

# EASTGROUP

PROPERTIES

April 2024



Spanish Ridge  
Las Vegas, Nevada

# Forward-Looking Statements


The statements and certain other information contained herein, which can be identified by the use of forward-looking terminology such as “may,” “will,” “seek,” “expects,” “anticipates,” “believes,” “targets,” “intends,” “should,” “estimates,” “could,” “continue,” “assume,” “projects,” “goals,” or “plans” and variations of such words or similar expressions or the negative of such words, constitute “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to the safe harbors created thereby. These forward-looking statements reflect the current views of EastGroup Properties, Inc. (the “Company” or “EastGroup”) about its plans, intentions, expectations, strategies and prospects, which are based on the information currently available to the Company and on assumptions it has made. Although the Company believes that its plans, intentions, expectations, strategies and prospects as reflected in or suggested by those forward-looking statements are reasonable, the Company can give no assurance that such plans, intentions, expectations or strategies will be attained or achieved. Furthermore, these forward-looking statements should be considered as subject to the many risks and uncertainties that exist in the Company’s operations and business environment. Such risks and uncertainties could cause actual results to differ materially from those projected. These uncertainties include, but are not limited to:

- international, national, regional and local economic conditions;
- disruption in supply and delivery chains;
- construction costs could increase as a result of inflation impacting the costs to develop properties;
- the competitive environment in which the Company operates;
- fluctuations of occupancy or rental rates;
- potential defaults (including bankruptcies or insolvency) on or non-renewal of leases by tenants, or our ability to lease space at current or anticipated rents, particularly in light of the impacts of inflation;
- potential changes in the law or governmental regulations and interpretations of those laws and regulations, including changes in real estate laws, REIT or corporate income tax laws, potential changes in zoning laws, or increases in real property tax rates, and any related increased cost of compliance;
- our ability to maintain our qualification as a REIT;
- acquisition and development risks, including failure of such acquisitions and development projects to perform in accordance with projections;
- natural disasters such as fires, floods, tornadoes, hurricanes and earthquakes;
- pandemics, epidemics or other public health emergencies, such as the coronavirus pandemic;
- availability of financing and capital, increase in interest rates, and ability to raise equity capital on attractive terms;
- financing risks, including the risks that our cash flows from operations may be insufficient to meet required payments of principal and interest, and we may be unable to refinance our existing debt upon maturity or obtain new financing on attractive terms or at all;
- our ability to retain our credit agency ratings;
- our ability to comply with applicable financial covenants;
- credit risk in the event of non-performance by the counterparties to our interest rate swaps;
- how and when pending forward equity sales may settle;
- lack of or insufficient amounts of insurance;
- litigation, including costs associated with prosecuting or defending claims and any adverse outcomes;
- our ability to attract and retain key personnel;
- risks related to the failure, inadequacy or interruption of our data security systems and processes;
- potentially catastrophic events such as acts of war, civil unrest and terrorism; and
- environmental liabilities, including costs, fines or penalties that may be incurred due to necessary remediation of contamination of properties presently owned or previously owned by us.

All forward-looking statements should be read in light of the risks identified in Part I, Item 1A. Risk Factors within the Company’s most recent Annual Report on Form 10-K, as such factors may be updated from time to time in the Company’s periodic filings and current reports filed with the SEC.

The Company assumes no obligation to update publicly any forward-looking statements, whether as a result of new information, future events or otherwise.

# Company Profile



EastGroup Properties, Inc. (NYSE: EGP), a member of the S&P Mid-Cap 400 and Russell 1000 Indexes, is a self-administered equity real estate investment trust focused on the development, acquisition and operation of industrial properties in major Sunbelt markets throughout the United States with an emphasis in the states of Florida, Texas, Arizona, California and North Carolina. The Company's goal is to maximize shareholder value by being a leading provider in its markets of functional, flexible and quality business distribution space for location sensitive customers (primarily in the 20,000 to 100,000 square foot range). The Company's strategy for growth is based on ownership of premier distribution facilities generally clustered near major transportation features in supply-constrained submarkets. EastGroup's portfolio, including development projects and value-add acquisitions in lease-up and under construction, currently includes approximately 60 million square feet.

# Company Highlights

- Multi-Tenant Urban Distribution Property Focus
- Major Sunbelt Markets
- Four-Pronged Growth Strategy
- Demonstrated Track Record

Southridge Commerce Park  
Orlando, FL

# Industrial Real Estate

- Stability
- Limited Capital Requirements
- Lack of Obsolescence
- Flexibility
- Location

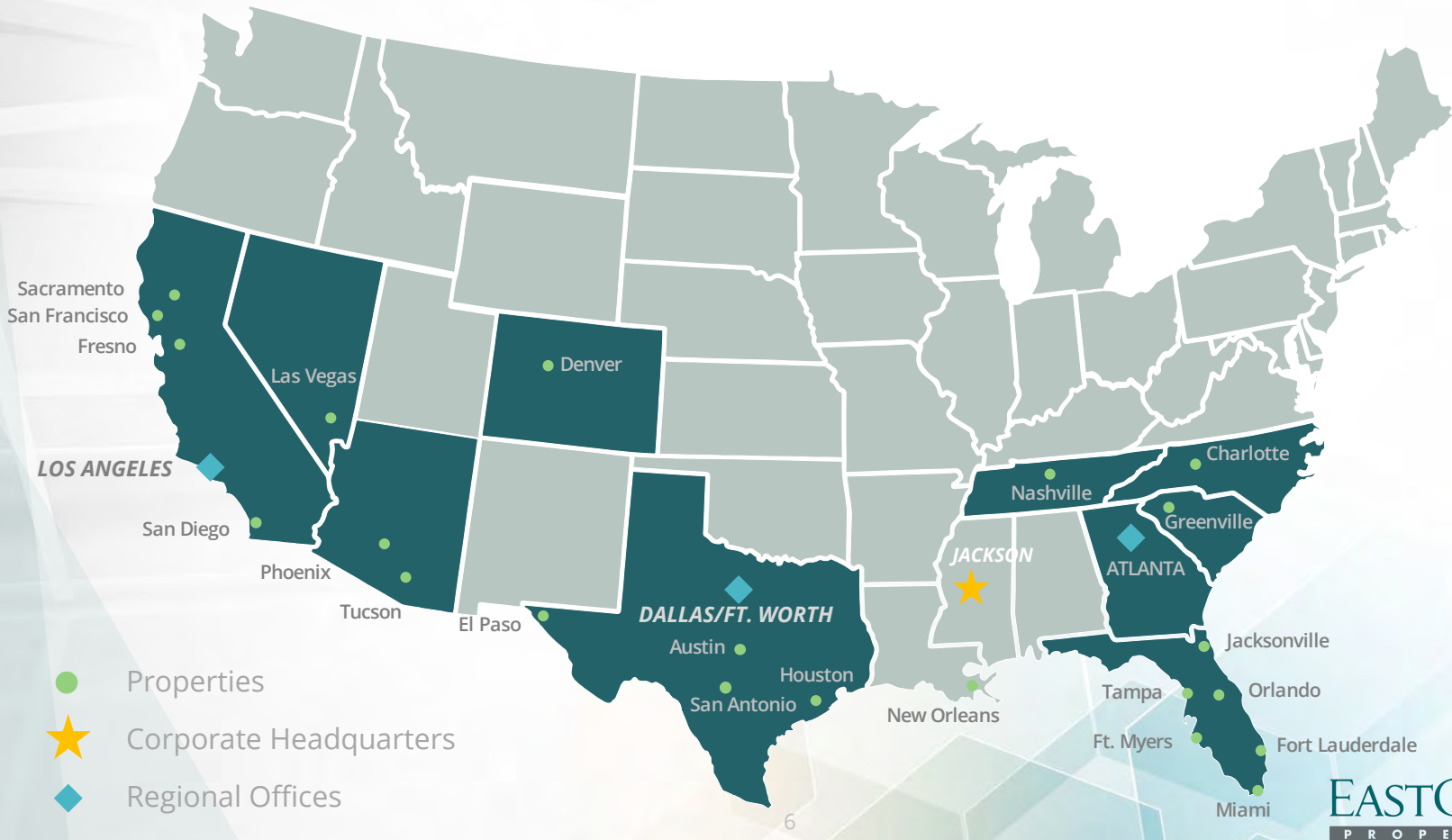
Mesa Gateway  
Phoenix, AZ

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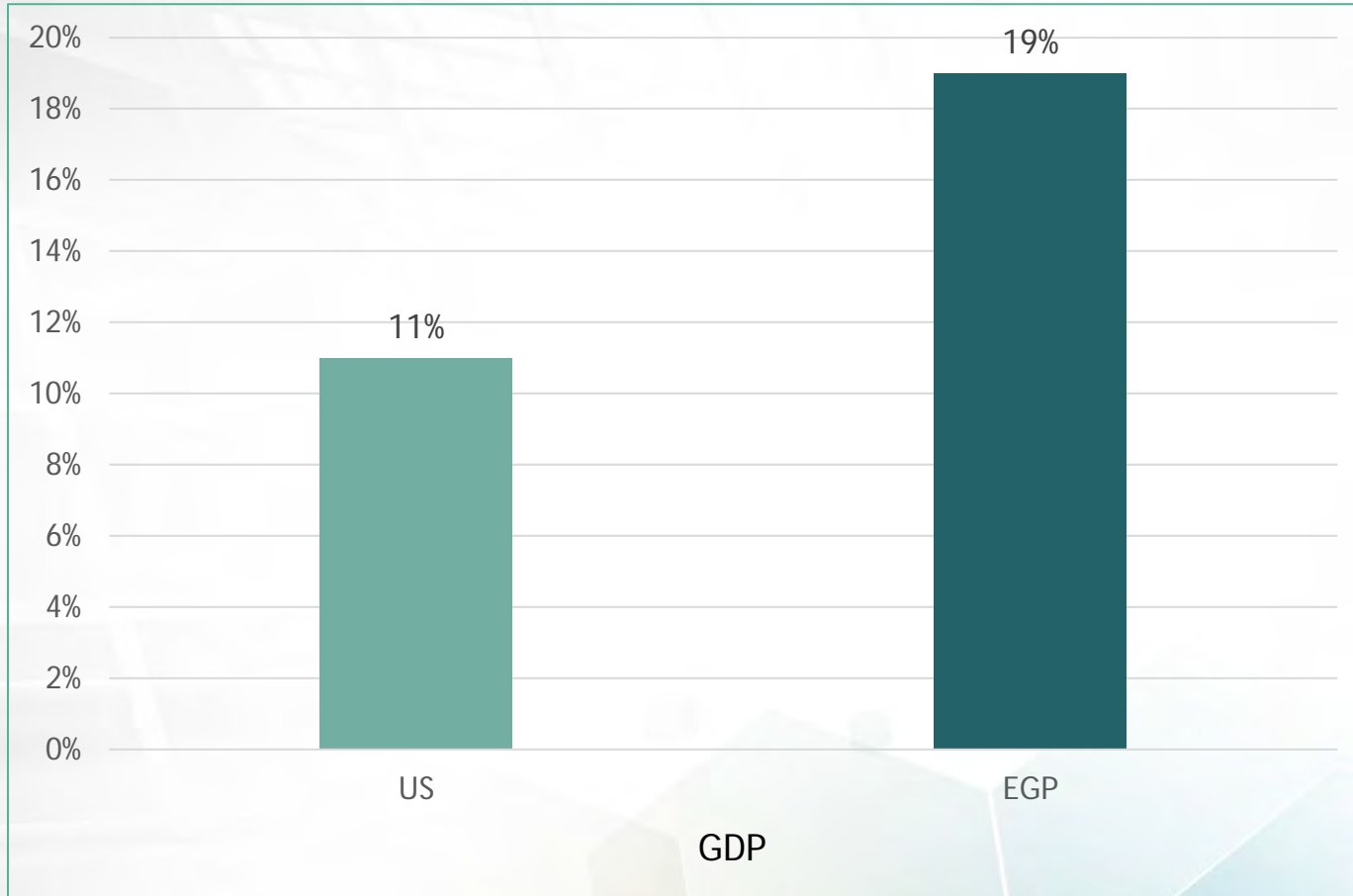


# Geographic Focus

- Major Sunbelt Growth Markets
- Emphasis in Local Economies Growing Faster than the U.S. Economy
- Economic Cycle Diversification



## 5 Year Average GDP Growth (2019-2023) U.S. Average versus EGP Market Weighted Average



EGP Growth Rate is 72% Greater than the U.S. Average

# Property Net Operating Income by State

(Quarter Ended 3/31/24)



• Texas 34%



• Florida 25%



• California 18%



• Arizona 7%



• North Carolina 6%

• Other 10%

Basswood 35  
Fort Worth, TX

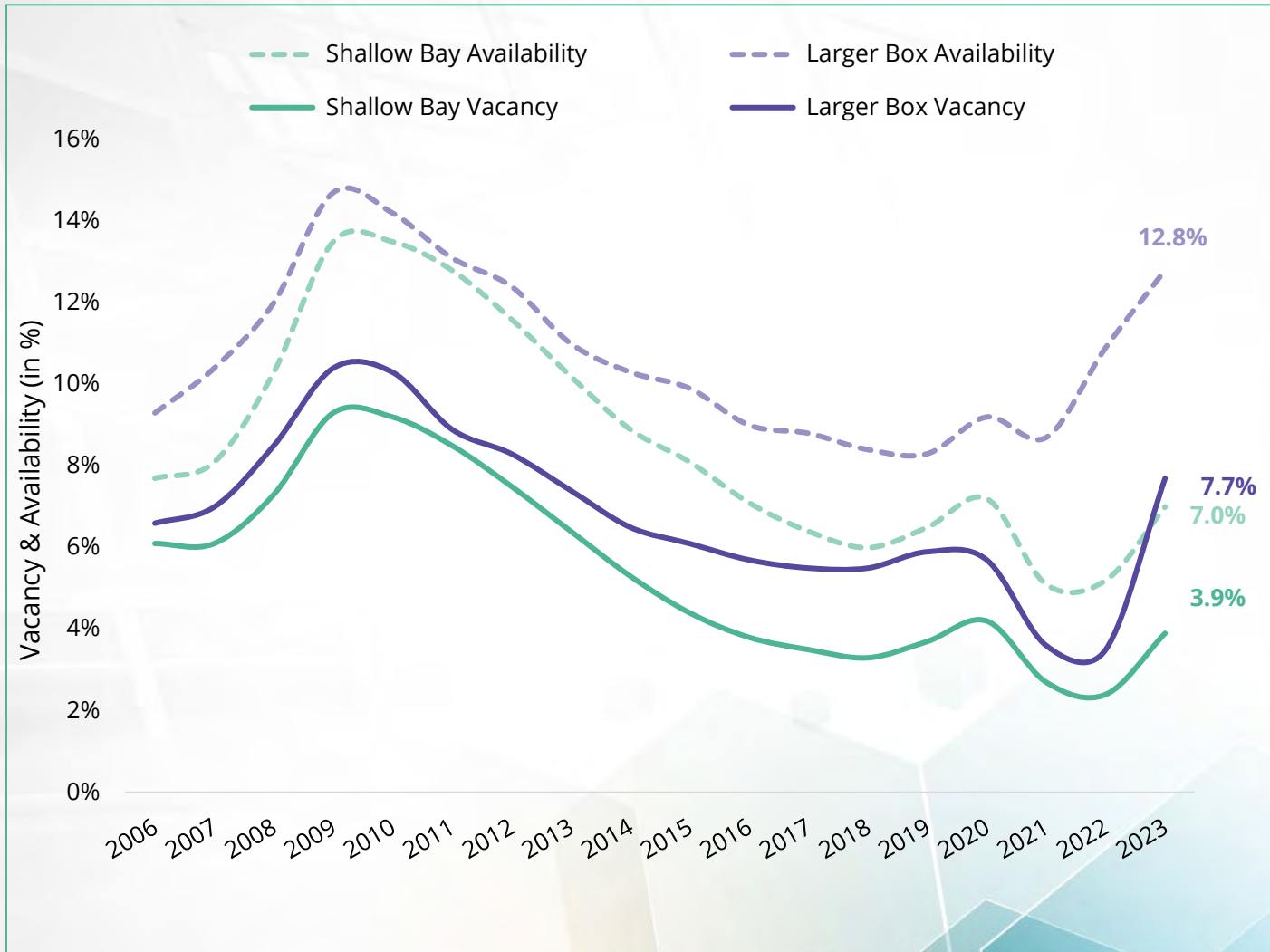


# Property Focus

- 60 Million Square Feet Under Ownership
- Multi-tenant
- Infill Sites/Supply Constrained Submarkets
- Last Mile E-commerce Locations
- Shallow Bay Industrial
- Competitive Protection Through Location

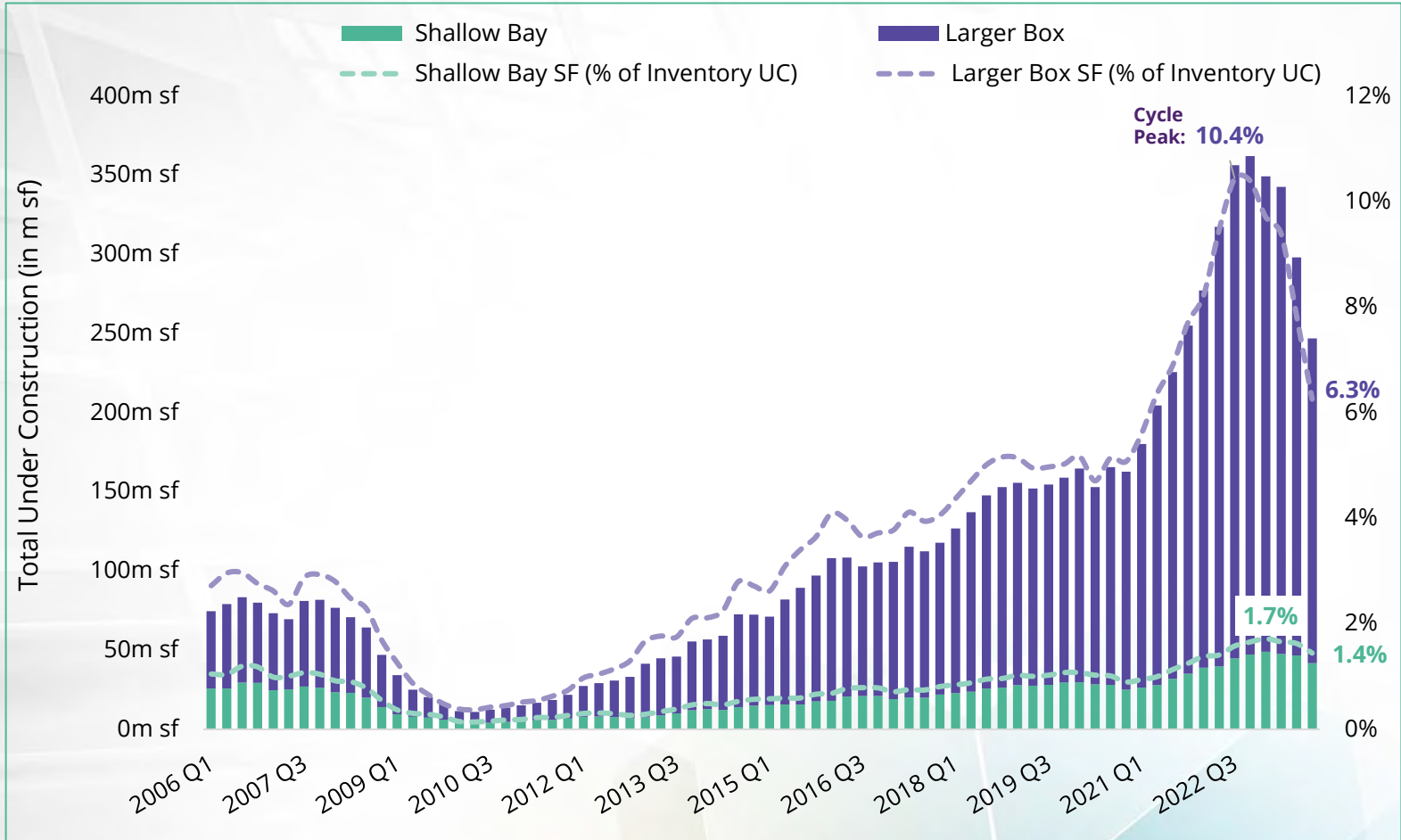
Gateway Commerce Park  
Miami, FL

## Shallow Bay Historically Lower Vacancy & Availability Rates



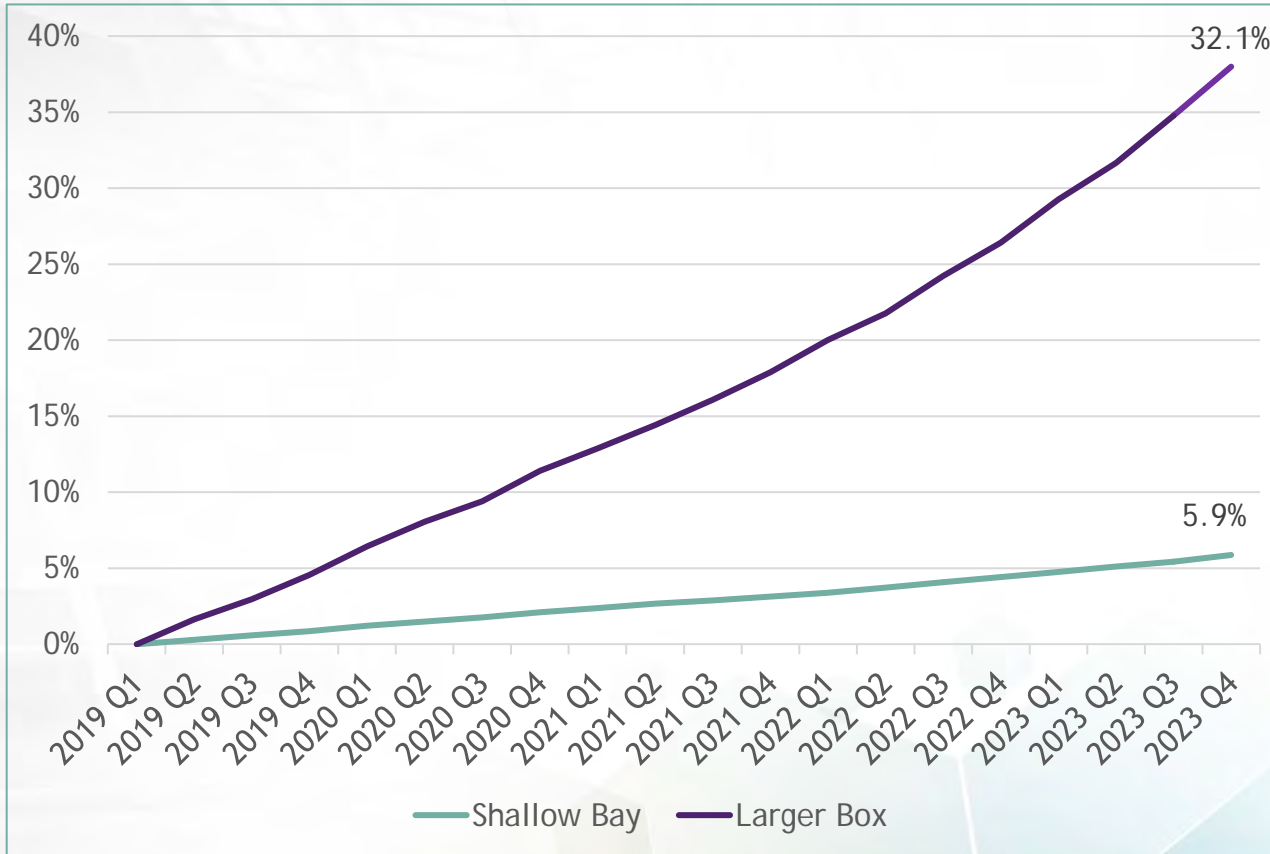
Shallow Bay - Buildings from 20K to 140K SF  
Larger Box - Buildings 140K SF and above

## Shallow Bay Development as a Percent of Existing Stock is Historically Lower



Shallow Bay - Buildings from 20K to 140K SF  
 Larger Box - Buildings 140K SF and above

## Inventory Square Footage Growth Since 2019



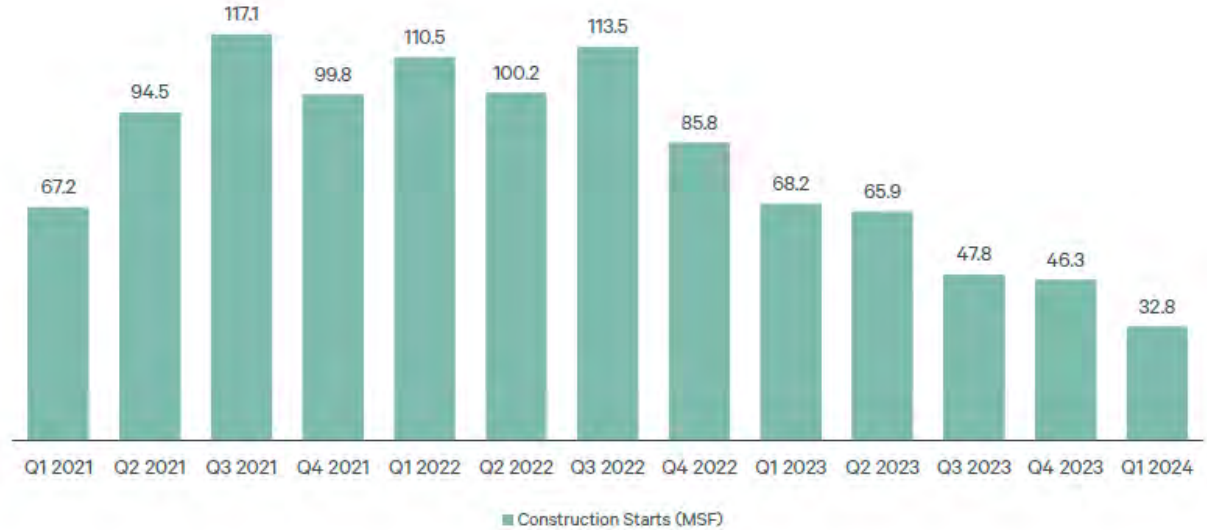
Shallow Bay - Buildings from 20K to 140K SF  
Larger Box - Buildings 140K SF and above

# Construction Starts Decline to Start 2024

U.S. INDUSTRIAL MARKET FUNDAMENTALS

## Construction Starts Decline to Start 2024

- Construction starts have decelerated for the 6th consecutive quarter.
- Construction starts are less than half of Q3 2022.
- A decline in starts will lead to significantly less first-generation space in the market in the latter part of 2024 into early 2025.



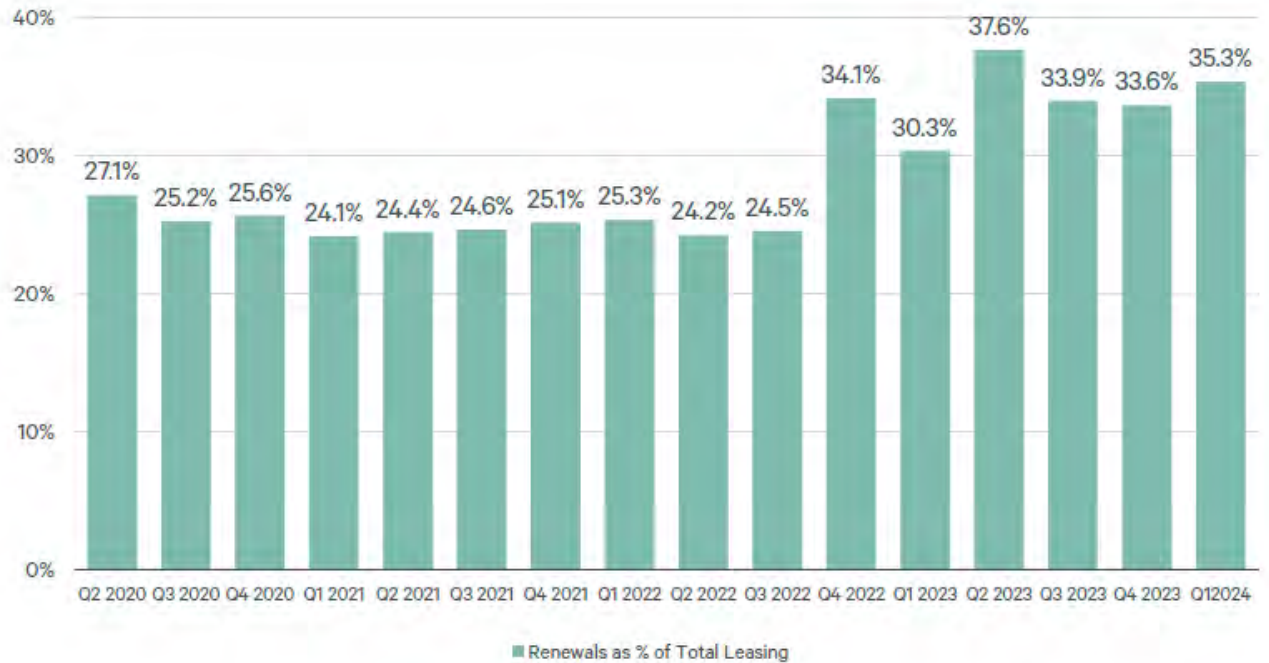
Source: CBRE Research, Q1 2024.

# Renewals Share of Total Leasing Well Above 30%

U.S. INDUSTRIAL MARKET FUNDAMENTALS

## Renewals Share of Total Leasing Well Above 30%

- 694 renewals (62.9 msf) signed in Q1 2024, higher than the 626 (50.1 msf) signed this time last year.
- Renewals (sq. ft.) in Q1 24 accounted for 35.3% of total leasing, the 2<sup>nd</sup> highest quarter on record.

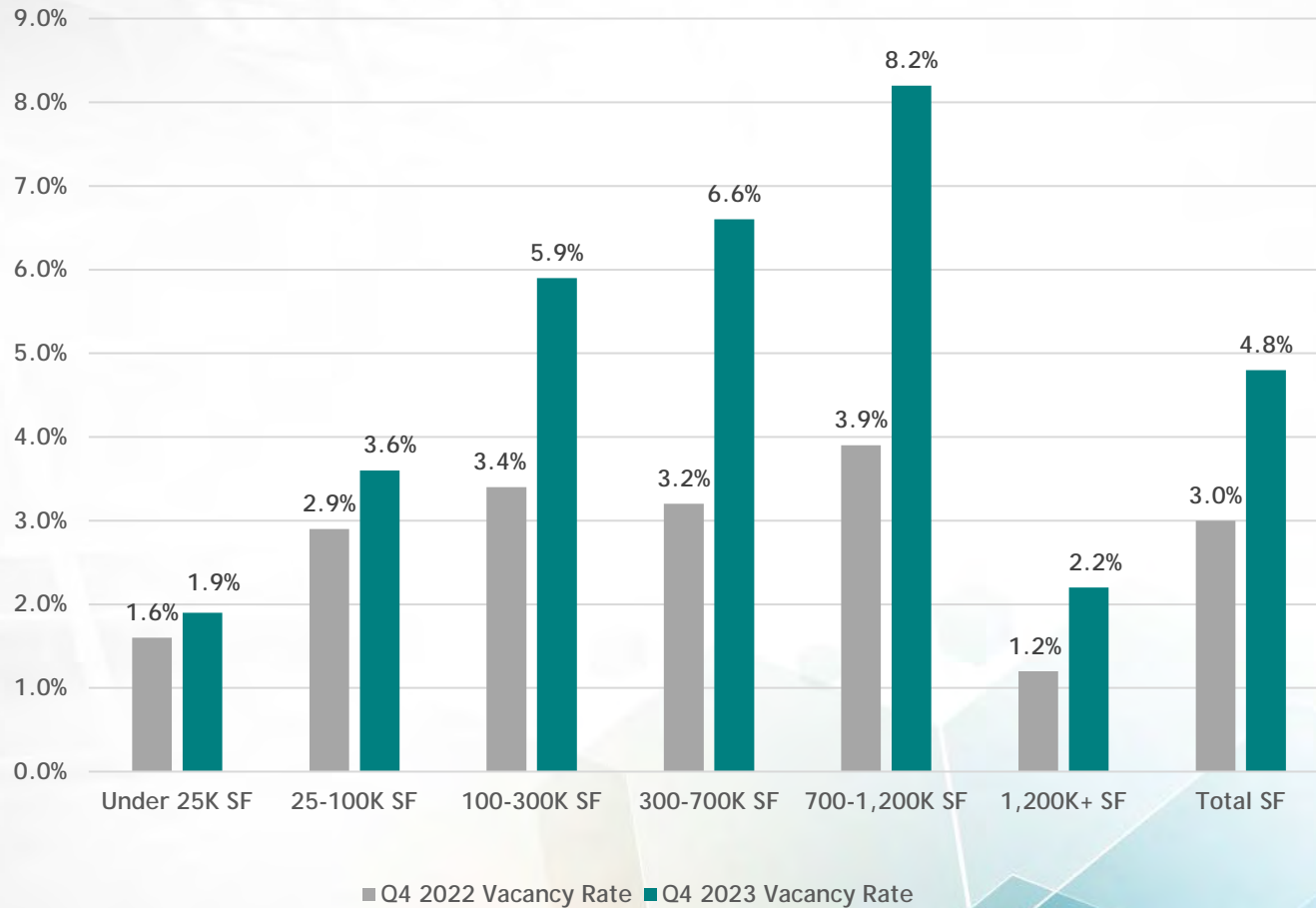


Source: CBRE Research, Q1 2024.

# Customer Focus

- Location-Sensitive Customers
- Compete on Location Not Rent
- Users in the Broadest Portion of the Market – 20,000 to 100,000 Square Feet
- Diversified Tenant Base – Top 10 Customers Represent Only 7.8% of Annualized Base Rent as of March 31, 2024
- 75% of Revenue is Generated from Tenants That Lease Under 100,000 Square Feet

## U.S. Industrial Vacancy Rates by Size Range



Source: CBRE Econometric Advisors Q4 2023



# Property Selection

- Specifications Keyed to Local Sub-Markets
- Maximum Customer Flexibility
- Clustering of Properties Around Transportation Features in High Growth Areas

Horizon Commerce Park  
Orlando, FL

# Growth Strategy

- Targeted Development
- Acquisitions – Operating, Value-Add, Redevelopment
- Recycling of Capital
- Internal Growth

Rocky Point Distribution Center  
San Diego, CA

# Targeted Development

Development in Markets Where EastGroup Already Has a Presence

## Benefits:

- We Build Park Settings
- Creates Sense of Place
- Properties Designed to EGP Specifications for Functionality and Sustainability
- Increased Returns with Lower Risks
- Meet Customer Needs
- Creates Long Term Value for our Shareholders

Gateway Commerce Park  
Miami, FL



# Steele Creek Commerce Park

Charlotte, NC



# Sky Harbor Business Park

Phoenix, AZ



## Southwest Commerce Center

Las Vegas, NV



**Speed Distribution Center**  
San Diego, CA



# Development History

(Through 3/31/24)

- 50% of Portfolio
- 260 Properties – Since 1996
- 29.7 Million Square Feet
- \$3.0 Billion Investment

Gilbert Crossroads  
Phoenix, AZ

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# Value-Add

In Markets Where EastGroup  
Already Has a Presence

## Benefits:

- In-fill locations
- Higher return than market value for calculated leasing risk
- Creates long term value for shareholders

Broadmoor Commerce Park  
Atlanta, GA



**Access Point**  
Greenville, SC

# Current Development and Value-Add Program

(As of 3/31/24)

- 19 Projects Located in 13 Markets
- 4.3 Million Square Feet
- Projected Total Costs of \$611 Million

Country Club Commerce Center  
Tucson, AZ

# Recycling of Capital

- Sales of Assets with Lower Upside Potential
- Reinvestment of Capital into Higher-Growth Opportunities

Kyrene 202 Business Park  
Phoenix, AZ

# Operating Property Acquisitions

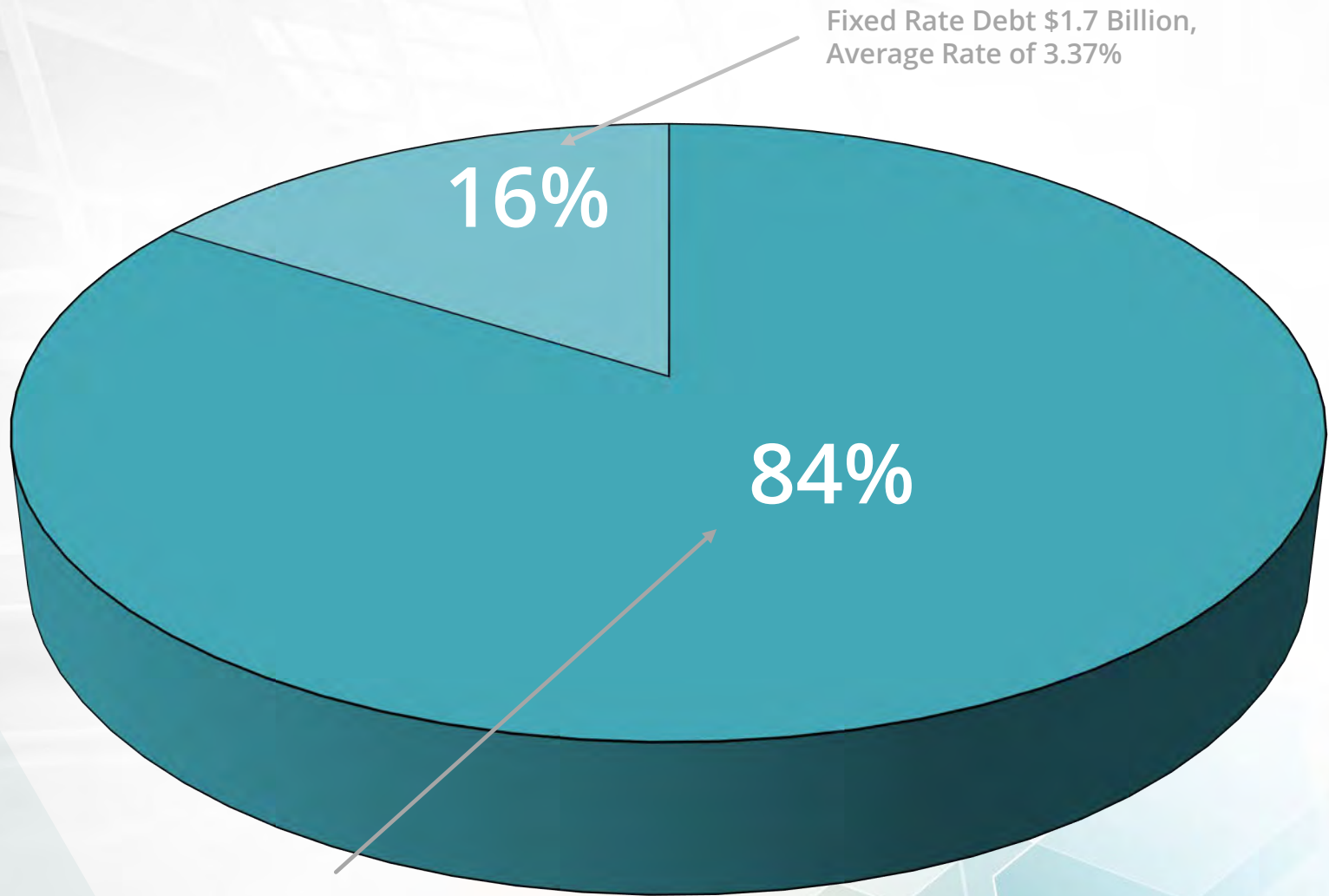
- 2024
  - \$55 Million
  - 231,000 Square Feet in 1 Market
- 2023
  - \$165 Million
  - 987,000 Square Feet in 4 Markets
- 2022
  - \$359 Million
  - 1,706,000 Square Feet in 2 Markets
- 2021
  - \$108 Million
  - 760,000 Square Feet in 4 Markets
- 2020
  - \$49 Million
  - 347,000 Square Feet in 3 Markets
- 2019
  - \$113 Million
  - 884,000 Square Feet in 4 Markets

# Operating Results – Three Months Ended 3/31/24

- Increase in Same Property Results (Cash Basis): 7.7%
- FFO per Diluted Share Increase: 7.6%
- Leased at March 31, 2024: 98.0%

Steele Creek Commerce Park  
Charlotte, NC

# Capitalization (as of 3/31/24)



Shareholders' Market Equity \$8.6 Billion  
(common @ \$179.77 per share)

Fixed Rate Debt \$1.7 Billion,  
Average Rate of 3.37%

# Dividend Growth

(Through 3/31/24)

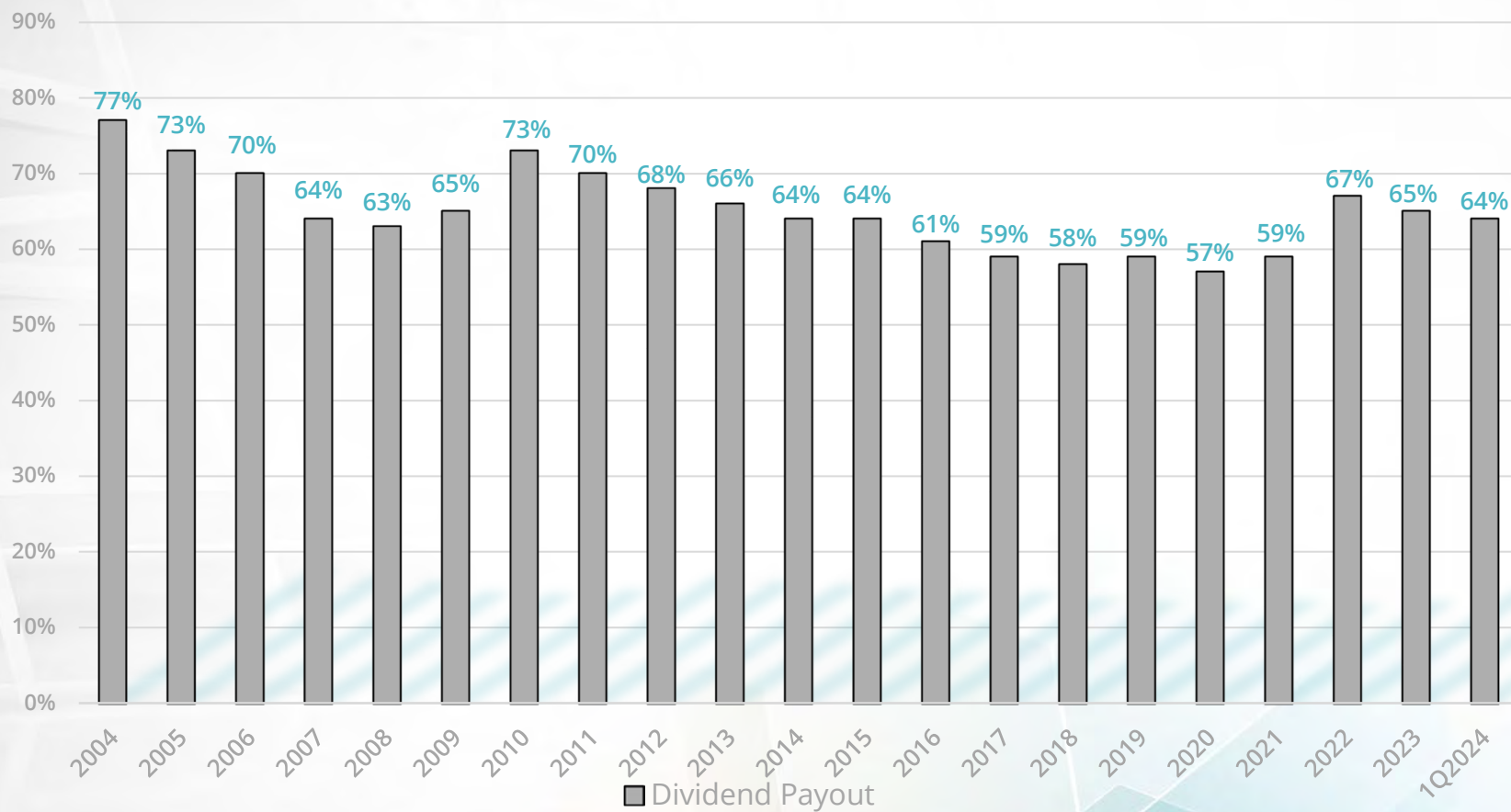
- Declared 177th Consecutive Quarterly Cash Dividend – \$1.27 per Share
- Increased or Maintained Dividend for 31 Consecutive Years
- Dividend Has Increased 28 of the Past 31 Years – Increased Each of the Last 12 Years

Ten West Crossing  
Houston, TX



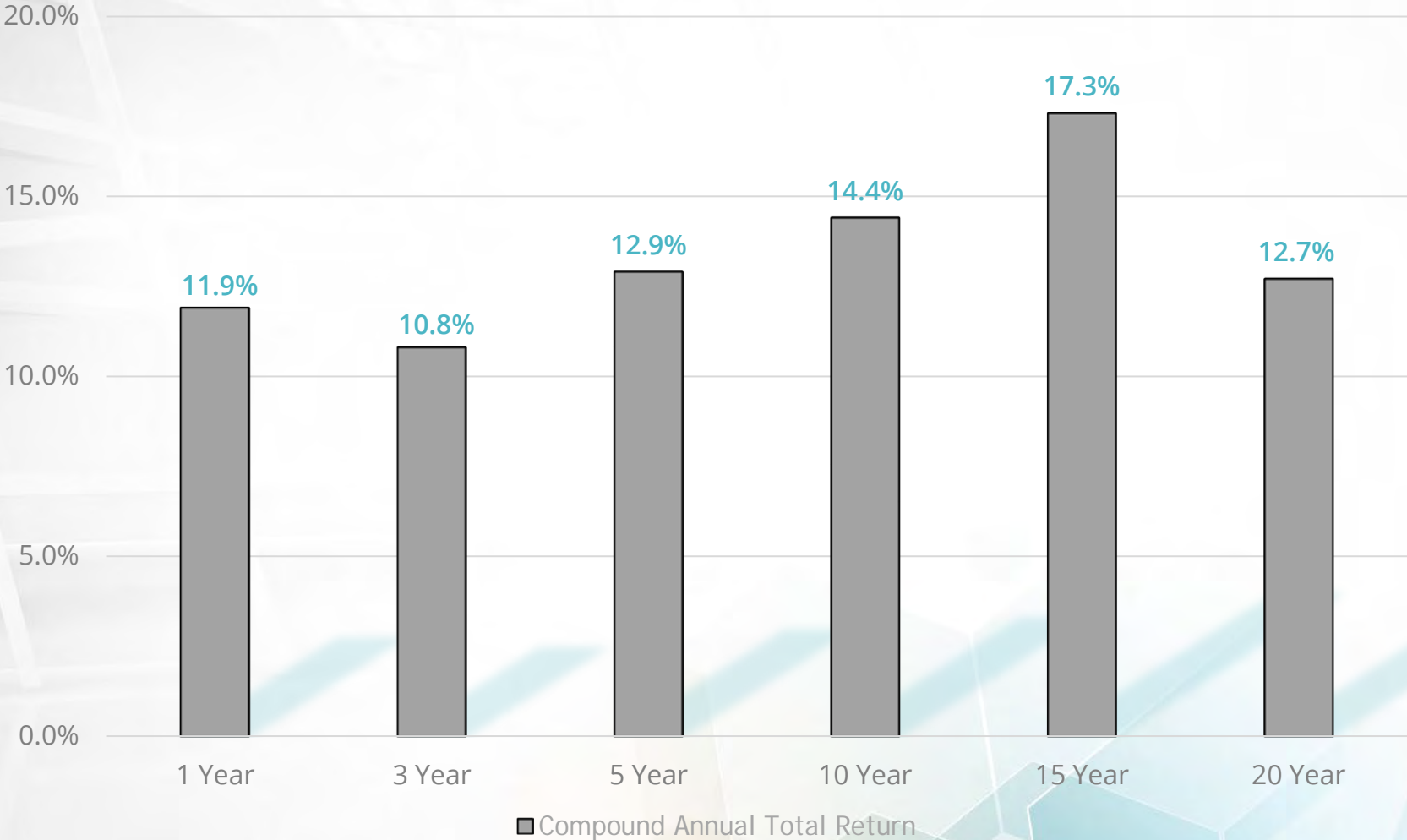


# Dividend FFO Payout Ratio



# Compound Annual Total Return

(For Period Ended March 31, 2024)



# Our Priorities

EastGroup operates on the premise that good corporate governance is fundamental to our business and is core to our values. The honesty and integrity of the Company's management and Board of Directors are critical assets in maintaining the trust of our investors, employees, customers, vendors and the communities in which we operate. Our Board has long upheld its mission to foster the long-term success of EastGroup while maintaining the highest regard for its fiduciary responsibility to stakeholders. The Company is committed to maintaining its high standards for policies and practices in place companywide. We strongly believe in promoting diversity as well as providing a safe, inclusive work environment for our employees.



# Our Culture

EastGroup is recognized in the marketplace for its unique culture—one that is family-oriented, employee-focused and promotes an entrepreneurial spirit. Our do-the-right-thing approach—one that relies on accountability, respect and trust—has been the foundation of our success. EastGroup provides employees with 16 hours of paid leave each year to volunteer in their communities and encourages collaboration and networking through various employee and tenant appreciation events held throughout the year.



# Human Capital Matters

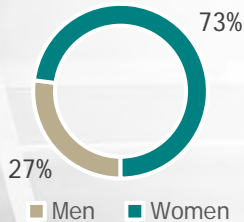
We believe our culture supports our employees and creates a positive, professional environment that encourages longevity for our team members.

- 14% of our employees self-identified as members of a racial or ethnic minority group

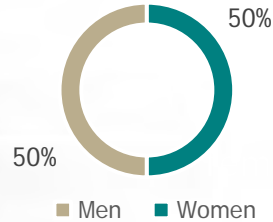
- 2 out of 7 directors identify as women

The average tenure of our workforce is 9 years and 12 years for our officers.

Current Employee Base



Current Officer Group



EastGroup provides generous employee benefits, including a robust 401(k) matching program, an employee equity award program, paid time off, maternity and paternity leave and employer-paid health insurance for all full-time employees. In 2023, EastGroup implemented a company-wide Change in Control Severance Pay Plan for eligible employees, in the event of a qualifying change in control transaction.



## Key Policies

(<https://eastgroup.net/priorities/>)

- Code of Ethics and Business Conduct
- Ethics Line
- Equal Opportunity and Commitment to Diversity
- ADA and Reasonable Accommodation
- Commitment to Safety
- Community Service
- Family Medical Leave
- Standards of Conduct
- Workplace Violence Prevention
- Healthy, Wealthy, Wise Benefits Summary
- Human Rights Statement
- Vendor Code of Conduct
- Corporate Green Office Guide

# Environmental Stewardship

In order to better assess our environmental footprint and identify areas for improvement, EastGroup recently began tracking various energy and water consumption metrics based on the data available for our buildings. Understanding that reliable data is critical to developing effective strategies and making well-informed decisions, we have prioritized expanding our utility data coverage to gain clarity around our environmental performance and work towards establishing thoughtful goals and targets for the company.

EastGroup places heavy focus on incorporating sustainable design features in our development properties, allowing us to integrate energy efficient systems and eco-friendly design into our buildings and enabling our tenants to benefit from operating within a highly efficient building envelope. 100% of our new developments incorporate LED lighting and we routinely complete building retrofits as opportunities arise. Listed below are additional features found at many of our properties throughout our industrial portfolio.



## Energy Efficiency

- ▶ Insulated ceilings and walls
- ▶ High-efficiency LED lighting
- ▶ Motion sensor lighting
- ▶ Skylights
- ▶ ENERGY STAR certified heating and cooling units
- ▶ White, reflective roofing
- ▶ Low-E insulated glass
- ▶ ENERGY STAR certified phones in all EastGroup offices



## Resource Conservation

- ▶ Irrigation with smart sensors
- ▶ Water-efficient plumbing fixtures
- ▶ Drought tolerant, native vegetation
- ▶ Reclaimed water for irrigation
- ▶ Recycled building materials
- ▶ Wildlife conservation



## Workplace Enhancement

- ▶ Shaded respite areas
- ▶ EV charging stations
- ▶ Public transit access
- ▶ Bike storage
- ▶ Extensive walking paths

Our latest corporate responsibility reports, containing additional information on our environmental initiatives and performance, can be viewed at <http://eastgroup.net/priorities>.

# Environmental Stewardship



Several of our properties have been recognized by the Building Owners and Managers Association (“BOMA”) at the local and regional levels in various award categories. Most recently, our Gateway Commerce Park property received the BOMA Miami-Dade Earth Award for both 2022 and 2023 and was previously awarded The Outstanding Building of the Year (“TOBY”) in the industrial office park category by BOMA Miami-Dade and the BOMA Southern Region. Buildings in the competition were judged based on all facets of business operations, including community involvement, tenant relations, site management and environmental and "green" policies and procedures. The property is also designated as a BOMA 360 Performance Building, awarded to properties that are being managed to the highest standards of excellence across all areas of operations and management. Executive Airport Distribution Center was awarded the 2022 TOBY in the industrial office park category by the Ft. Lauderdale and Palm Beach local BOMA chapter.

In 2021, the Company amended and restated its unsecured revolving credit facility, providing for an incremental reduction in borrowing costs if a certain sustainability-linked metric is achieved. This metric is based on a target percentage of newly-constructed buildings with qualifying electric vehicle charging stations each fiscal year. Beginning in 2022, if the metric is achieved, the applicable interest rate margin on the Company’s unsecured credit facility is reduced by one basis point for the following year. For the years ended December 31, 2022 and 2023, the metric was exceeded, which allowed for the interest rate reduction in each of the years subsequent to achieving the metric. In addition to our focus on sustainability features in our new developments, we continue to explore retrofit opportunities for tenants at our existing properties.



# EastGroup Properties

Things to Remember:

- Track Record
- Product Type
- Growth Markets
- Value Creation
- Financial Strength
- Dividend History



# Resources

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