



REALTY GROWTH

# Third Quarter 2024 Investor Presentation

November 2024

# Company Highlights

Small-cap shopping center REIT focused on open-air centers in fast growing MSAs in the Southeast and Southwest



4.6M

Square Feet<sup>1</sup>

67%

of Portfolio ABR from  
**Georgia, Texas and Florida**<sup>1</sup>

8.6%

Implied Cap Rate<sup>2</sup>

\$43.0M

Investment in  
Alpine Income Property Trust<sup>2</sup>

\$1.83 – \$1.87

2024 Core FFO Per Share Guidance Range

\$570M

Equity Market Cap<sup>2</sup>

\$529M

Outstanding Debt<sup>2</sup>

\$118M

Series A Preferred<sup>2</sup>

≈ \$1.2B

Enterprise Value<sup>2</sup>  
(Net of Cash)

10.3x

2024 Core FFO Multiple at guidance midpoint<sup>2</sup>

8.0%

Annualized  
Dividend Yield<sup>2</sup>

\$1.4 billion

Total investment activity in past 5-years<sup>3</sup>

\$0.7 billion

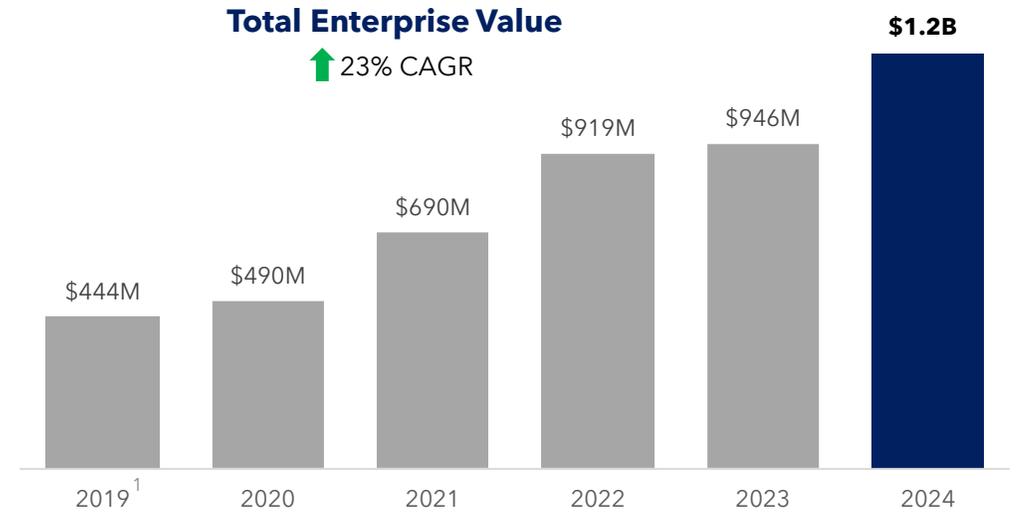
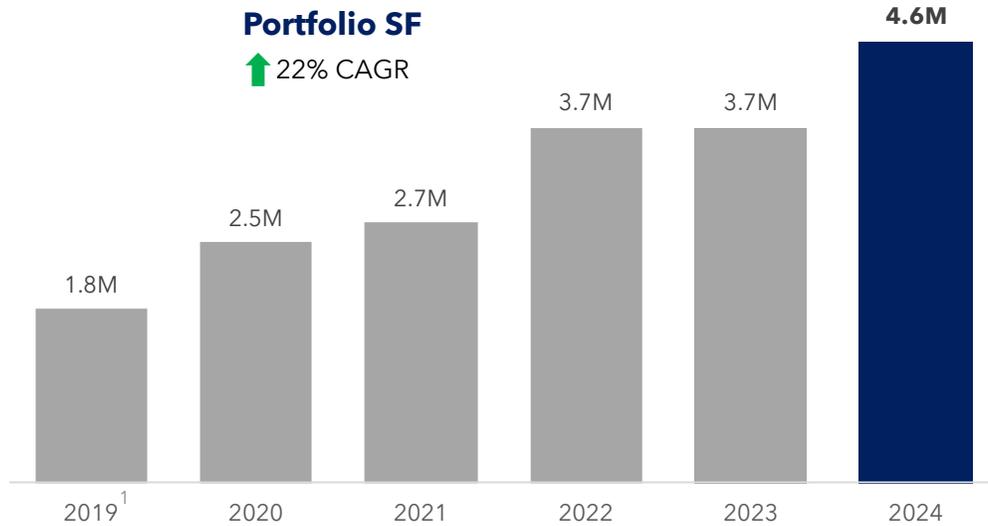
Total disposition activity in past 5-years<sup>3</sup>



West Broad Village  
Glen Allen, VA

1. Reflects Jordan Landing disposition on August 15, 2024 and three property portfolio acquisition on August 20, 2024, as described in more detail on page 7.
2. Metrics are as of September 30, 2024, and reflect a \$19.02 per share common stock price for CTO as of September 30, 2024 and a \$18.20 per share common stock price for PINE as of September 30, 2024.
3. Investment and disposition activity includes both properties and structured investments from Q1 2019 - Q3 2024.

# Third Quarter 2024 Highlights



## Q3 2024

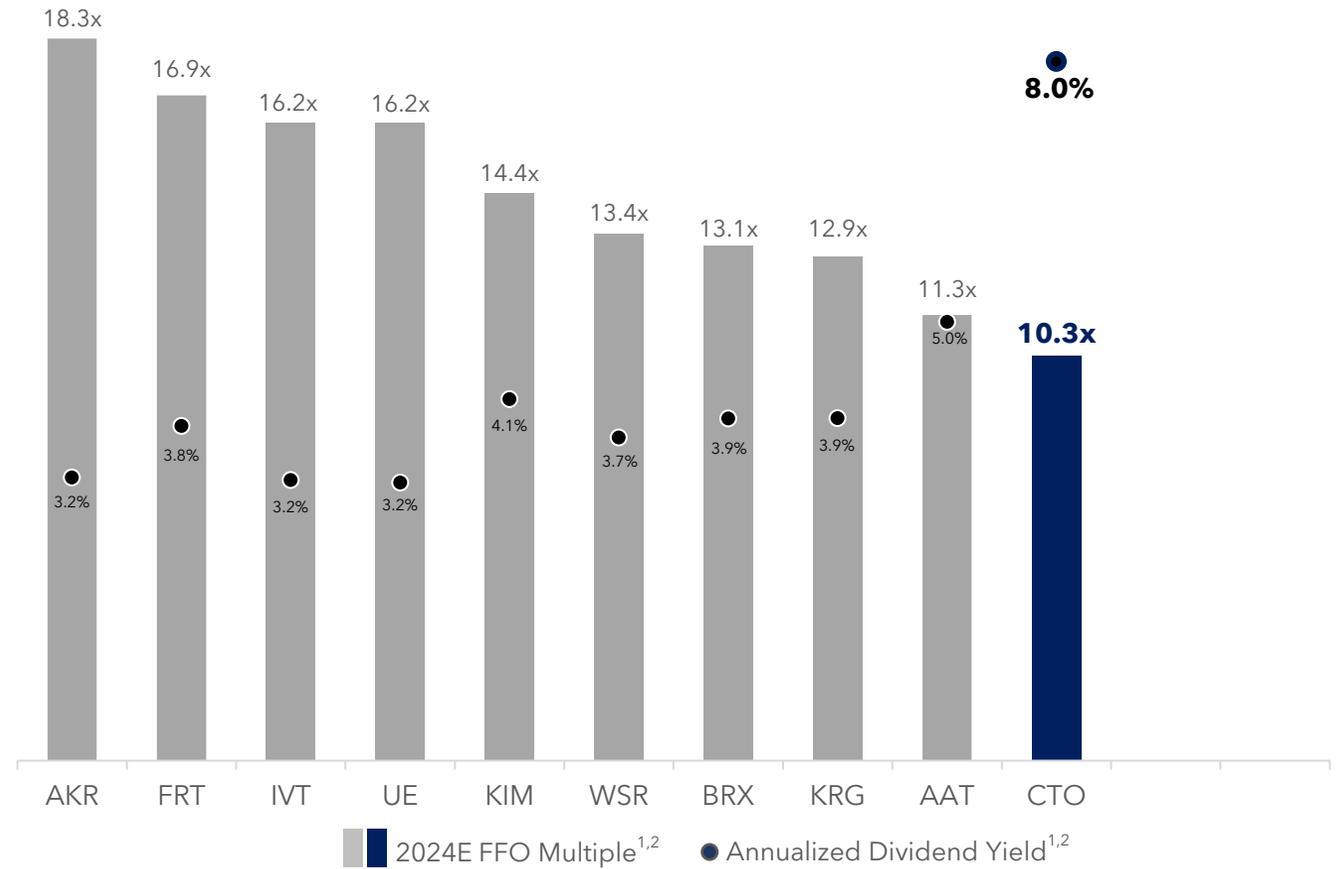
Portfolio Square Feet	<b>4.6M</b>	Portfolio has increased 24% since the beginning of the year
Leased to Occupied Spread	<b>580 bps</b>	Signed-not-opened pipeline of \$6.5M, over 7% of in-place cash ABR
Comparable Lease Spreads	<b>↑ 12%</b>	Signed 148,000 SF of comparable leases at a 12% spread
Same-Property NOI Growth	<b>↑ 6%</b>	Leasing momentum continues to drive NOI growth
Investment Activity	<b>\$191M</b>	Included a \$138M portfolio acquisition of high-quality shopping centers
Total Enterprise Value (TEV)	<b>\$1.2B</b>	TEV has increased 28% since the beginning of the year
Liquidity	<b>\$213M</b>	Over \$200M of liquidity to support continued growth

All values are as of for the three months ended September 30, 2024, unless otherwise noted.

1. In 2019, PINE completed its IPO with a portfolio contributed from CTO. It is also the year CTO changed its investment strategy to focus on multi-tenant, retail-focused properties largely located in CTO's newly defined target markets.

# Attractive Valuation and Compelling Dividend Yield

CTO has **higher dividend yield and lower multiple** relative to many in its retail-focused peer group while also **demonstrating high growth**



1. CTO's 2024E Core FFO multiple and dividend yield are based on \$19.02 per share common stock price as of September 30, 2024.

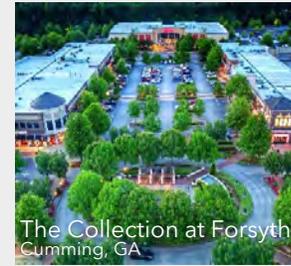
2. All dividend yields and 2024E FFO multiples are based on the closing stock price on September 30, 2024, using current annualized dividends and 2024E FFO per share estimates for the peer companies from the KeyBank Leaderboard report dated October 4, 2024. 2024E FFO per share for CTO reflects the midpoint of Core FFO guidance provided on October 24, 2024.

# Investment Highlights

1

## Southeast and Southwest Shopping Center Portfolio

- High quality, large format, retail portfolio in business-friendly markets with supportive demographics and outsized long-term growth potential
- Recent portfolio acquisition expands geographic presence into Charlotte and Tampa along with increasing size of Orlando portfolio



The Collection at Forsyth  
Cumming, GA



West Broad Village  
Glen Allen, VA



The Shops at Legacy North  
Plano, TX

2

## Active Asset Management

- Scalable platform and team that aggressively targets lease-up of existing vacancy and/or repositioning upside, resulting in potential robust value creation opportunities



Legacy North  
Plano, TX



The Collection at Forsyth  
Cumming, GA

3

## Flexible Balance Sheet with Staggered Maturities

- Well-laddered debt maturities, adequate liquidity and demonstrated ability to access multiple capital sources to provide financial stability and flexibility



Ashford Lane  
Atlanta, GA



Lake Brandon Village  
Tampa, FL

4

## Experienced Leadership Team

- Seasoned leadership team with deep real estate relationships and experience



Madison Yards  
Atlanta, GA

# Investment Strategy

Focused on high-quality open-air shopping centers primarily located in the Southeast and Southwest.

## Multi-Tenant, Retail Asset Strategy

- **Focused on retail-based, multi-tenanted assets** that have a grocery, lifestyle or community-oriented retail component and located in higher growth MSAs within the continental United States
- Acquisition targets are in higher growth markets and exhibit **strong, current in-place yields and basis at discounts to replacement costs** with future potential for increased returns through a combination of vacancy lease-up, redevelopment or rolling in-place leases to higher market rental rates

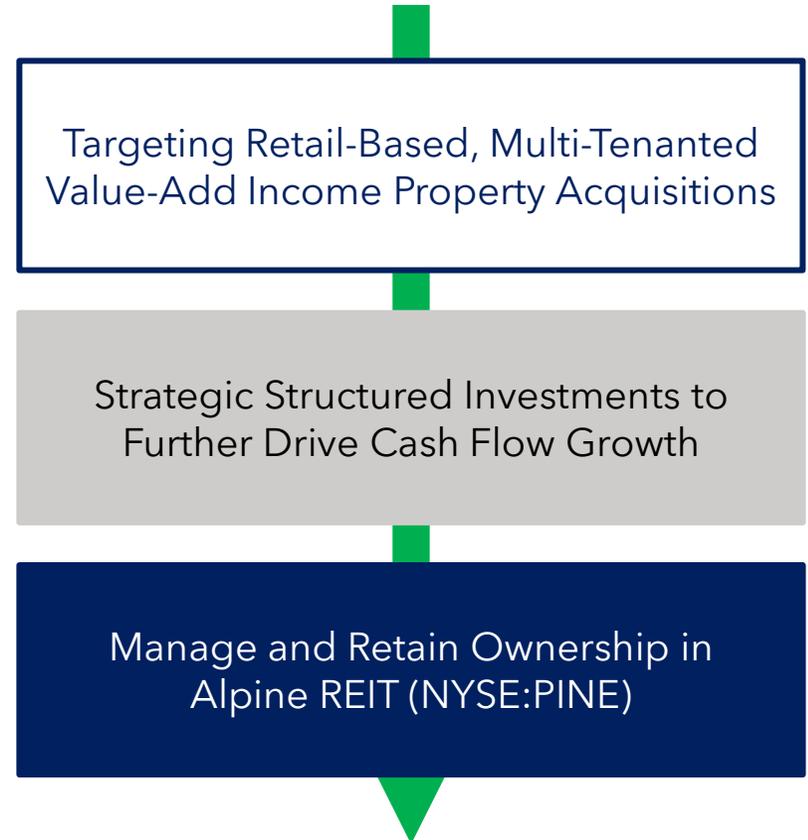
## Structured Investments

- CTO targets approximately 10% of its total assets for structured investments in first mortgages and preferred equity securities secured by commercial real estate to **drive higher cash flow and provide strategic acquisition opportunities**

## Alpine Income Property Trust and Management Fee Income

- CTO seeded and externally manages Alpine Income Property Trust (NYSE: PINE), a pure-play net lease REIT, which is a **meaningful and attractive source of management fee income and dividend income through CTO's direct investment in PINE REIT shares and OP units**

## Focused Execution



# Recent Portfolio Acquisition Closed August 20, 2024

## Transaction Highlights

**Basis is well below replacement cost** at \$154 per SF

**Expands portfolio footprint** into Charlotte and Tampa, strengthens Orlando presence and increases grocery anchored properties

**Near-term value add opportunities** include ability to add strong tenancy, bringing rents up to market, and increasing occupancy

**Purchase Price** \$137.5 million

Asset	Location	Anchors	Year Built	SF	Q3 2024 Leased %
Carolina Pavilion	Charlotte, NC	AMC, Floor & Décor, Nordstrom Rack, Ross, Burlington (shadow anchored by Target)	1995	685,714	94%
Millenia Crossing	Orlando, FL	Nordstrom Rack	2009-2011	100,385	96%
Lake Brandon Village	Brandon, FL (Tampa)	Sprouts, PetSmart, DSW, Scandinavian Designs Furniture (shadow anchored by Lowe's)	1998	102,022	100%
<b>Total / Wtd.</b>				<b>888,121</b>	<b>95%</b>



# Recent Structured Investment Closed November 7, 2024

## Transaction Highlights

### Origination of First Mortgage Loan for Whole Foods Market Anchored Development

- Located on 26.6 acres neighboring CTO's 561,000 SF shopping center - The Collection at Forsyth
- Planned development is for 80,000 SF of retail anchored by a 35,500 SF Whole Foods Market
- Loan provides for up to \$40.2 million off borrowings with an initial term of 30 months and an initial fixed interest rate of 12.15%
- CTO has a right of first refusal to purchase the new retail center
- Closed November 7, 2024 with \$3.2 million funded at close
- Strategic investment expected to benefit The Collection at Forsyth

### Structured Investments Portfolio

- Year to date, completed structured investments totaling \$104.0 million in first mortgages and preferred equity interests at a weighted average initial yield of 11.7%



# Building a Leading Retail-Focused Portfolio

	2019 <sup>1</sup>	<b>Q3 2024</b>
Number of Properties	34	<b>22</b>
Total Portfolio Square Feet	1.8M	<b>4.6M</b>
Leased Occupancy	95%	<b>96%</b>
Annualized Base Rent	\$27.6M	<b>\$91.4M</b>
% of ABR from Multi-Tenant	28% Multi-Tenant	<b>94%</b> <b>Multi-Tenant</b>
% of ABR from Retail & Mixed-Use	60% Retail & Mixed-Use	<b>96%</b> <b>Retail &amp; Mixed-Use</b>
% of ABR from Grocery-Anchored Properties <sup>2</sup>	4% Grocery	<b>20%</b> <b>Grocery</b>
Value of PINE Shares & Units	\$32.4M	<b>\$43.0M</b> as of September 30, 2024



All values are as of year-end for their respective years, unless otherwise noted.

1. In 2019, PINE completed its IPO with a portfolio contributed from CTO. It is also the year CTO changed its investment strategy to focus on multi-tenant, retail-focused properties largely located in CTO's newly defined target markets.
2. Includes properties that are shadow anchored by a grocer.

# High-Quality Demographics



## 200,000

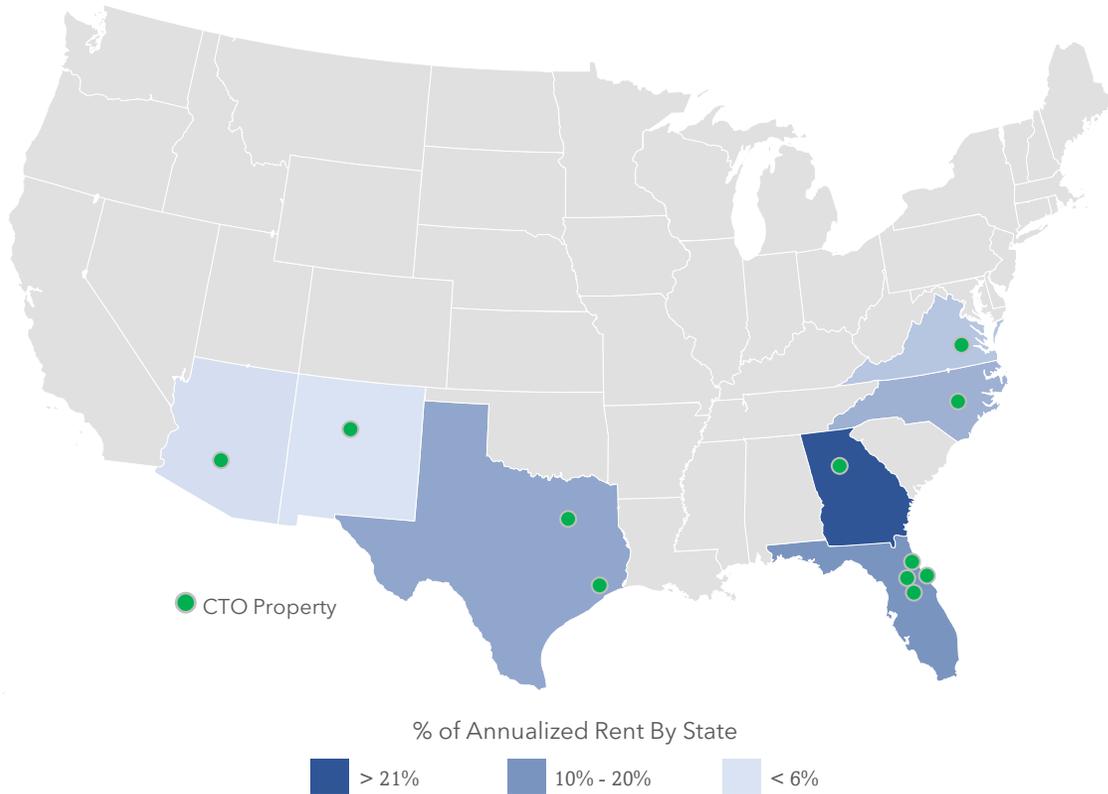
Portfolio Average  
5-Mile Population<sup>1</sup>

## \$136,000

Portfolio Average  
5-Mile Household Income<sup>1</sup>

## 88%

Percentage of Portfolio ABR from  
ULI's Top 30 Markets<sup>1</sup>



### Q2 2024

State	Properties	SF (in 000s)	\$ ABR (in 000s)	%
Georgia	4	1,098	\$28,815	36%
Texas	3	885	14,615	18%
Florida	8	596	13,980	17%
Virginia	1	392	8,887	11%
North Carolina	1	322	4,814	6%
Arizona	1	222	4,572	6%
New Mexico	1	210	3,646	4%
Utah	1	171	1,733	2%
<b>Total</b>	<b>20</b>	<b>3,895</b>	<b>\$81,061</b>	<b>100%</b>

### Q3 2024

State	Properties	SF (in 000s)	\$ ABR (in 000s)	%
Georgia	4	1,098	\$29,099	32%
↑ Florida	10	798	17,877	20%
↓ Texas	3	885	14,560	16%
↑ North Carolina	2	1,008	12,630	14%
↓ Virginia	1	392	9,016	10%
Arizona	1	222	4,572	5%
New Mexico	1	210	3,646	4%
-	-	-	-	-
<b>Total</b>	<b>22</b>	<b>4,612</b>	<b>\$91,400</b>	<b>100%</b>

Percentages listed based on GAAP Annualized Base Rent for the Company's portfolio as of September 30, 2024. Any differences a result of rounding.  
1. As of September 30, 2024. Source: Esri; Portfolio average weighted by the Annualized Base Rent of each property.

# ULI's Top 15 Markets

## PWC 2025 Markets to Watch Assessment

*"Geographic preferences are changing even if many of the broad trends have continued from recent years. Sun Belt markets still rule the rankings" - PWC Emerging Trends in Real Estate® 2025*

CTO's Percentage of ABR from  
**ULI's Top 15 Markets<sup>1</sup>**

# 69%

CTO's Percentage of ABR from  
**ULI's Top 10 Markets<sup>1</sup>**

# 64%

Rank	State	CTO ABR %
1	Dallas/Fort Worth	12%
2	Miami	-
3	Houston	4%
4	Tampa/St. Petersburg	1%
5	Nashville	-
6	Orlando	10%
7	Atlanta	31%
8	Boston	-
9	Salt Lake City	-
10	Phoenix	5%
11	Manhattan	-
12	Raleigh/Durham	5%
13	San Antonio	-
14	Brooklyn	-
15	Austin	-
<b>Total</b>		<b>69%</b>

Percentages listed based on Cash Annualized Base Rent for the Company's portfolio as of September 30, 2024. Any differences a result of rounding.

1. As of September 30, 2024. Source: PWC/ULI Emerging Trends in Real Estate® 2025; Portfolio average weighted by the Annualized Base Rent of each property.

# Durable Portfolio with Meaningful Growth Opportunities

Strong performing, larger format open-air shopping centers with a combination of value-add lease up, redevelopment and stable, in-place cash flows in some of the strongest markets in the United States.

## Repositioning **Upside**



## **Essential** Retail



## Stable **Cash Flow**



# Active Asset Management

Recent transaction and leasing activity results in the Company's properties now being all located in the Southeast and Southwest and an increased signed not open pipeline

## Executing on Asset Recycling

- Expecting full year 2024 investments of \$300 million to \$350 million and dispositions of \$35 million to \$50 million
- Year to date, completed structured investments totaling \$104.0 million in first mortgages and preferred equity interests with an initial yield of 11.7%<sup>(1)</sup>
- In August 2024, purchased a portfolio consisting of three open-air shopping centers located in Charlotte, Orlando and Tampa markets with 0.9 million of leasable square feet for an aggregate purchase price of \$137.5 million
- In August 2024, sold Jordan Landing located in West Jordan, Utah for \$18.0 million
- In March 2024, purchased Marketplace at Seminole Towne Center located in the Orlando market with 0.3 million leasable square feet for \$68.7 million
- In March 2024, sold 0.1 million square foot mixed-use property in Santa Fe, NM for \$20.0 million
- In February 2024, sold the remaining non-income producing mineral rights & interests totaling approximately 352,000 acres in 19 counties in the State of Florida for gross proceeds of \$5.0 million

## Leasing Momentum

- Year to date, executed new and renewal leases totaling 0.4 million square feet bringing the Company's leased occupancy to 95.8% compared to 94.6% as of June 30, 2024
- Signed not opened pipeline is now \$6.5 million, or 7.2%, of annual in-place cash base rent as of September 30, 2024



As of September 30, 2024, unless otherwise noted.

1. Inclusive of \$40.2 million first mortgage loan originated on November 7, 2024

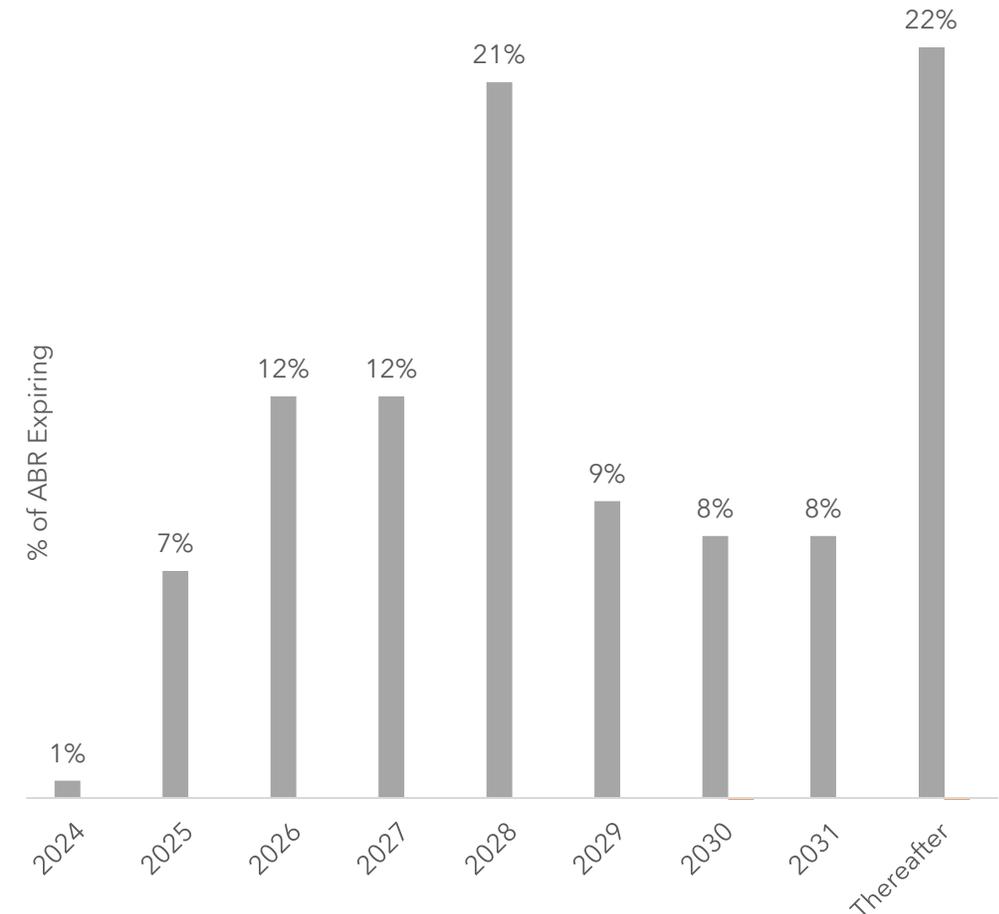
# Strong Leasing Execution Driving 2025 Revenue Growth



## Selected Signed Leases with Rent Commencements from Q4 2024 through 2025

Tenant	Property	GLA
OneLife Fitness	Beaver Creek	45,159
PICKLR	The Collection at Forsyth	23,775
Legacy Club	Shops at Legacy	19,154
Canales	Rockwall	9,819
Famous Haus	Millenia Crossing	8,754
Jashan	Shops at Legacy	8,000
Fidelity	Ashford Lane	7,832
Ford's Garage	West Broad Village	6,576
Tile Bar	West Broad Village	6,337

## Lease Rollover Schedule<sup>2</sup>



- YTD Q3 2024 Comparable Leasing Spreads<sup>1</sup> **↑ 26.0%**
  - ↑ 79% new lease spreads (excluding acquired vacancy)
  - ↑ 5% options & renewal spreads
- Q3 2024 - Occupancy **90.0%** & Leased Occupancy **95.8%**
  - 580 bps of future occupancy pickup** based on current spread between Occupancy and Leased Occupancy

1. Excludes newly leased units that were acquired as vacant.  
 2. As of September 30, 2024

CTO seeded and externally manages Alpine Income Property Trust (NYSE: PINE), a pure play net lease REIT, which is a meaningful and attractive source of management fee income and dividend income

**Dividend Yield<sup>1</sup>** **6.2%**

**Implied Cap Rate** **8%**

Number of Properties 133

Number of States with a Property 34

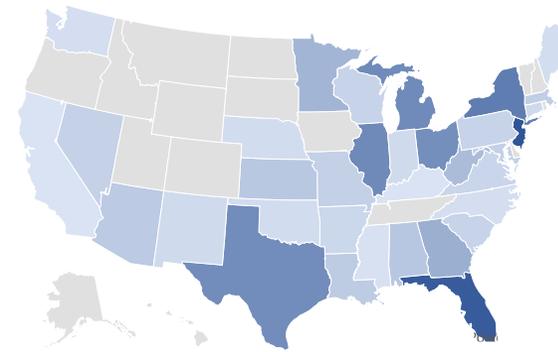
Total Portfolio Square Feet 3.6M

Annualized Base Rent \$41.5M

% of ABR from Investment Grade Rated Tenants 52%

% of ABR from Credit Rated Tenants 83%

## Diversified Geographic Footprint



% of Annualized Base Rent By State

>8% ■ 4% - 7% ■ <2% ■

## High-Quality Top Tenancy



CTO's Ownership Interest in Alpine Income Property Trust

**≈ 15.3%**

CTO's Investment in Alpine Income Property Trust<sup>1</sup>

**\$43.0 Million**

as of September 30, 2024  
(2.36 million shares and units at \$18.20 share price)

1. Based on PINE's \$18.20 per share common stock price as of September 30, 2024.

# Balance Sheet – Q3 2024

- Adequate liquidity for opportunistic growth
  - Well-staggered debt maturity schedule
  - Forward **hedges out to 2033** to minimize interest rate volatility
- 
- 43% net debt-to-total enterprise value (TEV)
  - Q3 2024 quarter-end net debt-to-pro forma EBITDA of 6.4x
- 
- \$45m of floating rate debt on the Revolving Credit Facility<sup>6</sup>
  - \$205 million undrawn commitments on the Revolving Credit Facility

## Debt Maturities



Component of Long-Term Debt	Type	Maturity	Principal	Interest Rate
2025 Convertible Senior Notes	Fixed	Apr-2025	\$51 million	3.88%
2026 Term Loan <sup>2</sup>	Fixed	Mar-2026	\$65 million	SOFR + 10 bps + [1.25% - 2.20%]
Mortgage Note	Fixed	Aug-2026	\$18 million	4.06%
Revolving Credit Facility	Floating	Jan-2027	\$45 million	SOFR + 10 bps + [1.25% - 2.20%]
Revolving Credit Facility <sup>3</sup>	Fixed	Jan-2027	\$50 million	SOFR + 10 bps + [1.25% - 2.20%]
2027 Term Loan <sup>4</sup>	Fixed	Jan-2027	\$100 million	SOFR + 10 bps + [1.25% - 2.20%]
2028 Term Loan <sup>5</sup>	Fixed	Jan-2028	\$100 million	SOFR + 10 bps + [1.20% - 2.15%]
2029 Term Loan <sup>6</sup>	Fixed	Sep-2029	\$100 million	SOFR + 10 bps + [1.20% - 2.15%]
<b>Total Debt</b>			<b>\$529 million</b>	<b>4.28%</b>

1. Reflects \$95 million outstanding under the Company's \$300 million senior unsecured revolving credit facility; the Company's senior unsecured revolving credit facility matures in January 2027 and includes a one-year extension option to January 2028, subject to satisfaction of certain conditions; the maturity date reflected assumes the Company exercises the one-year extension option.

2. The Company utilized interest rate swaps on the \$65.0 million 2026 Term Loan balance to fix SOFR and achieve a weighted average fixed swap rate of 1.27% plus the 10 bps SOFR adjustment plus the applicable spread.

3. The Company utilized interest rate swaps on \$50.0 million of the Credit Facility balance to fix SOFR and achieve a weighted average fixed swap rate of 3.85% plus the 10 bps SOFR adjustment plus the applicable spread.

4. The Company utilized interest rate swaps on the \$100.0 million 2027 Term Loan balance to fix SOFR and achieve a fixed swap rate of 1.35% plus the 10 bps SOFR adjustment plus the applicable spread.

5. The Company utilized interest rate swaps on the \$100.0 million 2028 Term Loan balance to fix SOFR and achieve a weighted average fixed swap rate of 3.78% plus the 10 bps SOFR adjustment plus the applicable spread.

6. The Company utilized interest rate swaps on the \$100.0 million 2029 Term Loan balance to fix SOFR and achieve a weighted average fixed swap rate of 3.28% plus the 10 bps SOFR adjustment plus the applicable spread.

# 2024 Revised Guidance

The Company's estimated Core FFO per diluted share and AFFO per diluted share for 2024 is as follows:

	Previous 2024	<b>Revised 2024</b>	<i>Increase (Decrease)</i>
Core FFO Per Diluted Share <sup>3</sup>	\$1.81 - \$1.86	<b>\$1.83 - \$1.87</b>	\$0.02 - \$0.01
AFFO Per Diluted Share <sup>3</sup>	\$1.95 - \$2.00	<b>\$1.96 - \$2.00</b>	\$0.01 - \$0.00

The Company's 2024 revised guidance includes but is not limited to the following assumptions:

Same-Property NOI Growth <sup>1,2</sup>	2% - 4%	<b>4% - 6%</b>	200 bps - 200 bps
General and Administrative Expense	\$15.2 - \$16.2	<b>\$16.0 - \$16.5</b>	\$0.8 - \$0.3
Weighted Average Diluted Shares Outstanding	22.9	<b>25.3</b>	2.4
Year-end 2024 Leased Occupancy <sup>2</sup>	95% - 96%	<b>96% - 97%</b>	100 bps - 100 bps
Investments <i>(\$313M Completed YTD<sup>4</sup>)</i>	\$200 - \$250	<b>\$300 - \$350</b>	\$100 - \$100
Target Initial Investment Cash Yield	8.50% - 9.00%	<b>8.50% - 9.00%</b>	No change
Dispositions <i>(\$38M Completed YTD<sup>4</sup>)</i>	\$50 - \$75	<b>\$35 - \$50</b>	(\$15) - (\$25)
Target Disposition Cash Yield	7.50% - 8.25%	<b>8.50% - 8.75%</b>	100 bps - 50 bps

\$ and shares outstanding in millions, except per share data.

1. Includes the known effects of bad debt expense, occupancy loss and costs associated with tenants in bankruptcy and/or tenant lease defaults.

2. Before potential impact from income producing acquisitions and dispositions.

3. See reconciliation of our 2024 Core FFO and AFFO per Diluted Share to Net Income Attributable to the Company on page 26.

4. Through November 8, 2024

# Experienced Management Team



## **John P. Albright**

President & Chief Executive Officer

- Former Co-Head and Managing Director of Archon Capital, a Goldman Sachs Company; Executive Director of Merchant Banking – Investment Management at Morgan Stanley; and Managing Director of Crescent Real Estate (NYSE: CEI)

## **Philip R. Mays**

Senior Vice President, Chief Financial Officer & Treasurer

- Former Chief Financial Officer & Treasurer of Shadowbox Studios; EVP, Chief Financial Officer & Treasurer of Cedar Realty; and Vice President and Chief Accounting Officer of Federal Realty (NYSE: FRT)

## **Lisa M. Vorakoun**

Senior Vice President & Chief Accounting Officer

- Former Assistant Finance Director of the City of DeLand, Florida and Audit Manager for James Moore & Company, an Accounting and Consulting Firm

## **Alexander M. Gordon**

Vice President, Leasing & Investments

- Former Senior Associate, Brokerage & Retail Advisory Services at CBRE (NYSE: CBRE)

## **Steven R. Greathouse**

Senior Vice President & Chief Investment Officer

- Former Director of Finance for N3 Real Estate; Senior Associate of Merchant Banking – Investment Management at Morgan Stanley; and Senior Associate at Crescent Real Estate (NYSE: CEI)

## **Daniel E. Smith**

Senior Vice President, General Counsel & Corporate Secretary

- Former Vice President and Associate General Counsel of Goldman Sachs & Co. and Senior Vice President and General Counsel of Crescent Real Estate (NYSE: CEI)

## **Matt J. Trau**

Vice President, Investments

- Former Senior Director of Transactions at ShopCore Properties; Senior Associate of Transactions at DDR Corp (currently Site Centers NYSE: SITC)

# Corporate Responsibility

CTO Realty Growth is committed to sustainability, strong corporate governance, and meaningful corporate social responsibility programs.



## Social Responsibility

### Inclusive and Supportive Company Culture

- Dedicated to an inclusive and supportive office environment filled with diverse backgrounds and perspectives, with a demonstrated commitment to financial, mental and physical wellness

### Notable Community Outreach

- Numerous and diverse community outreach programs, supporting environmental, artistic, civil and social organizations in the community



## Corporate Governance

- Independent Chairman of the Board and 5 of 6 Directors classified as independent
- Annual election of all Directors
- Annual Board of Director evaluations
- Board oversees risk assessment/management, with oversight for specific areas of risk delegated to Board committees
- Stock ownership requirements for all Executive Management and Directors
- Prohibition against hedging and pledging CTO Realty Growth stock
- Robust policies and procedures for approval of related party transactions
- All team members adhere to a comprehensive Code of Business Conduct and Ethics policy

# Environmental Responsibility

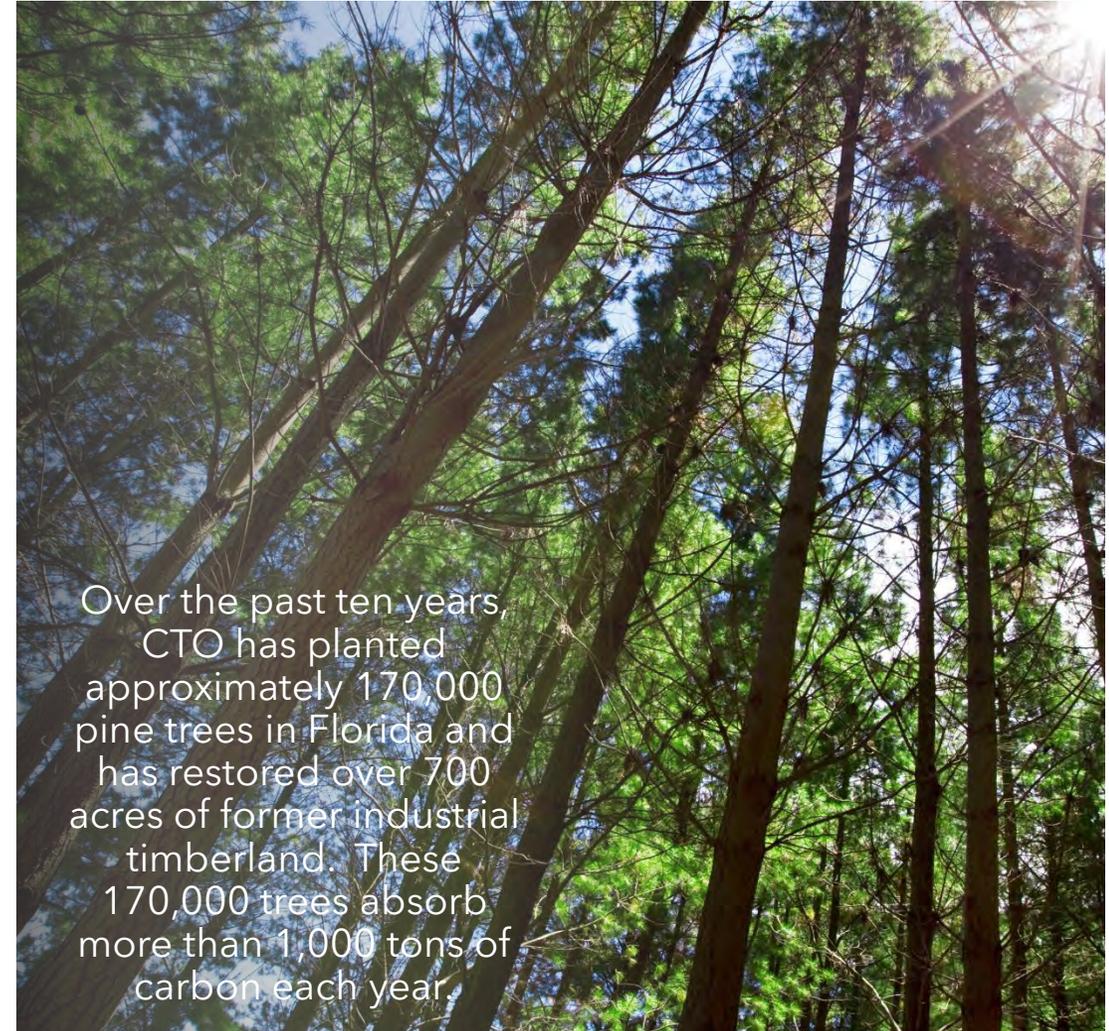
## Environmental Responsibility

### Committed Focus & Targeted Investment

- Committed to maintaining an environmentally conscious culture, the utilization of environmentally friendly & renewable products, and the promotion of sustainable business practices. Notable achievements:
  - Formed a conservation mitigation bank on approximately 2,500 acres of land, resulting in the land being barred from development permanently preserved
  - Invested in LED lighting, recycling and waste reduction strategies, programmable thermostats, energy management systems in our office and/or at our owned properties
  - Conveyed over 11,000 acres of land to the State of Florida to significantly enlarge the neighboring Tiger Bay State Forest

### Tenant Alignment

- Alignment with environmentally aware tenants who have strong sustainability programs and initiatives embedded into their corporate culture and business practices



# Forward Looking Statements & Non-GAAP Financial Measures



## Forward Looking Statements

Certain statements contained in this presentation (other than statements of historical fact) are 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. Forward-looking statements can typically be identified by words such as "believe," "estimate," "expect," "intend," "anticipate," "will," "could," "may," "should," "plan," "potential," "predict," "forecast," "project," and similar expressions, as well as variations or negatives of these words.

Although forward-looking statements are made based upon management's present expectations and reasonable beliefs concerning future developments and their potential effect upon the Company, a number of factors could cause the Company's actual results to differ materially from those set forth in the forward-looking statements. Such factors may include, but are not limited to: the Company's ability to remain qualified as a REIT; the Company's exposure to U.S. federal and state income tax law changes, including changes to the REIT requirements; general adverse economic and real estate conditions; macroeconomic and geopolitical factors, including but not limited to inflationary pressures, interest rate volatility, distress in the banking sector, global supply chain disruptions, and ongoing geopolitical war; credit risk associated with the Company investing in structured investments; the ultimate geographic spread, severity and duration of pandemics such as the COVID-19 Pandemic and its variants, actions that may be taken by governmental authorities to contain or address the impact of such pandemics, and the potential negative impacts of such pandemics on the global economy and the Company's financial condition and results of operations; the inability of major tenants to continue paying their rent or obligations due to bankruptcy, insolvency or a general downturn in their business; the loss or failure, or decline in the business or assets of PINE; the completion of 1031 exchange transactions; the availability of investment properties that meet the Company's investment goals and criteria; the uncertainties associated with obtaining required governmental permits and satisfying other closing conditions for planned acquisitions and sales; and the uncertainties and risk factors discussed in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and other risks and uncertainties discussed from time to time in the Company's filings with the U.S. Securities and Exchange Commission.

There can be no assurance that future developments will be in accordance with management's expectations or that the effect of future developments on the Company will be those anticipated by management. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation. The Company undertakes no obligation to update the information contained in this presentation to reflect subsequently occurring events or circumstances.

## Non-GAAP Financial Measures

Our reported results are presented in accordance with accounting principles generally accepted in the United States of America ("GAAP"). We also disclose Funds From Operations ("FFO"), Core Funds From Operations ("Core FFO"), Adjusted Funds From Operations ("AFFO"), Pro Forma Earnings Before Interest, Taxes, Depreciation and Amortization ("Pro Forma Adjusted EBITDA"), and Same-Property Net Operating Income ("Same-Property NOI"), each of which are non-GAAP financial measures. We believe these non-GAAP financial measures are useful to investors because they are widely accepted industry measures used by analysts and investors to compare the operating performance of REITs.

FFO, Core FFO, AFFO, Pro Forma Adjusted EBITDA, and Same-Property NOI do not represent cash generated from operating activities and are not necessarily indicative of cash available to fund cash requirements; accordingly, they should not be considered alternatives to net income as a performance measure or cash flows from operating activities as reported on our statement of cash flows as a liquidity measure and should be considered in addition to, and not in lieu of, GAAP financial measures.

We compute FFO in accordance with the definition adopted by the Board of Governors of the National Association of Real Estate Investment Trusts, or NAREIT.

NAREIT defines FFO as GAAP net income or loss adjusted to exclude real estate related depreciation and amortization, as well as extraordinary items (as defined by GAAP) such as net gain or loss from sales of depreciable real estate assets, impairment write-downs associated with depreciable real estate assets and impairments associated with the implementation of current expected credit losses on commercial loans and investments at the time of origination, including the pro rata share of such adjustments of unconsolidated subsidiaries. The Company also excludes the gains or losses from sales of assets incidental to the primary business of the REIT which specifically include the sales of mitigation credits, subsurface sales, investment securities, and land sales, in addition to the mark-to-market of the Company's investment securities and interest related to the 2025 Convertible Senior Notes, if the effect is dilutive.

# Non-GAAP Financial Measures



## Non-GAAP Financial Measures (continued)

To derive Core FFO, we modify the NAREIT computation of FFO to include other adjustments to GAAP net income related to gains and losses recognized on the extinguishment of debt, amortization of above- and below-market lease related intangibles, and other unforecastable market- or transaction-driven non-cash items, as well as adding back the interest related to the 2025 Convertible Senior Notes, if the effect is dilutive. To derive AFFO, we further modify the NAREIT computation of FFO and Core FFO to include other adjustments to GAAP net income related to non-cash revenues and expenses such as straight-line rental revenue, non-cash compensation, and other non-cash amortization. Such items may cause short-term fluctuations in net income but have no impact on operating cash flows or long-term operating performance. We use AFFO as one measure of our performance when we formulate corporate goals.

To derive Pro Forma Adjusted EBITDA, GAAP net income or loss attributable to the Company is adjusted to exclude real estate related depreciation and amortization, as well as extraordinary items (as defined by GAAP) such as net gain or loss from sales of depreciable real estate assets, impairment write-downs associated with depreciable real estate assets, impairments associated with the implementation of current expected credit losses on commercial loans and investments at the time of origination, including the pro rata share of such adjustments of unconsolidated subsidiaries, non-cash revenues and expenses such as straight-line rental revenue, amortization of deferred financing costs, above- and below-market lease related intangibles, non-cash compensation, other non-recurring items such as termination fees, forfeitures of tenant security deposits, and certain adjustments to reconciliation estimates related to reimbursable revenue for recently acquired properties, and other non-cash income or expense. The Company also excludes the gains or losses from sales of assets incidental to the primary business of the REIT which specifically include the sales of mitigation credits, subsurface sales, investment securities, and land sales, in addition to the mark-to-market of the Company's investment securities. Cash interest expense is also excluded from Pro Forma Adjusted EBITDA, and GAAP net income or loss is adjusted for the annualized impact of acquisitions, dispositions and other similar activities.

To derive Same-Property NOI, GAAP net income or loss attributable to the Company is adjusted to exclude real estate related depreciation and amortization, as well as extraordinary items (as defined by GAAP) such as net gain or loss from sales of depreciable real estate assets, impairment write-downs associated with depreciable real estate assets, impairments associated with the implementation of current expected credit losses on commercial loans and investments at the time of origination, including the pro rata share of such adjustments of unconsolidated subsidiaries, non-cash revenues and expenses such as straight-line rental revenue, amortization of deferred financing costs, above- and below-market lease related intangibles, non-cash compensation, other non-recurring items such as termination fees, forfeitures of tenant security deposits, and certain adjustments to reconciliation estimates related to reimbursable revenue for recently acquired properties, and other non-cash income or expense. Interest expense, general and administrative expenses, investment and other income or loss, income tax benefit or expense, real estate operations revenues and direct cost of revenues, management fee income, and interest income from commercial loans and investments are also excluded from Same-Property NOI. GAAP net income or loss is further adjusted to remove the impact of properties that were not owned for the full current and prior year reporting periods presented. Cash rental income received under the leases pertaining to the Company's assets that are presented as commercial loans and investments in accordance with GAAP is also used in lieu of the interest income equivalent.

FFO is used by management, investors and analysts to facilitate meaningful comparisons of operating performance between periods and among our peers primarily because it excludes the effect of real estate depreciation and amortization and net gains or losses on sales, which are based on historical costs and implicitly assume that the value of real estate diminishes predictably over time, rather than fluctuating based on existing market conditions. We believe that Core FFO and AFFO are additional useful supplemental measures for investors to consider because they will help them to better assess our operating performance without the distortions created by other non-cash revenues or expenses. We also believe that Pro Forma Adjusted EBITDA is an additional useful supplemental measure for investors to consider as it allows for a better assessment of our operating performance without the distortions created by other non-cash revenues, expenses or certain effects of the Company's capital structure on our operating performance. We use Same-Property NOI to compare the operating performance of our assets between periods. It is an accepted and important measurement used by management, investors and analysts because it includes all property-level revenues from the Company's properties, less operating and maintenance expenses, real estate taxes and other property-specific expenses ("Net Operating Income" or "NOI") of properties that have been owned and stabilized for the entire current and prior year reporting periods. Same-Property NOI attempts to eliminate differences due to the acquisition or disposition of properties during the particular period presented, and therefore provides a more comparable and consistent performance measure for the comparison of the Company's properties. FFO, Core FFO, AFFO, Pro Forma Adjusted EBITDA, and Same-Property NOI may not be comparable to similarly titled measures employed by other companies.

# References

References and terms used in this presentation that are in addition to terms defined in the Non-GAAP Financial Measures include:

- This presentation was published on November 15, 2024.
- All information is as of September 30, 2024, unless otherwise noted.
- Any calculation differences are assumed to be a result of rounding.
- “2024 Guidance” in this presentation is based on the 2024 Guidance provided in the Company’s Third Quarter 2024 Operating Results press release filed on October 24, 2024.
- “Alpine” or “PINE” refers to Alpine Income Property Trust, a publicly traded net lease REIT traded on the New York Stock Exchange under the ticker symbol PINE.
- “Annualized Base Rent”, “ABR” or “Rent” and the statistics based on ABR are calculated based on the current portfolio and represent straight-line rent calculated in accordance with GAAP.
- “Annualized Cash Base Rent”, “Cash ABR” and the statistics based on Cash ABR are calculated based on the current portfolio and represent the annualized cash base rent calculated in accordance with GAAP due from the tenants at a specific point in time.
- “Credit Rated” is a tenant or the parent of a tenant with a credit rating from S&P Global Ratings, Moody’s Investors Service, Fitch Ratings or the National Association of Insurance Commissioners (NAIC) (together, the “Major Rating Agencies”). The Company defines an Investment Grade Rated Tenant as a tenant or the parent of a tenant with a credit rating from S&P Global Ratings, Moody’s Investors Service, Fitch Ratings or the National Association of Insurance Commissioners of Baa3, BBB-, or NAIC-2 or higher. If applicable, in the event of a split rating between S&P Global Ratings and Moody’s Investors Services, the Company utilizes the higher of the two ratings as its reference point as to whether a tenant is defined as an Investment Grade Rated Tenant.
- “Dividend” or “Dividends”, subject to the required dividends to maintain the Company’s qualification as a REIT, are set by the Board of Directors and declared on a quarterly basis and there can be no assurances as to the likelihood or number of dividends in the future.
- “Investment in Alpine Income Property Trust” or “Alpine Investment” or “PINE Ownership” is calculated based on the 2,362,475 common shares and partnership units CTO owns in PINE and is based on PINE’s closing stock price as of the referenced period on the respective slide.
- “Leased Occupancy” refers to space that is currently leased but for which rent payments have not yet commenced.
- “MSA” or “Metropolitan Statistical Area” is a region that consists of a city and surrounding communities that are linked by social and economic factors, as established by the U.S. Office of Management and Budget. The names of the MSA have been shortened for ease of reference.
- “Net Debt” is calculated as total long-term debt as presented on the face of the balance sheet; plus financing costs, net of accumulated amortization and unamortized convertible debt discount; less cash, restricted cash and cash equivalents.
- “Net Operating Income” or “NOI” is revenues from all income properties less operating expense, maintenance expense, real estate taxes and rent expense.
- “Total Enterprise Value” is calculated as the Company’s Total Common Shares Outstanding multiplied by the common stock price; plus the par value of the Series A perpetual preferred equity outstanding and Net Debt.

# Consolidated Statements of Operations



**CTO Realty Growth, Inc.**  
**Consolidated Statements of Operations**  
(Unaudited, in thousands, except share, per share and dividend data)

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Revenues				
Income Properties	\$ 28,528	\$ 25,183	\$ 79,029	\$ 70,373
Management Fee Income	1,124	1,094	3,360	3,294
Interest Income From Commercial Loans and Investments	1,615	1,114	4,407	2,965
Real Estate Operations	538	1,079	1,981	2,602
Total Revenues	31,805	28,470	88,777	79,234
Direct Cost of Revenues				
Income Properties	(7,797)	(7,060)	(22,630)	(20,883)
Real Estate Operations	(359)	(152)	(1,437)	(876)
Total Direct Cost of Revenues	(8,156)	(7,212)	(24,067)	(21,759)
General and Administrative Expenses	(4,075)	(3,439)	(11,750)	(10,493)
Provision for Impairment	(538)	(929)	(653)	(1,408)
Depreciation and Amortization	(13,221)	(11,669)	(35,701)	(32,814)
Total Operating Expenses	(25,990)	(23,249)	(72,171)	(66,474)
Gain (Loss) on Disposition of Assets	(855)	2,464	8,308	3,565
Other Gain (Loss)	(855)	2,464	8,308	3,565
Total Operating Income	4,960	7,685	24,914	16,325
Investment and Other Income (Loss)	7,031	1,184	5,201	(1,296)
Interest Expense	(5,632)	(6,318)	(16,765)	(16,161)
Income (Loss) Before Income Tax Benefit (Expense)	6,359	2,551	13,350	(1,132)
Income Tax Benefit (Expense)	(132)	135	(98)	(375)
Net Income (Loss) Attributable to the Company	6,227	2,686	13,252	(1,507)
Distributions to Preferred Stockholders	(1,878)	(1,195)	(4,936)	(3,585)
Net Income (Loss) Attributable to Common Stockholders	\$ 4,349	\$ 1,491	\$ 8,316	\$ (5,092)
Per Share Information				
Basic and Diluted Net Income (Loss) Attributable to Common Stockholders	\$ 0.17	\$ 0.07	\$ 0.35	\$ (0.23)
Weighted Average Number of Common Shares				
Basic	25,445,411	22,484,561	23,601,389	22,556,642
Diluted	25,521,749	22,484,561	23,625,369	22,556,642

# Non-GAAP Financial Measures



**CTO Realty Growth, Inc.**  
**Non-GAAP Financial Measures**  
(Unaudited, in thousands, except per share data)

	Three Months Ended		Nine Months Ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
Net Income (Loss) Attributable to the Company	\$ 6,227	\$ 2,686	\$ 13,252	\$ (1,507)
Add Back: Effect of Dilutive Interest Related to 2025 Convertible Senior Notes <sup>1</sup>	-	-	-	-
Net Income (Loss) Attributable to the Company, If-Converted	\$ 6,227	\$ 2,686	\$ 13,252	\$ (1,507)
Depreciation and Amortization of Real Estate	13,204	11,651	35,650	32,769
Loss (Gain) on Disposition of Assets, Net of Tax	855	(2,741)	(8,308)	(3,565)
Gain on Disposition of Other Assets	(181)	(926)	(550)	(1,739)
Provision for Impairment	538	929	653	1,408
Realized and Unrealized Loss (Gain) on Investment Securities	(6,244)	(429)	(2,868)	5,663
Extinguishment of Contingent Obligation	-	-	-	(2,300)
Funds from Operations	\$ 14,399	\$ 11,170	\$ 37,829	\$ 30,729
Distributions to Preferred Stockholders	(1,878)	(1,195)	(4,936)	(3,585)
Funds from Operations Attributable to Common Stockholders	\$ 12,521	\$ 9,975	\$ 32,893	\$ 27,144
Amortization of Intangibles to Lease Income	112	487	830	1,793
Less: Effect of Dilutive Interest Related to 2025 Notes <sup>1</sup>	-	-	-	-
Core Funds from Operations Attributable to Common Stockholders	\$ 12,633	\$ 10,462	\$ 33,723	\$ 28,937
Adjustments:				
Straight-Line Rent Adjustment	(473)	(790)	(1,512)	(919)
COVID-19 Rent Repayments	-	3	-	46
Other Depreciation and Amortization	(3)	24	(10)	(92)
Amortization of Loan Costs, Discount on Convertible Debt, and Capitalized Interest	235	199	752	636
Non-Cash Compensation	750	868	2,887	2,802
Adjusted Funds from Operations Attributable to Common Stockholders	\$ 13,142	\$ 10,766	\$ 35,840	\$ 31,410
FFO Attributable to Common Stockholders per Common Share – Diluted <sup>1</sup>	\$ 0.49	\$ 0.44	\$ 1.39	\$ 1.20
Core FFO Attributable to Common Stockholders per Common Share – Diluted <sup>1</sup>	\$ 0.50	\$ 0.47	\$ 1.43	\$ 1.28
AFFO Attributable to Common Stockholders per Common Share – Diluted <sup>1</sup>	\$ 0.51	\$ 0.48	\$ 1.52	\$ 1.39

1. For the three and nine months ended September 2024 and 2023, interest related to the 2025 Convertible Senior Notes was excluded from net income (loss) attributable to the Company to derive FFO, as the impact to net income (loss) attributable to common stockholders would be anti-dilutive. Further, the weighted average shares used to compute per share amounts for FFO Attributable to Common Stockholders per Common Share - Diluted, Core FFO Attributable to Common Stockholders per Common Share - Diluted, and AFFO Attributable to Common Stockholders per Common Share - Diluted do not reflect any dilution related to the ultimate settlement of the 2025 Convertible Senior Notes.

# Same-Property NOI



**CTO Realty Growth, Inc.**  
**Same-Property NOI Reconciliation**  
(Unaudited, in thousands)

	<u>Three Months Ended</u>		<u>Nine Months Ended</u>	
	<u>September 30, 2024</u>	<u>September 30, 2023</u>	<u>September 30, 2024</u>	<u>September 30, 2023</u>
Net Income (Loss) Attributable to the Company	\$ 6,227	\$ 2,686	\$ 13,252	\$ (1,507)
Loss (Gain) on Disposition of Assets, Net of Tax	855	(2,464)	(8,308)	(3,565)
Provision for Impairment	538	929	653	1,408
Depreciation and Amortization	13,221	11,669	35,701	32,814
Amortization of Intangibles to Lease Income	(112)	(487)	(830)	(1,793)
Straight-Line Rent Adjustment	473	790	1,512	919
COVID-19 Rent Repayments	-	(3)	-	(46)
Accretion of Tenant Contribution	13	38	39	114
Interest Expense	5,632	6,318	16,765	16,161
General and Administrative Expenses	4,075	3,439	11,750	10,493
Investment and Other Income (Loss)	(7,031)	(1,184)	(5,201)	1,296
Income Tax Benefit (Expense)	132	(135)	98	375
Real Estate Operations Revenues	(538)	(1,079)	(1,981)	(2,602)
Real Estate Operations Direct Cost of Revenues	359	152	1,437	876
Management Fee Income	(1,124)	(1,094)	(3,360)	(3,294)
Interest Income from Commercial Loans and Investments	(1,615)	(1,114)	(4,407)	(2,965)
Other Non-Recurring Items <sup>1</sup>	(699)	-	(1,252)	-
Less: Impact of Properties Not Owned for the Full Reporting Period	(3,568)	(2,657)	(11,214)	(6,256)
Same-Property NOI	<u>\$ 16,838</u>	<u>\$ 15,804</u>	<u>\$ 44,654</u>	<u>\$ 42,428</u>

1. Includes non-recurring items including termination fees, forfeitures of tenant security deposits, and certain adjustments to estimates related to recently acquired property CAM reconciliations.

# Net Debt to Pro Forma Adjusted EBITDA



**CTO Realty Growth, Inc.**  
**Reconciliation of Net Debt to Pro Forma Adjusted EBITDA**  
(Unaudited, in thousands)

		<b>Three Months Ended September 30, 2024</b>
Net Income Attributable to the Company	\$	6,227
Depreciation and Amortization of Real Estate		13,204
Loss on Disposition of Assets, Net of Tax		855
Gains on the Disposition of Other Assets		(181)
Provision for Impairment		538
Unrealized Gain on Investment Securities		(6,244)
Distributions to Preferred Stockholders		(1,878)
Straight-Line Rent Adjustment		(473)
Amortization of Intangibles to Lease Income		112
Other Depreciation and Amortization		(3)
Amortization of Loan Costs, Discount on Convertible Debt, and Capitalized Interest		235
Non-Cash Compensation		750
Other Non-Recurring Items <sup>1</sup>		(699)
Interest Expense, Net of Amortization of Loan Costs and Discount on Convertible Debt		5,396
Adjusted EBITDA	\$	<u>17,839</u>
Annualized Adjusted EBITDA	\$	71,356
Pro Forma Annualized Impact of Current Quarter Investments and Dispositions, Net <sup>2</sup>		9,901
Pro Forma Adjusted EBITDA	\$	<u>81,257</u>
Total Long-Term Debt		526,838
Financing Costs, Net of Accumulated Amortization		1,911
Unamortized Convertible Debt Discount		85
Cash and Cash Equivalents		(8,172)
Net Debt	\$	<u>520,662</u>
Net Debt to Pro Forma Adjusted EBITDA		<u>6.4x</u>

1. Includes non-recurring items including termination fees, forfeitures of tenant security deposits, and certain adjustments to estimates related to recently acquired property CAM reconciliations.

2. Reflects the pro forma annualized impact on Annualized EBITDA of the Company's investments and disposition activity during the three months ended September 30, 2024.

# Core FFO & AFFO Guidance Reconciliation



**CTO Realty Growth, Inc.**  
**Reconciliation of Net Income Attributable to the Company per Diluted Share to**  
**Core FFO & AFFO Guidance per Diluted Share**  
(Unaudited)

**Revised Outlook Range for 2024**

	<b>Low</b>	<b>High</b>
Net Income Attributable to the Company, per Common Share - Diluted	\$ 0.55	\$ 0.59
Depreciation and Amortization of Real Estate	1.94	1.94
Gain on Disposition of Assets, Net of Tax <sup>1</sup>	(0.33)	(0.33)
Gain on Disposition of Other Assets <sup>1</sup>	(0.02)	(0.02)
Provision for Impairment <sup>1</sup>	0.03	0.03
Realized and Unrealized Gain on Investment Securities <sup>1</sup>	(0.11)	(0.11)
Funds from Operations, per Common Share - Diluted	\$ 2.06	\$ 2.10
Distributions to Preferred Stockholders	(0.27)	(0.27)
Funds from Operations Attributable to Common Stockholders, per Common Share - Diluted	\$ 1.79	\$ 1.83
Amortization of Intangibles to Lease Income	0.04	0.04
Core Funds from Operations Attributable to Common Stockholders	\$ 1.83	\$ 1.87
Adjustments:		
Straight-Line Rent Adjustment	(0.07)	(0.07)
Amortization of Loan Costs, Discount on Convertible Debt, and Capitalized Interest	0.05	0.05
Non-Cash Compensation	0.15	0.15
Adjusted Funds From Operations Attributable to Common Stockholders, per Common Share - Diluted	\$ 1.96	\$ 2.00

1. Represents the actual adjustment for the nine months ended September 30, 2024. The Company's revised outlook excludes projections related to these measures.



REALTY GROWTH