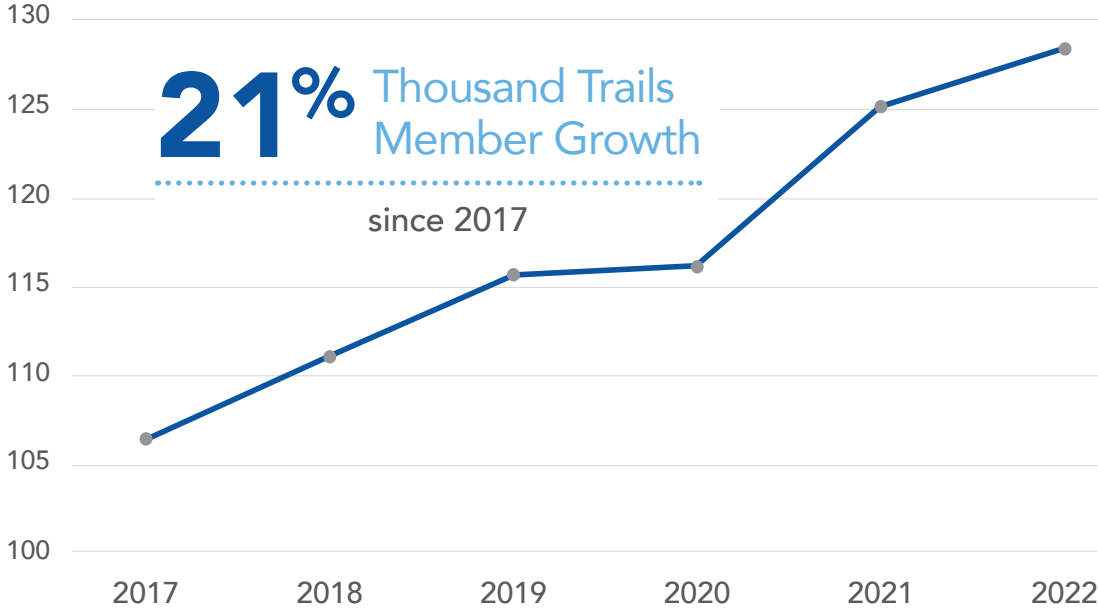
# Property Operations

Thousand Trails Revenue  
(in millions)

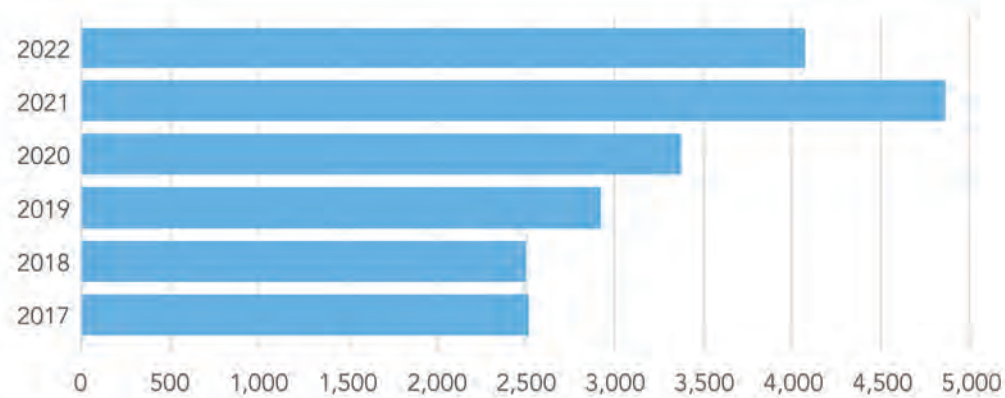


**27%**  
of members  
.....  
have been with Thousand Trails  
for at least 20 years

Thousand Trails Total Member Count  
(in thousands)



Thousand Trails Upgrade Sales



**62%**  
Upgrade Sales Growth  
.....  
since 2017

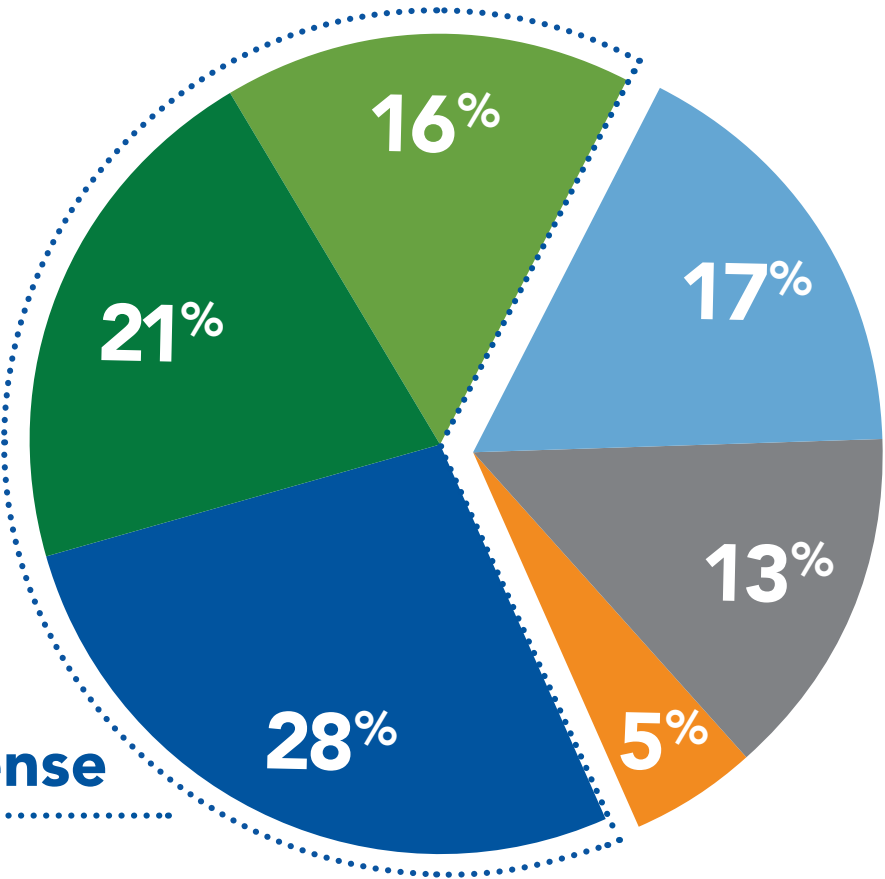
Note: All data as of December 31, 2022.

# Property Operating Expenses

2022 Core Property Operating Expense<sup>(1)</sup>

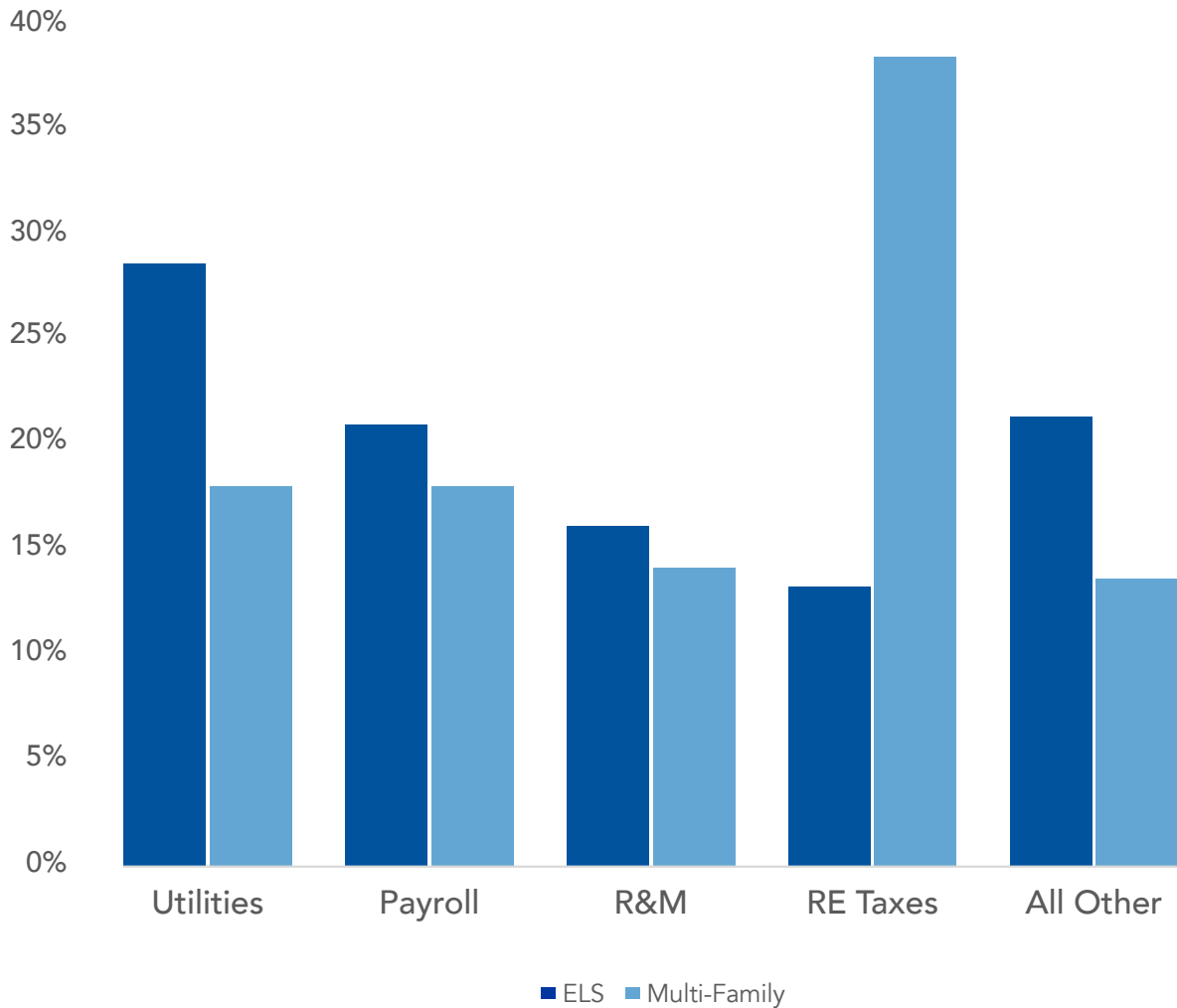
Approximately **65%** of Core Property Operating Expenses are from **Utilities, Payroll and R&M**

Utility Recovery Rate is approximately **45% of Utility Expense**



■ Utilities Expense ■ Payroll ■ R&M ■ Insurance, Admin, & Other<sup>(3)</sup> ■ Real Estate Taxes ■ Sales and Marketing

Compare to Multi-Family<sup>(2)</sup>

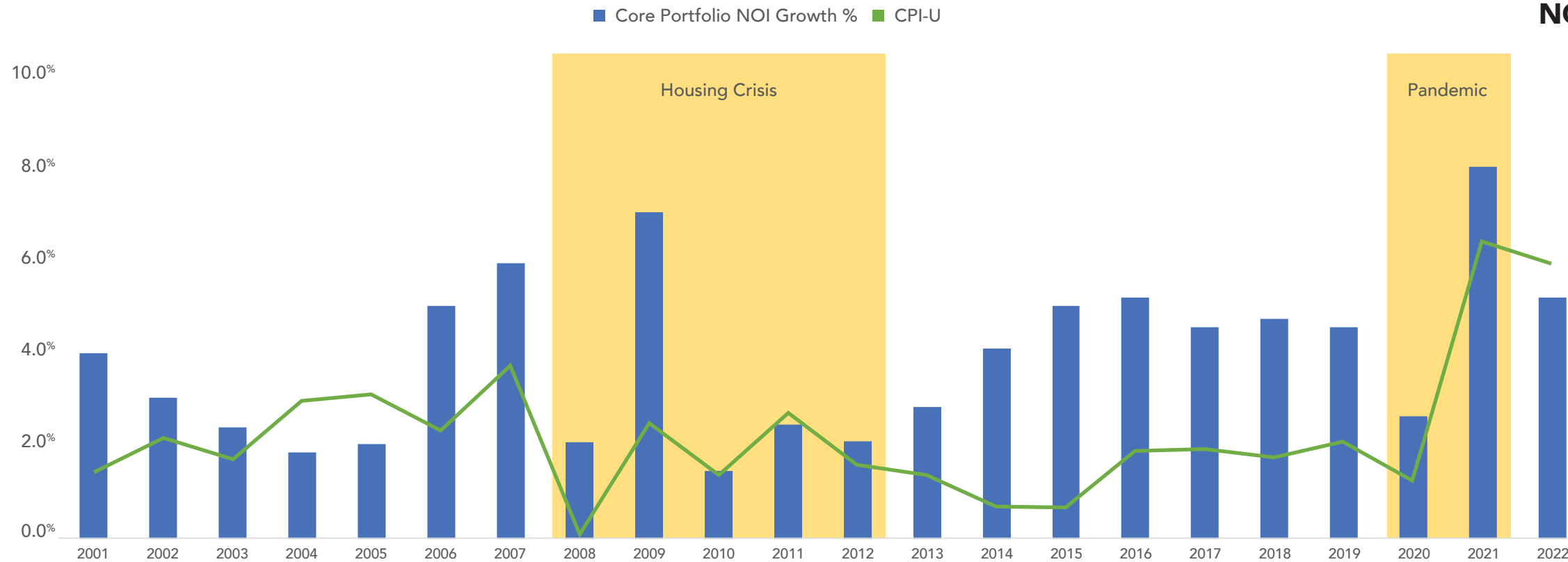


Notes: (1) Data is as of December 31, 2022.  
(2) Data considers Q1 2023 performance for five publicly traded Multi-family REITs.  
(3) Insurance expense accounts for approximately 35% of the Insurance, Admin, and Other line item.

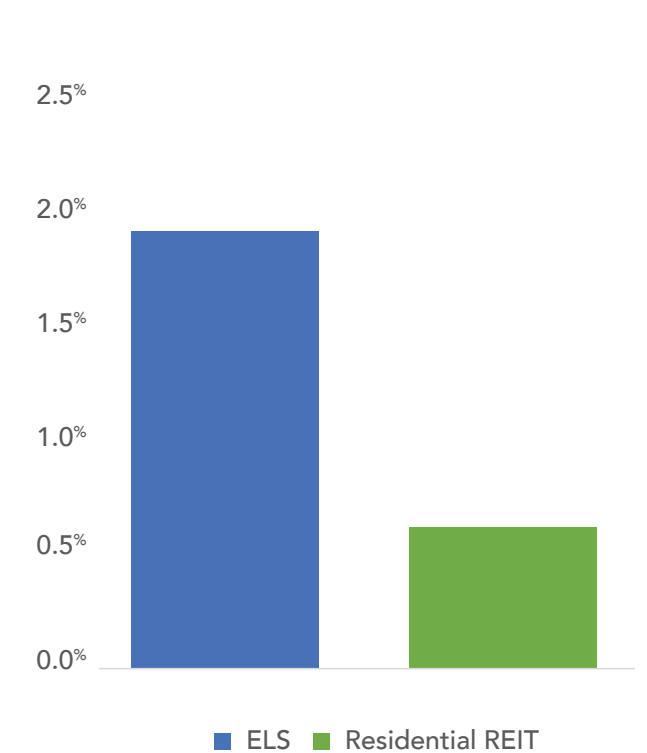


# Stability through Economic Cycles

## Historical Core Portfolio Growth Rate against CPI <sup>(1)(2)</sup>



## Average Spread between Same Store NOI Growth vs CPI (2001-2022)<sup>(3)</sup>



	Avg. ELS Core Rev Growth	Avg. ELS Core Exp Growth	Avg. ELS Core NOI Growth	ELS NOI Growth Above CPI
2001-2007	4.1%	4.7%	3.8%	1.1%
2008-2012	2.3%	1.0%	3.3%	1.5%
2013-2022	4.9%	4.7%	5.1%	2.5%

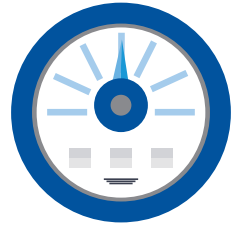
Notes: (1) Core Portfolio is defined based on properties owned and operated since January 1, 2022. The Core Portfolio may change from time-to-time depending on acquisitions, dispositions and significant transactions or unique situations.

(2) See Non-GAAP Financial Measures at the end of the presentation for the definition of NOI.

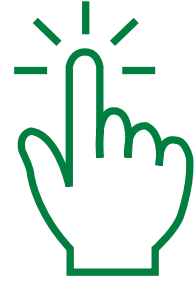
(3) Represents average spread between ELS Core Portfolio NOI growth and CPI growth from each year. Includes all publicly traded residential REITs (multi-family, single-family rental, student housing) in S&P Global's coverage universe that had an enterprise value greater than \$4 billion and had same store NOI growth tracked by S&P Global as of April 28, 2023.

# Technology and Innovation

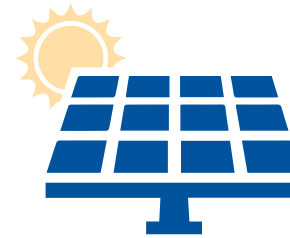
## Utilizing the latest technology to drive operational efficiencies



Smart Meters



BOTS



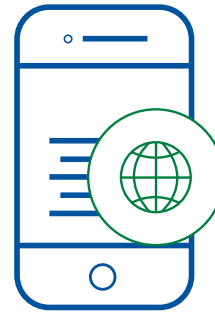
Solar Panels



Prop Tech



Digital Signature



Online Apps



Tech Investments



Cashless Transactions



Online Check-in





# Digital Marketing Strategy – Social Media

Since January 2022, ELS has had over **9.5 Million** total interactions on social media channels



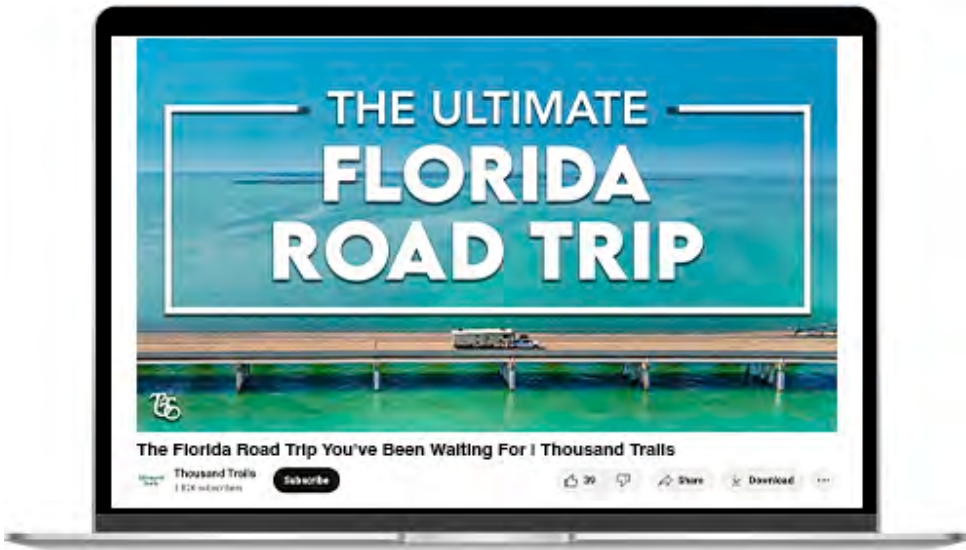
Click above to view  Family Time



Click above to view  Night Time

**Over 1.7 Million  
Total Followers**  
.....  
across social media channels

ELS has an engagement-focused social media strategy where we build meaningful interactions with existing and potential customers. These interactions build brand awareness and help drive sales and reservations.



Interactive virtual tours allow residents to preview the community and their future home

**Model Home  
Virtual Tour**



**MH Property  
Virtual Tour**





# Digital Marketing Strategy – Online Check-In

## Implemented online check-in functionality to enhance the customer experience



Play video to view the online check-in process

### Benefits of Online Check-In for Customers:

- Less wait time at the front desk
- Reduced contact at check-in
- Expedited entry and can go straight to assigned sites
- Mobile friendly

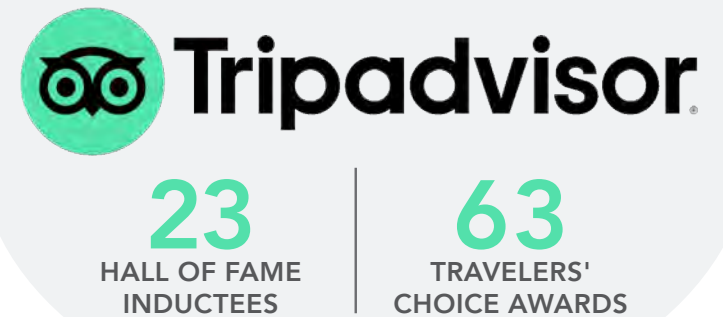
### Benefits of Online Check-In for Property Teams:

- Receive full visibility of customer reservation details prior to arrival
- Reduced processing time at front desk
- Allows for more time to focus on building relationships with customers
- Shorter lines and wait times at entrances



# Digital Marketing Strategy – Online Travel Partners

Building brand awareness and expanding reach to new customers through strategic partnerships



Booking.com

Expedia®

good  
sam

CAMPGROUND  
REVIEWS BY RVLIFE

reserve  
america

the dyrt

Go  
CAMPING  
AMERICA

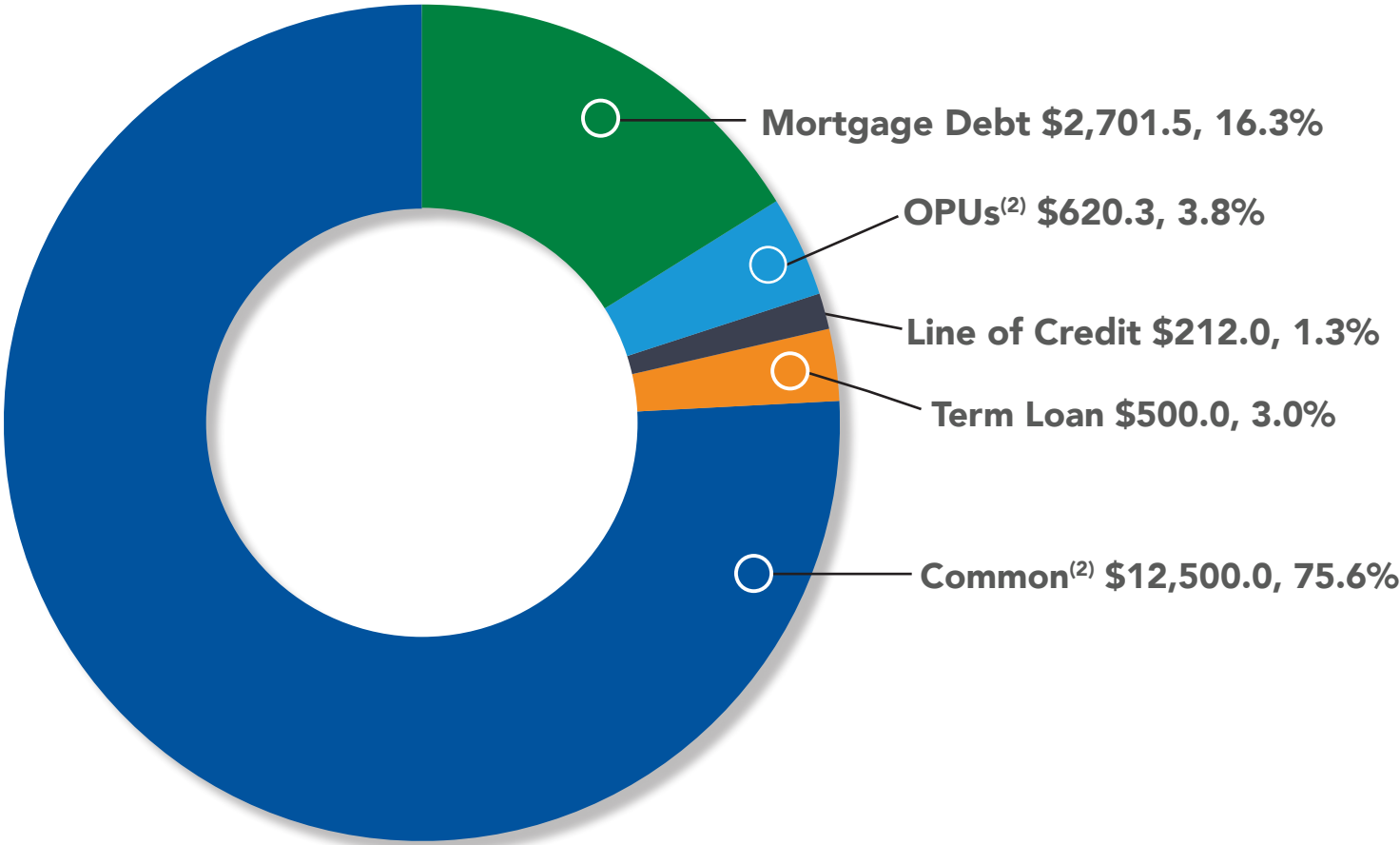
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# Capital Structure

## Balance sheet strategy supports long-term growth

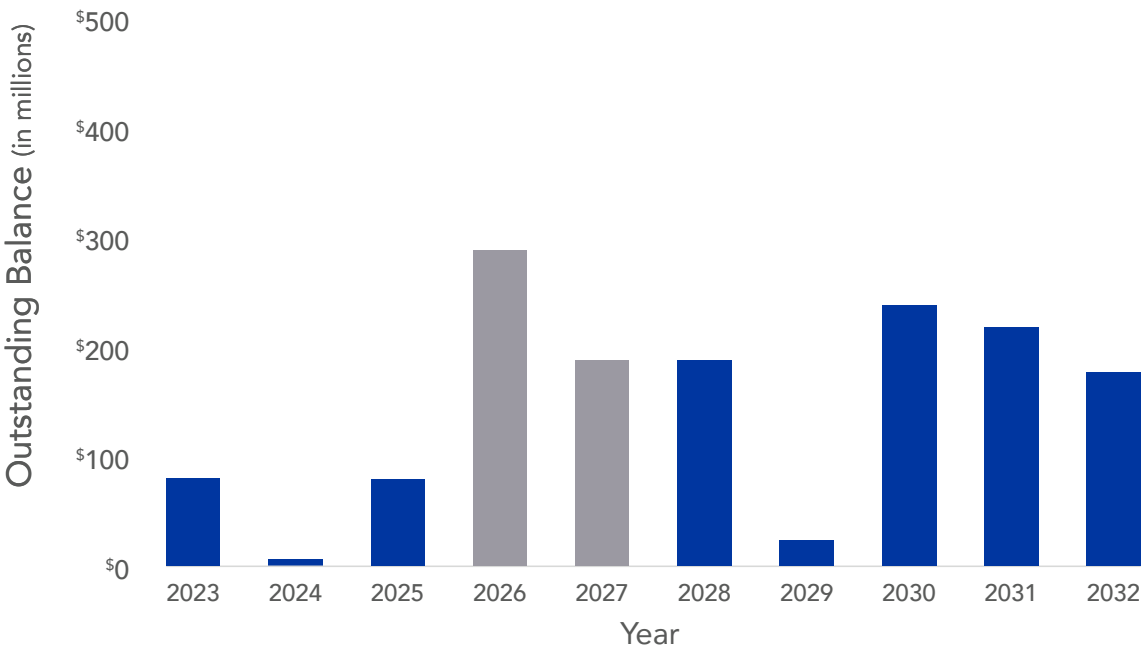
As of March 31, 2023 (in millions)

- Total enterprise value is \$16.5 billion
- \$500 million line of credit
- Debt to enterprise value is 20.6%
- Total Debt/Adjusted EBITDAre is 5.2x<sup>(1)(3)</sup>



## 10-Year Debt Maturity<sup>(4)</sup>

■ Secured ■ Unsecured



10

Average Years to Maturity

3.8%

Weighted Average Interest Rate

7.5%

% of Debt that is Floating Rate<sup>(5)</sup>

6%

% of Debt that is Due Next 3 Years<sup>(4)</sup>

20%

% of Debt that is Fully Amortizing

Notes: (1) As of March 31, 2023. See Non-GAAP Financial Measures at the end of the presentation for the definition and reconciliation of Adjusted EBITDAre.

(2) Based on the stock price as of March 31, 2023.

(3) Calculated using trailing twelve months Adjusted EBITDAre.

(4) As of March 31, 2023 and excludes Line of Credit Borrowing.

(5) As of April 17, 2023.

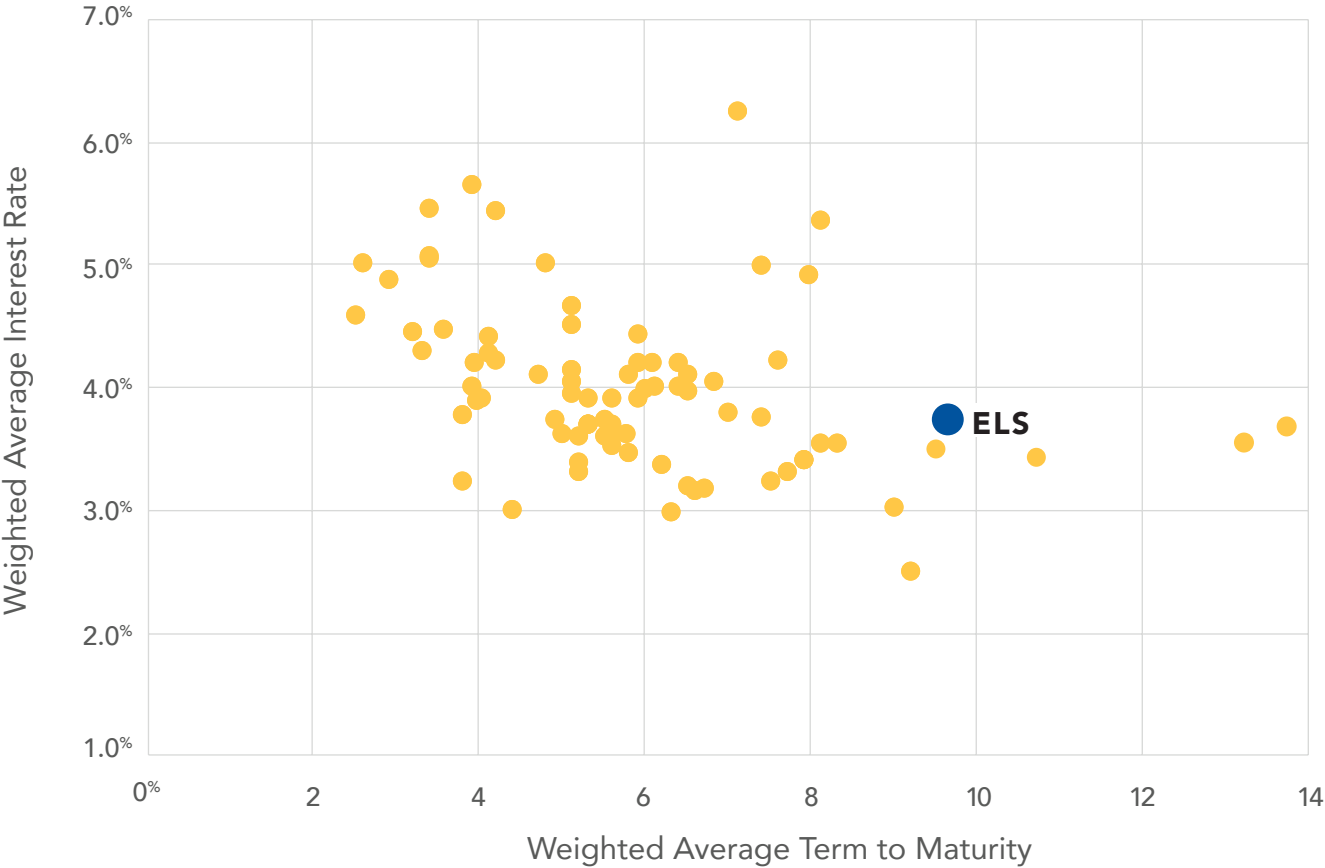


# Debt Strategy – Refinance Risk Mitigation

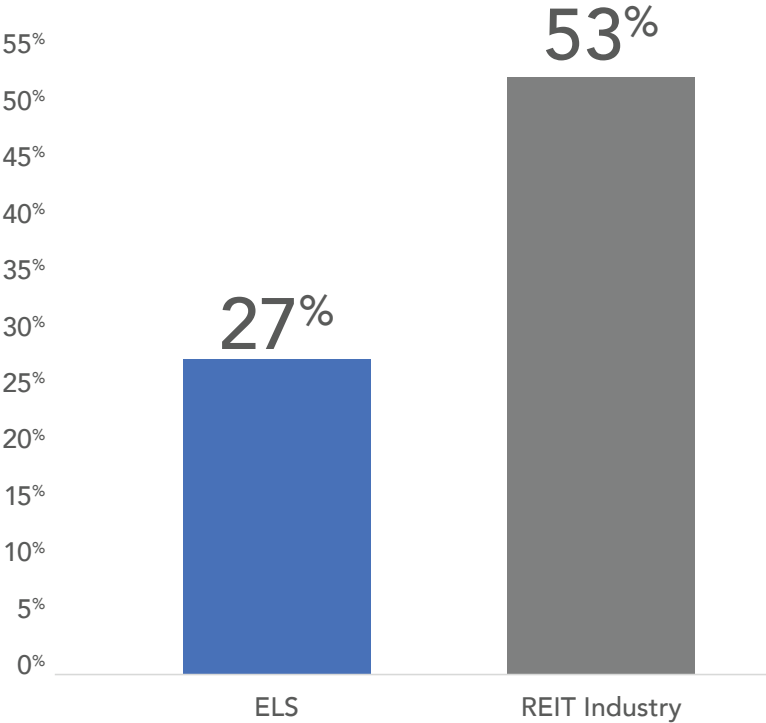
Weighted average term to maturity is significantly longer than the REIT average<sup>(1)</sup>

Weighted average interest rate in line with the REIT average<sup>(2)</sup>

Term To Maturity Vs. Weighted Average Interest Rate

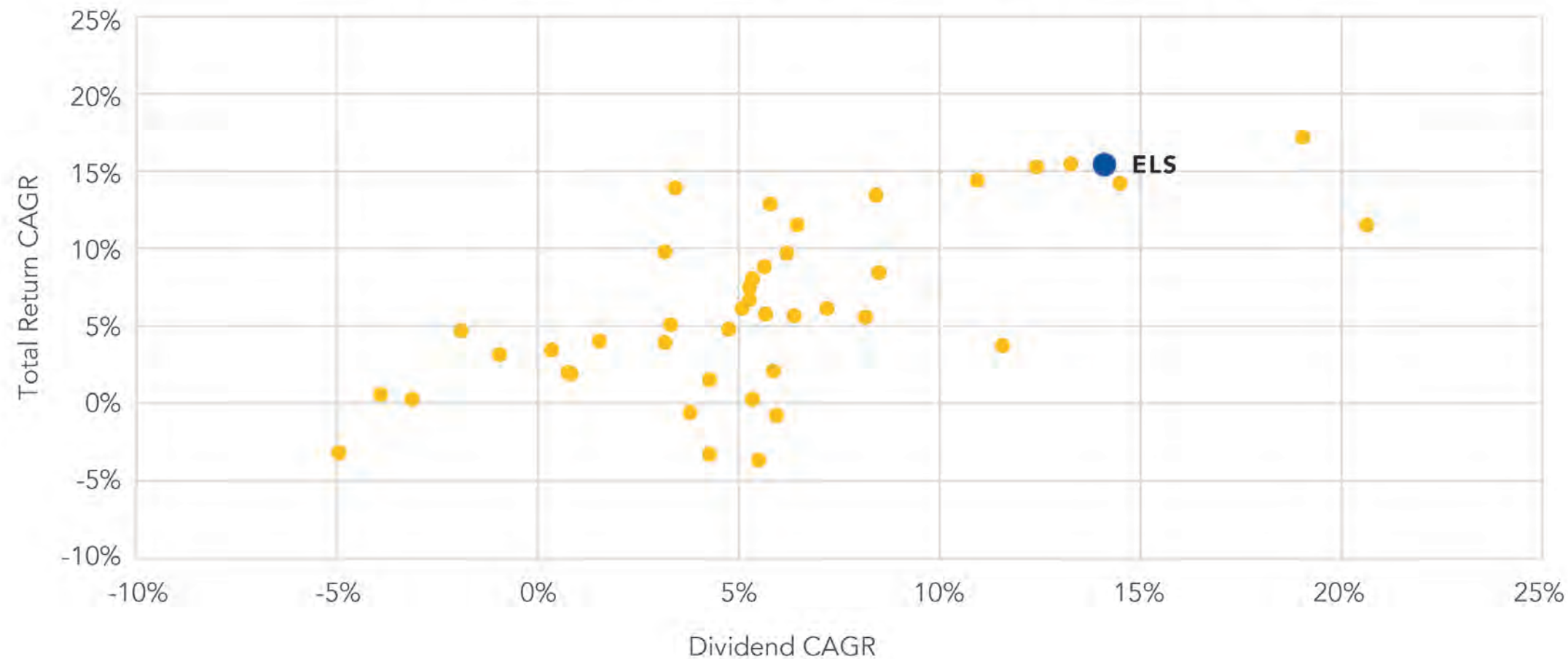


Debt Maturity in the Next Five Years <sup>(3)</sup>



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 2023.  
(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 2023.  
(3) Includes all publicly traded U.S. Equity REITs in S&P Global's coverage universe that disclosed a debt maturity schedule for their most recent quarter as of April 2023.

## 10-Year Dividend CAGR and Total Return CAGR



## Dividend Growth

### 10-year CAGR

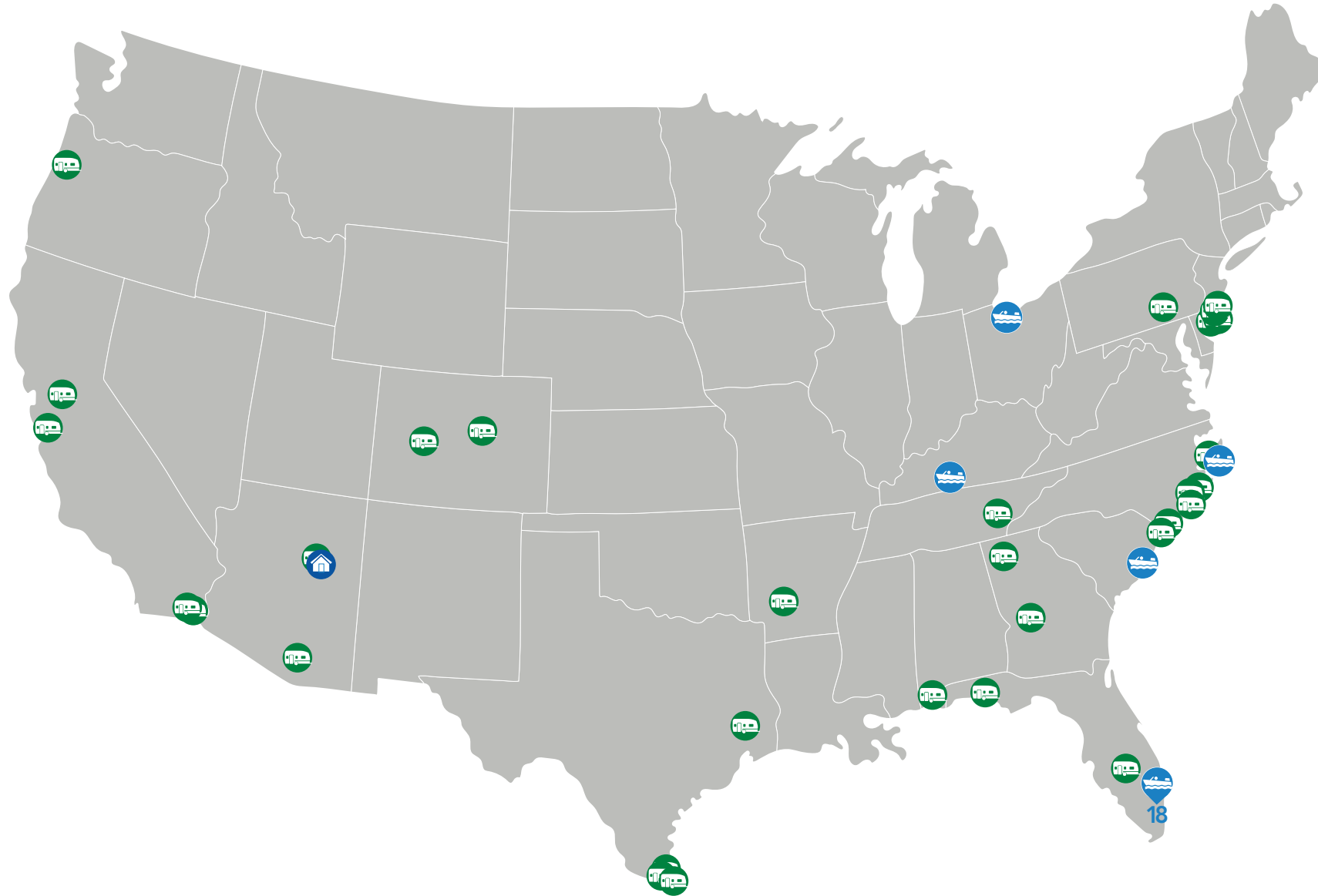
- ELS 14.1%<sup>(1)</sup>
- REIT Average 5.4%<sup>(2)</sup>

Notes: (1) Compound annual growth rate through 2022.

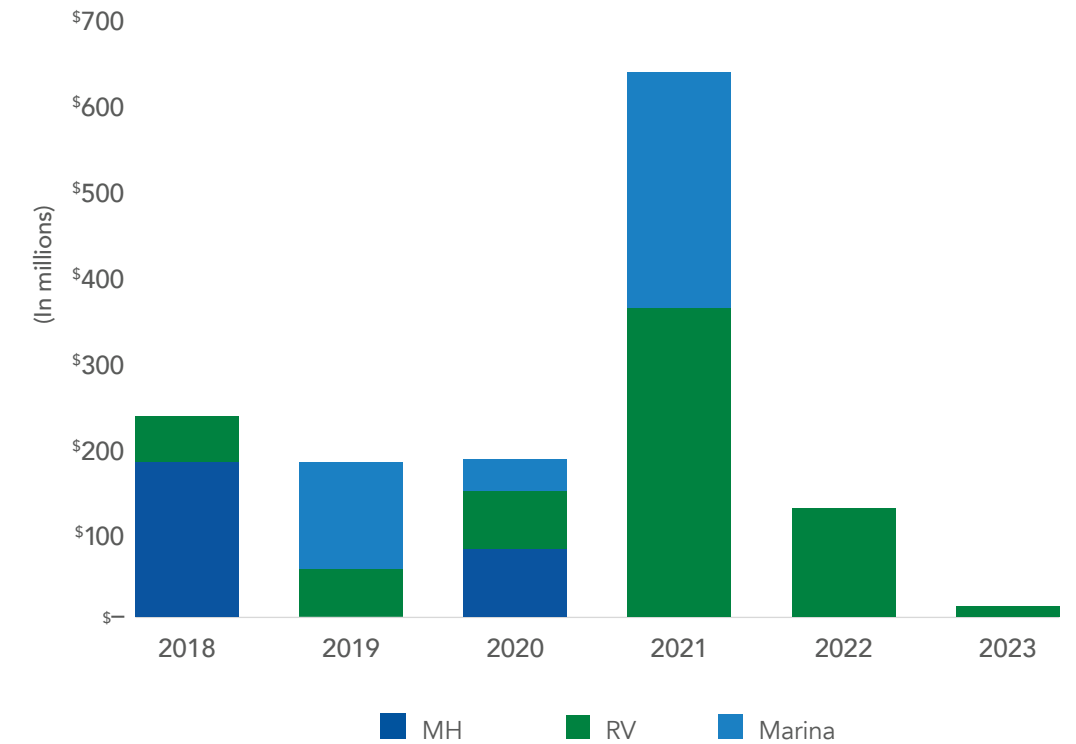
(2) Source: S&P Global: Includes all publicly traded U.S. Equity REITs, with a market cap greater than or equal to \$3 billion, in S&P Global's coverage universe that declared regular dividends during the period January 1, 2012 through December 31, 2022.

# Acquisitions

ELS has a strong pipeline of external growth opportunities and a disciplined strategy focused on acquiring accretive properties



Property Acquisitions



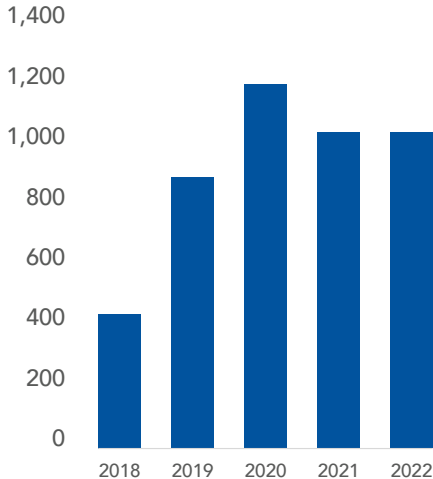
**Over \$1.3 Billion Invested**  
in New Acquisitions Since 2018



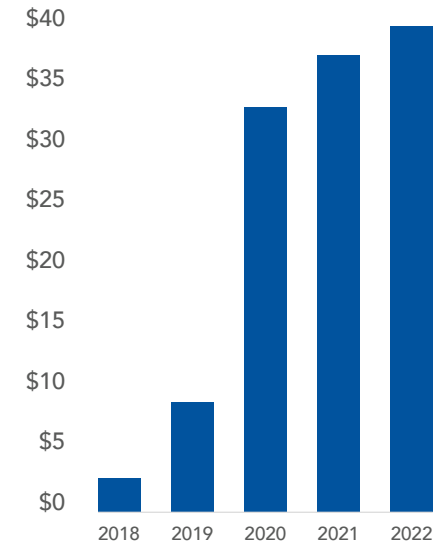
# Expansion

Expansions maximize returns by increasing the number of sites at communities with high demand with minimal increase to operating costs

Expansion Sites Added

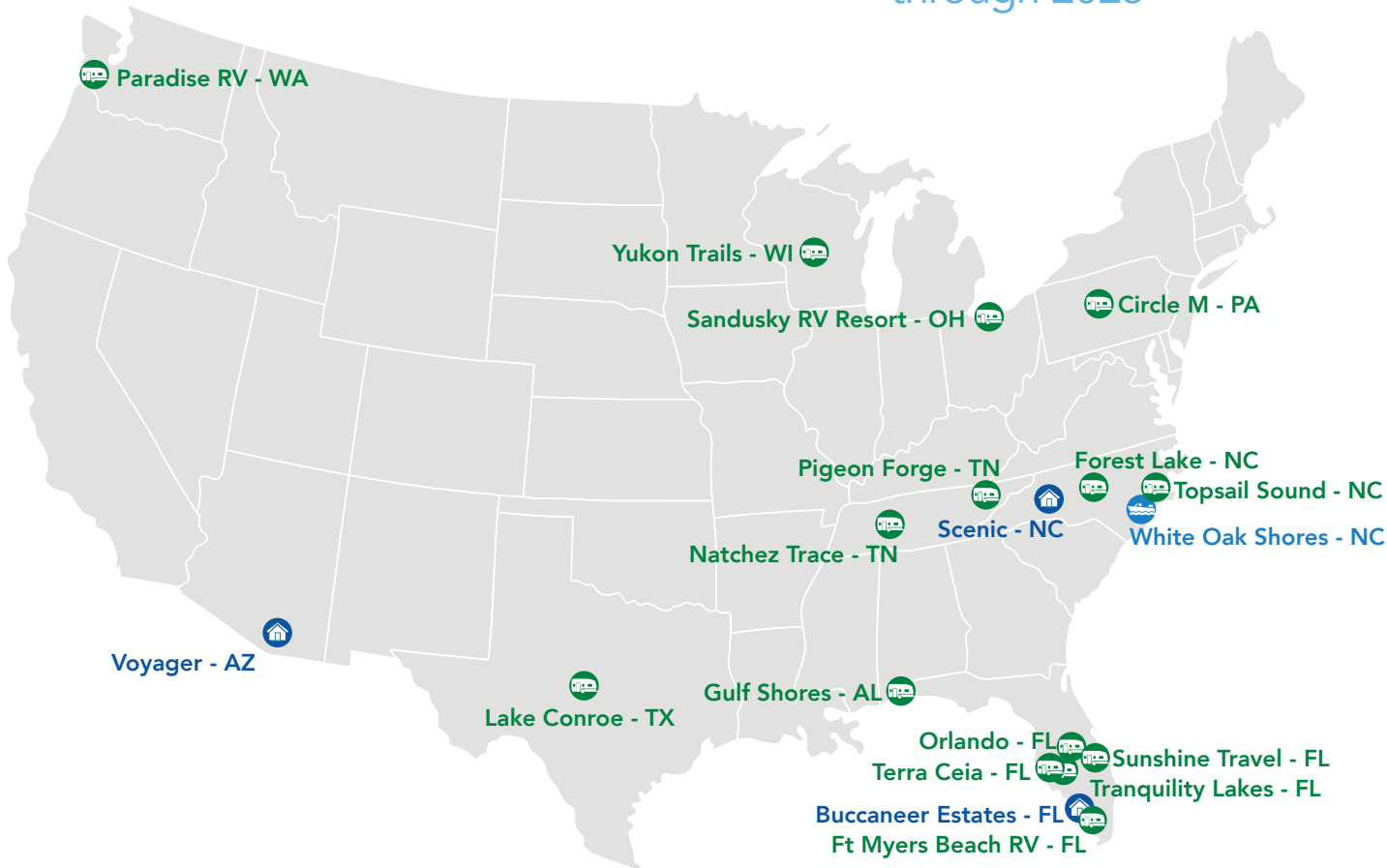


Land Purchased (in millions)



8% - 10 %  
Expected Stabilized Yields<sup>(1)</sup>

Planning for ~1,000 expansion sites each year through 2025



Colony Cove – Ellenton, FL  
Completed Expansion Sites



2019



2022

Note: (1) This represents management’s estimate based on facts known to management as of the date hereof. There is no guarantee that such yields will be realized at all, in these amounts or over what time table.





2022

ADOPTED RECOMMENDATIONS  
BY THE TASK FORCE ON  
CLIMATE-RELATED FINANCIAL  
DISCLOSURES (TCFD)



260

LED RETROFIT PROJECTS



32,000+

SMART METERS



**LOGGERHEAD**  
MARINELIFE CENTER  
PARTNERSHIP

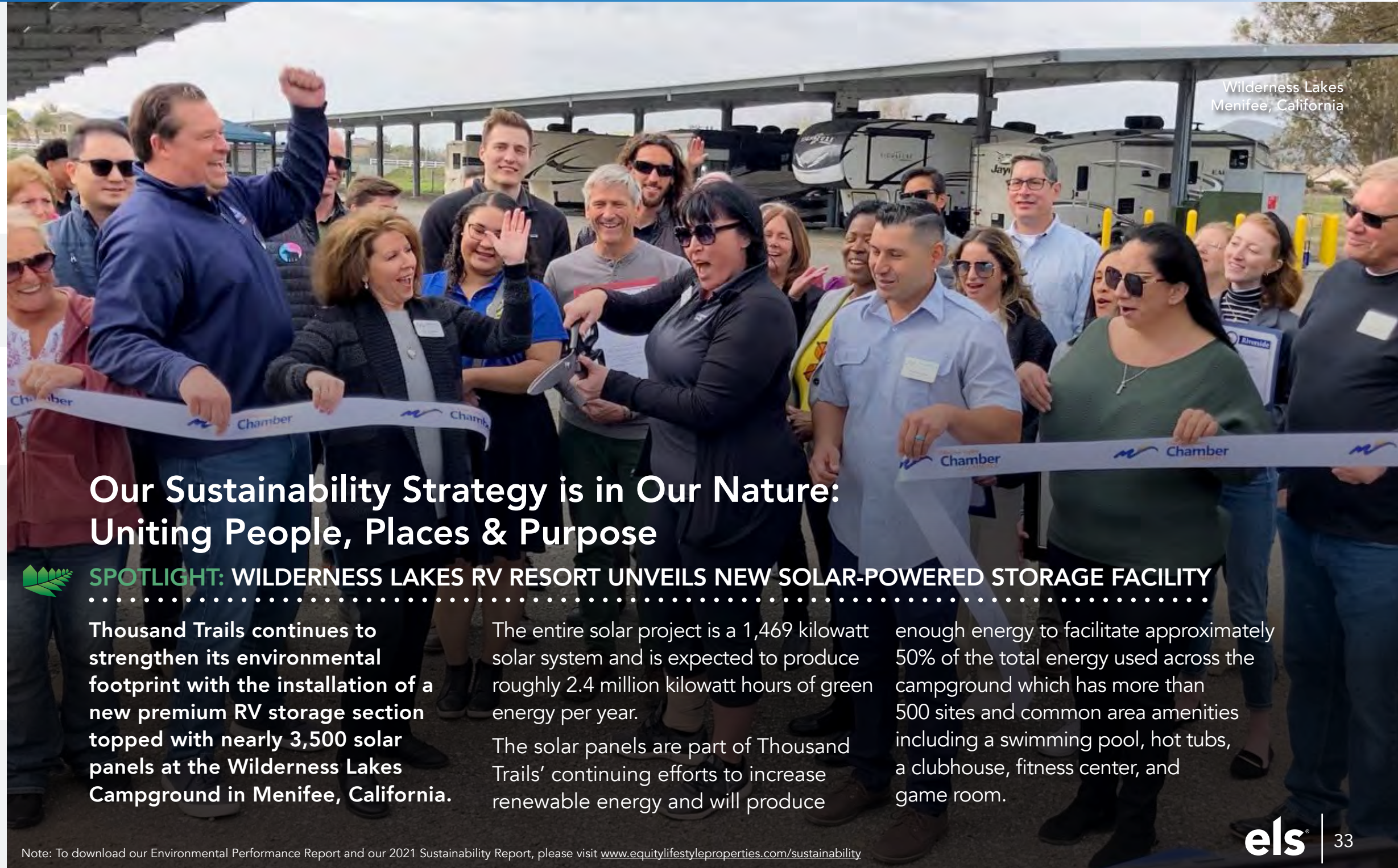


425+ ENERGY STAR® CERTIFIED HOMES  
PURCHASED BETWEEN 2019-2021



**OVER 65K TREES PLANTED**

COMMIT TO PLANTING 100,000  
TREES IN COLLABORATION WITH  
AMERICAN FORESTS



Wilderness Lakes  
Menifee, California

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



### SPOTLIGHT: WILDERNESS LAKES RV RESORT UNVEILS NEW SOLAR-POWERED STORAGE FACILITY

**Thousand Trails continues to strengthen its environmental footprint with the installation of a new premium RV storage section topped with nearly 3,500 solar panels at the Wilderness Lakes Campground in Menifee, California.**

The entire solar project is a 1,469 kilowatt solar system and is expected to produce roughly 2.4 million kilowatt hours of green energy per year.

The solar panels are part of Thousand Trails' continuing efforts to increase renewable energy and will produce

enough energy to facilitate approximately 50% of the total energy used across the campground which has more than 500 sites and common area amenities including a swimming pool, hot tubs, a clubhouse, fitness center, and game room.

Note: To download our Environmental Performance Report and our 2021 Sustainability Report, please visit [www.equitylifestyleproperties.com/sustainability](http://www.equitylifestyleproperties.com/sustainability)



At ELS, we are **proud of the diversity** of our guests and residents and are committed to preserving the unique personality and character of each of our properties. We believe that **embracing and fostering** this in everything we do is what sets ELS apart.

To us, diversity includes celebrating differences in education, opinions, culture, ethnicity, race, sex, gender identity and expression, nation of origin, age, languages spoken, veteran status, color, religion, disability, sexual orientation and beliefs.

We are especially proud that women represent not only more than 50% of our workforce but also more than 50% of our management positions. Also, as our guest and resident base spans generations, so does our workforce with an average team member age of 51.

Our Diversity Council is a cross-functional team formed to help guide and support the Company’s ongoing commitment to diversity, equity and inclusion practices for employees, candidates and customers. This team is sponsored and supported by our Executive Diversity Council comprised of senior leaders. We have prepared goals for 2023, and we will report on the status of those goals to the Compensation, Nominating and Corporate Governance Committee throughout 2023.

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

.....

59%

WOMEN IN MANAGEMENT

  
SIGNED  
CEO **ACTION** FOR  
DIVERSITY & INCLUSION™

  
EXPANDED DEI-RELATED  
LEARNING CURRICULUM

  
RECRUITMENT AND  
DEVELOPMENT EFFORTS



4.31

★ ★ ★ ★ ★

AVERAGE RV RESORT  
& CAMPGROUND CUSTOMER  
SATISFACTION SURVEY SCORE



TEAM MEMBERS  
VOLUNTEERED FOR  
OVER 5,500 COMMUNITY  
IMPACT HOURS IN 2022



17  
HOURS

EACH ELS EMPLOYEE  
RECEIVED AN AVERAGE OF  
17 HOURS OF TRAINING  
IN 2022

Note: To download our Environmental Performance Report and our 2021 Sustainability Report, please visit [www.equitylifestyleproperties.com/sustainability](http://www.equitylifestyleproperties.com/sustainability).

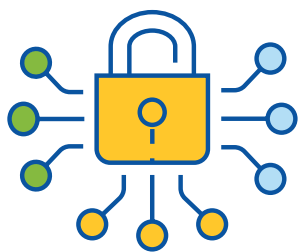


34





ADOPTED VENDOR  
CODE OF CONDUCT



FORMED CYBER SECURITY  
ADVISORY BOARD AND  
SECURITY INCIDENT  
RESPONSE TEAM



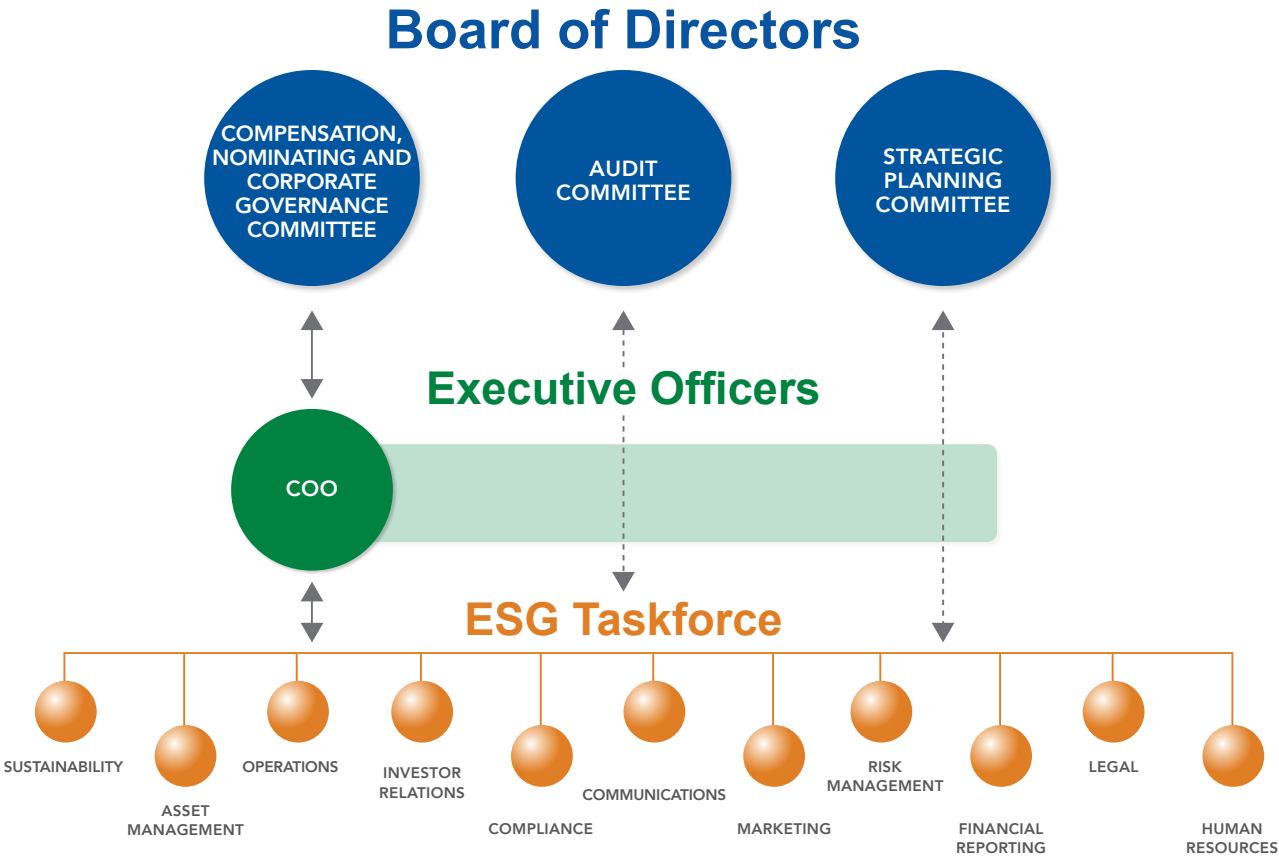
PUBLISHED ANTI-CORRUPTION  
COMPLIANCE POLICY



PUBLISHED ECONOMIC SANCTIONS  
AND ANTI-MONEY LAUNDERING  
LAWS COMPLIANCE POLICY

At ELS, sustainability is embedded in all aspects of the Company. With a dedicated Sustainability team, we are committed to incorporating ESG principles into our business operations in collaboration with heads of departments.

The ESG Taskforce is comprised of a diverse cross-section of employees to ensure we capture all aspects of Our Nature.





# Experienced Executive Management Team

Long-tenure leadership in the MH, RV, and marina industry

**Marguerite Nader**

President and CEO

30 Years

**Paul Seavey**

EVP and CFO

29 Years

**Patrick Waite**

EVP and COO

30 Years

**David Eldersveld**

EVP, CLO and Secretary

8 Years

**Larisa Drake**

EVP, CMO and Sales

10 Years



# Forward-Looking 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 most recent Annual Report on Form 10-K, as modified or supplemented by subsequently filed Quarterly Reports on Form 10-Q. See our 2022 Annual 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)

	2017	2018	2019	2020	2021	2022
<b>Net income available for Common Stockholder</b>	<b>\$189.9</b>	<b>\$212.6</b>	<b>\$279.1</b>	<b>\$228.3</b>	<b>\$262.5</b>	<b>\$284.6</b>
Income allocated to common OP units	12.8	13.8	16.8	13.1	13.5	14.2
Deferral of right-to-use contracts + sales revenue and commission, net	3.8	6.6	9.2	10.4	20.0	18.5
Depreciation and amortization	125.2	139.0	153.4	155.9	189.5	206.2
Gain on unconsolidated joint ventures	–	–	–	(1.2)	–	–
(Gain)/loss on sale of real estate and impairment, net	–	–	(52.5)	–	0.1	–
<b>FFO available for Common Stock and OP unit holders</b>	<b>331.7</b>	<b>372.0</b>	<b>406.0</b>	<b>406.4</b>	<b>485.6</b>	<b>523.6</b>
Transaction/pursuit costs	0.7	–	–	–	0.6	3.8
Early debt retirement	2.7	1.1	2.0	10.8	2.8	1.2
Insurance proceeds due to catastrophic weather event and other, net	–	(5.2)	(6.2)	–	–	–
Lease termination expenses	–	–	–	–	–	3.1
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>\$335.9</b>	<b>\$367.9</b>	<b>\$401.8</b>	<b>\$418.7</b>	<b>\$489.0</b>	<b>\$531.6</b>



# 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 flows 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, defeasance costs and transaction/pursuit 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 expenses and the impact of the GAAP deferrals 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, transaction/pursuit 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.

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

Trailing Twelve Months as of March 31, 2023	
<b>Consolidated net income</b>	<b>\$298.2</b>
Interest income	(7.8)
Membership upgrade sales upfront payments, deferred, net	22.1
Membership sales commissions, deferred, net	(3.0)
Real estate depreciation and amortization	203.5
Other depreciation and amortization	5.1
Interest and related amortization	121.7
Loss on sale of real estate and impairment, net	2.6
Adjustments to our share of EBITDAre of unconsolidated joint ventures	5.7
<b>EBITDAre</b>	<b>648.1</b>
Early debt retirement	0.6
Transaction/pursuit costs	3.9
Lease termination expenses	3.2
<b>Adjusted EBITDAre</b>	<b>\$655.8</b>

**els<sup>®</sup>**