

# INVESTOR PRESENTATION

*REITWorld November 2021*



## FORWARD-LOOKING STATEMENTS/ OTHER INFORMATION

# ARMADA HOFFLER

Armada Hoffler Properties ("AHH," the "Company," "we," or "us") has filed a registration statement (including a prospectus) with the Securities and Exchange Commission (the "SEC") with respect to which this communication relates. Before you invest, you should read the prospectus in that registration statement and the prospectus supplement, when available, for any potential offering and the other documents we have filed or will file with the SEC for more complete information about us or such offering. You may get these documents for free by visiting EDGAR on the SEC website at <http://www.sec.gov>. Alternatively, by contacting us at [InvestorRelations@ArmadaHoffler.com](mailto:InvestorRelations@ArmadaHoffler.com) or any underwriter or any dealer participating in any such offering, we or such underwriter or dealer will arrange to send you the prospectus and related prospectus supplement (when available) if you request it. This presentation has been prepared solely for informational purposes and does not constitute an offer to sell or the solicitation of an offer to buy securities, nor shall there be any sale of securities in any state or jurisdiction in which such offer, solicitation, or sale would be unlawful prior to registration or qualification under the securities laws of any such state or jurisdiction.

Certain matters within this presentation are discussed using forward-looking language as specified in the Private Securities Litigation Reform Act of 1995, and, as such, may involve known and unknown risks, uncertainties and other factors that may cause the actual results or performance to differ from those projected in the forward-looking statements. When used, the words "anticipate," "believe," "expect," "intend," "may," "might," "plan," "seeks," "estimate," "project," "should," "will," "result," and similar expressions, which do not relate solely to historical matters, are intended to identify forward-looking statements. The forward-looking statements include, but are not limited to, comments relating to the Company's development pipeline, the Company's construction and development businesses, including backlog, timing of deliveries and estimated costs, and expected financing activities. The Company's actual future results and trends may differ materially from expectations depending on a variety of factors discussed in the Company's filings with the SEC. These factors include, without limitation: (a) the impact of the coronavirus (COVID-19) pandemic on macroeconomic conditions and economic conditions in the markets in which the Company operates, including, among others: (i) disruptions in, or a lack of access to, the capital markets or disruptions in the Company's ability to borrow amounts subject to existing construction loan commitments; (ii) adverse impacts to the Company's tenants' and other third parties' businesses and financial condition that adversely affect the ability and willingness of the Company's tenants and other third parties to satisfy their rent and other obligations to the Company, including deferred rent; (iii) the ability and willingness of the Company's tenants to renew their leases with the Company upon expiration of the leases or to re-lease the Company's properties on the same or better terms in the event of nonrenewal or early termination of existing leases; and (iv) federal, state and local government initiatives to mitigate the impact of the COVID-19 pandemic, including additional restrictions on business activities, shelter-in-place orders and other restrictions, and the timing and amount of economic stimulus or other initiatives; (b) the Company's ability to continue construction on development and construction projects, in each case on the timeframes and on terms currently anticipated; (c) the Company's ability to accurately assess and predict the impact of the COVID-19 pandemic on its results of operations, financial condition, dividend policy, acquisition and disposition activities and growth opportunities; (d) the Company's ability to maintain compliance with the covenants under its existing debt agreements or to obtain modifications to such covenants from the applicable lenders; and (e) the information under the heading "Risk Factors" included in the Company's Annual Report on Form 10-K for the year ended December 31, 2020 and in other filings the Company makes from time to time with the SEC, including the Company's Quarterly Reports on Form 10-Q for the quarter ended September 30, 2021. The Company expressly disclaims any responsibility to update forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law.

All information within this presentation is as of September 30, 2021, unless otherwise noted.

### Use of Non-GAAP Financial Measures and other Definitions

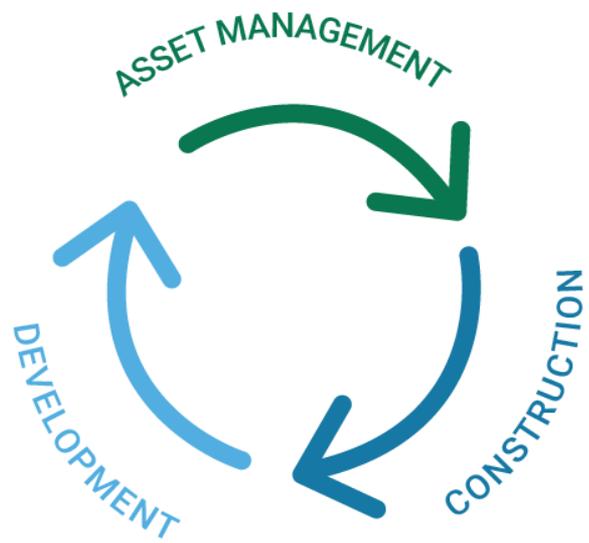
This presentation contains certain financial measures not calculated and presented in accordance with generally accepted accounting principles in the U.S. ("GAAP") and other terms that have particular definitions when used by us. The definitions and calculations of these non-GAAP financial measures and other terms may differ from those used by other real estate investment trusts and, accordingly, may not be comparable. Please refer to the definitions and calculations of these terms and reconciliations to the most directly comparable GAAP measures included later in this presentation.

# CORPORATE OVERVIEW

As of 9/30/21, unless otherwise noted

Founded in 1979 by Daniel Hoffler, Armada Hoffler is a vertically integrated, self-managed REIT based in Virginia Beach, VA with 40+ years of experience developing, acquiring and managing high-quality, institutional-grade properties.

~\$1.3B
EQUITY MARKET CAP <sup>(1)</sup>
~4.1M
RETAIL RSF
~1.6M
OFFICE RSF
2,344
MULTIFAMILY UNITS
615 <sup>(2)</sup>
STUDENT HOUSING BEDS
~96.4%
STABILIZED OCCUPANCY
~13%
MANAGEMENT / BOARD OWNERSHIP



58 High quality properties  
Mid-Atlantic & Southeast focus

General contracting & construction services across property types  
Large-scale and public-private partnerships

High occupancy  
Superior tenant quality  
Consistent cash flows

(1) As of 11/05/21  
(2) Excludes Johns Hopkins Village, classified as held for sale as of 9/30/21

As of 9/30/21, unless otherwise noted

## OFFICE      MULTIFAMILY      RETAIL

~1.3M RSF  
96.9% OCCUPIED

2,344 TRADITIONAL APARTMENTS  
97.4% OCCUPIED

~4.1M RSF  
95.2% OCCUPIED

615 STUDENT HOUSING BEDS<sup>(1)</sup>  
96.9% OCCUPIED

## DEVELOPMENT<sup>(2)</sup>

Wills Wharf  
328,000 sf  
70% leased by Transamerica,  
RBC, Morgan Stanley, and  
Canopy by Hilton

Gainesville Apartments – 223 units  
Chronicle Mill Apartments – 238 units  
Harrisonburg Apartments – 266 units

Southern Post  
137 apartments  
42,000 sf retail  
95,000 sf office

## JOINT-VENTURES<sup>(2)</sup>

OFF BALANCE SHEET

T. Rowe Price HQ  
450,000 sf office  
40,000 sf retail  
250 parking spaces

Parcel 4 Mixed Use  
310 MF apartments  
15,000 sf retail  
1,300 parking spaces

(1) Excludes Johns Hopkins Village, classified as held for sale as of 9/30/21

(2) All items are estimates and subject to change

# RECENT DEVELOPMENTS

INCREASED 2021 NFFO GUIDANCE FOR SECOND  
CONSECUTIVE QUARTER TO \$1.05-\$1.07

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INCREASED FOURTH QUARTER COMMON DIVIDEND, RESULTING  
IN A 54.5% CUMULATIVE INCREASE YEAR TO DATE

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96% STABILIZED PROPERTY OCCUPANCY

RETAIL 95.2%

OFFICE 96.9%

MULTIFAMILY 97.4%

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LEASED 320K SQUARE FEET IN 2021

as of 10/27/21

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SAME STORE INCREASED 10.5% GAAP, 8.7% Cash

MULTIFAMILY: 19.0% GAAP, 19.5% Cash

RETAIL: 15.3% GAAP, 9.5% Cash

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9% INCREASE IN MULTIFAMILY RENTAL RATES IN 3Q21

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ANNOUNCED THE COMENCEMENT OF CONSTRUCTION AT MIXED-USE  
DEVELOPMENT PROJECT, SOUTHERN POST IN ROSWELL, GEORGIA  
BY THE END OF 2021

Issued 11/2/2021

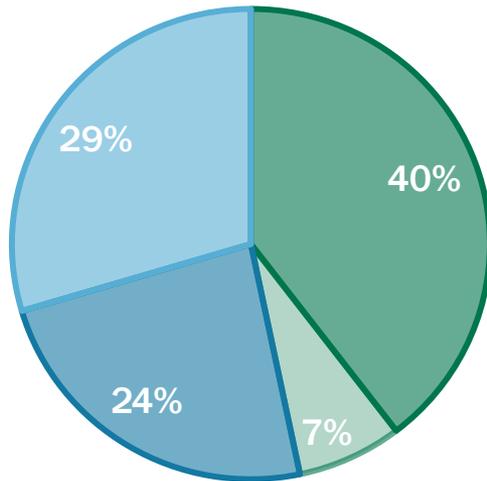
OUTLOOK	LOW	HIGH
TOTAL NOI	\$122.5M	\$123.4M
CONSTRUCTION SEGMENT GROSS PROFIT	\$3.6M	\$4.0M
G&A EXPENSES	\$14.8M	\$15.1M
MEZZANINE INTEREST INCOME	\$18.2M	\$18.6M
INTEREST EXPENSE <i>Includes the interest expense on finance leases</i>	\$33.6M	\$34.0M
NORMALIZED FFO PER DILUTED SHARE	\$1.05	\$1.07
PRIOR GUIDANCE NFFO PER SHARE	\$1.02	\$1.06

#### GUIDANCE ASSUMPTIONS

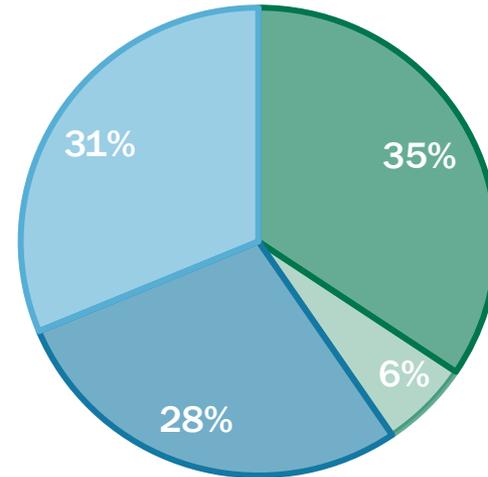
- Interest expense based on Forward LIBOR Curve, which forecasts rates ending the year at 0.10%
- Opportunistic sale of common stock through the ATM program, resulting in a full year weighted average share count of 82M
- Disposition of Johns Hopkins Village during the fourth quarter

# EVOLVING PORTFOLIO - GAAP NOI

3Q21<sup>(1)</sup>



FUTURE PORTFOLIO<sup>(1,2,3,4)</sup>



(1) Excludes company's rent elimination  
(2) Includes AHH portion of NOI from JV developments  
(3) Assumes announced development pipeline has stabilized  
(4) Excludes Johns Hopkins Village, classified as held for sale as of 9/30/21

# PORTFOLIO NOI GROWTH (1,2,3)



Greenside Apartments



Harbor Point

(1) Includes NOI from the two off balance sheet joint ventures.  
(2) Includes AHH rent elimination and NOI from AHH portion of unconsolidated joint ventures.  
(3) Excludes Johns Hopkins Village, classified as held for sale as of 9/30/21  
(4) Assumes announced pipeline is delivered/stabilized (see page 10 for schedule).

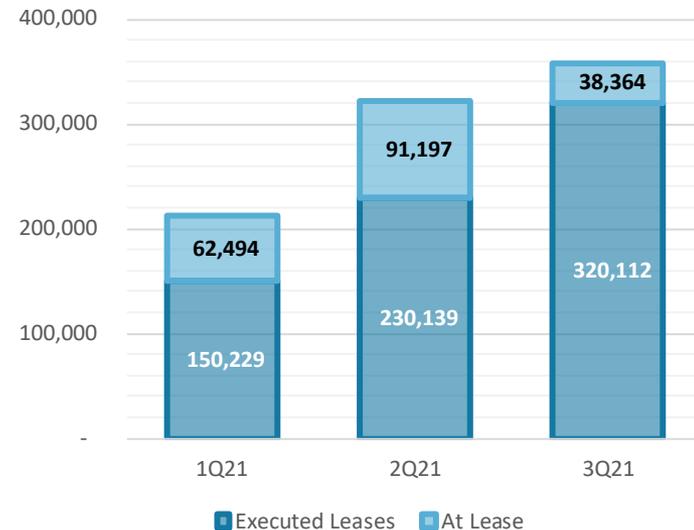
## 2021 LEASING OF VACANT SPACE

Tenant	Property	Square Footage
<b>Signed</b>		
Transamerica	Wills Wharf	34,585
Burlington	North Pointe	30,000
Morgan Stanley	Wills Wharf	34,602
Regency Furniture	Patterson Place	21,315
Other		199,610
<b>Total Signed</b>		<b>320,112</b>
<b>Total At Lease</b>		<b>38,364</b>
<b>Total</b>		<b>358,476</b>



- Executed Leases
- At Lease

## CUMULATIVE ACTIVITY



## DELIVERED (IN LEASE-UP)



**Wills Wharf**  
Harbor Point, Maryland  
328,000 RSF | \$120M cost

## DELIVERING 2022



**Gainesville Apartments**  
Gainesville, Georgia  
223 units | \$52M cost  
*Expected Q1 2022*



**Chronicle Mill**  
Belmont, North Carolina  
238 units/14,700 RSF  
\$55M cost  
*Expected Q3 2022*

## EXPECTED TO BE DELIVERED 2023+



**Harrisonburg Apartments**  
Harrisonburg, Virginia  
266 units | \$70M cost  
*Expected Q3 2023*



**Southern Post – Roswell**  
Roswell, Georgia  
137 units/137,000 RSF  
\$110M cost  
*Expected Q4 2023*



**T. Rowe Price HQ**  
Harbor Point, Maryland  
450,000 RSF | \$125M cost <sup>(1)</sup>  
*Expected Q1 2024*

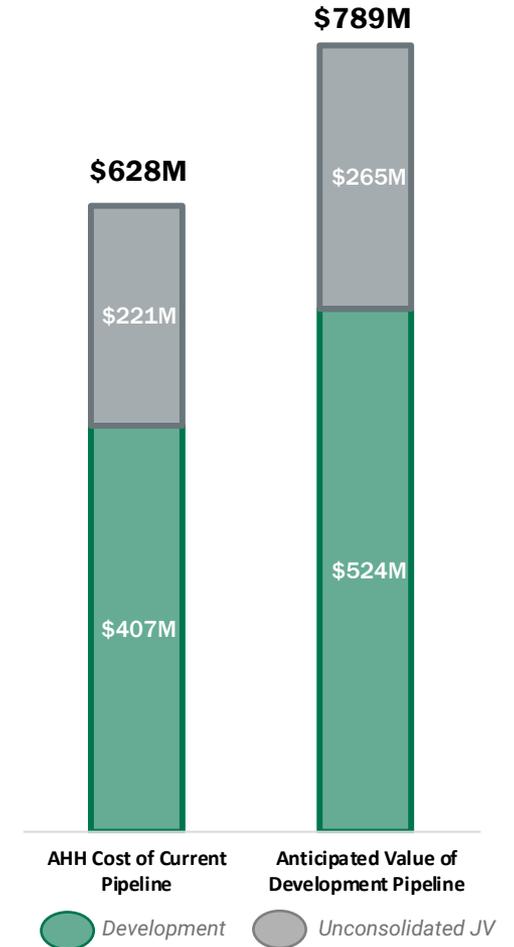


**4 Parcel Mixed-Use**  
Harbor Point, Maryland  
310 units / 1,300 Parking Spots  
\$96M cost <sup>(1)</sup>  
*Expected Q1 2024*

(1) Reflects AHH portion in venture cost.

# DEVELOPMENT VALUE CREATION

PROJECT <sup>(1)</sup>	PROPERTY TYPE	INITIAL OCCUPANCY	AHH OWNERSHIP	TOTAL COST
<b>DEVELOPMENT</b>				
Chronicle Mill Belmont, NC	Multifamily	3Q22	85% <sup>(2)</sup>	\$55M
Harrisonburg Apartments Harrisonburg, VA	Multifamily	3Q23	100%	\$70M
Gainesville Apartments Gainesville, GA	Multifamily	1Q22	95% <sup>(2)</sup>	\$52M
Southern Post Roswell, GA	Multifamily / Office / Retail	4Q23	100%	\$110M
<b>DELIVERED NOT STABILIZED</b>				
Wills Wharf Baltimore, MD	Office	2Q20	100%	\$120M
<b>UNCONSOLIDATED JOINT VENTURE (Estimated, Subject to Change)</b>				
T. Rowe Price Global HQ Baltimore, MD	Office	1Q24	50%	\$125M <sup>(3)</sup>
Parcel 4 Mixed-Use Baltimore, MD	Multifamily / Garage	1Q24	50%	\$96M <sup>(3)</sup>
Total				\$628M



(1) Represents estimates that may change as the development and redevelopment process proceeds.  
(2) Majority interest in joint venture with preferred return.  
(3) Reflects AHH portion of joint venture cost.

# HARBOR POINT BALTIMORE

AHH OWNED, JOINT VENTURE  
OR UNDER DEVELOPMENT

**~1 MILLION**  
SF MIXED-USE

**~600**  
MF UNITS

**~1,850**  
PARKING SPACES



ESTIMATED HARBOR POINT  
DEVELOPMENT UPON COMPLETION

**~3 MILLION**  
SF MIXED-USE

**~2,500**  
MF UNITS

**~3,300**  
PARKING SPACES

- 1 - Thames Street Wharf
- 2 - 1405 Point
- 3 - Wills Wharf
- 4 - T. Rowe Price Global HQ
- 5 - Parcel 4 Mixed Use
- 6 - Exelon Building

-  Owned 100% by AHH
-  JV with Beatty Development Group
-  Built by AHH (not owned)

ONE PARCEL REMAINING FOR FUTURE DEVELOPMENT

# HARBOR POINT: CONTINUED

UNCONSOLIDATED JOINT VENTURE - PREDEVELOPMENT: SUBJECT TO CHANGE

50%

Ownership in JVs with  
Beatty Development Group

Off Balance Sheet

Unconsolidated Joint Ventures

~\$60M

Estimated AHH  
Cash Equity

~10%

Expected Annual  
Cash Return<sup>(1)</sup>

## T. Rowe Price Global HQ Site

450,000 sf office

250 parking spaces

\$250M Estimated Cost

~\$4-5M Estimated Construction Fees



## Parcel 4 Mixed-Use

310 multifamily units

15,000 sf retail

1,300 parking spaces

\$192M Estimated Cost

~\$4M Estimated Construction Fees

(1) Does not include exit profit

# TOWN CENTER OF VIRGINIA BEACH



~500,000 RETAIL SF

~800,000 OFFICE SF

~760 MULTIFAMILY

4,000+ PARKING SPOTS

1999

2021



## Additional Development Opportunities



**1** Block 2 is a **1.3-acre** future site for development, currently used as a surface parking lot

**2** a **5-acre** retail center currently featuring Bed, Bath & Beyond with future redevelopment opportunities

**3** an **8-acre** retail center currently featuring Regal Cinemas with future redevelopment opportunities

### GREENBRIER SQUARE

*acquired 8/24/21*



*Chesapeake, VA*

*Tenants*

*Kroger, HomeGoods, Dick's Sporting Goods |  
Field & Stream, Five Below*

*Most Visited Kroger in Virginia*

*12,000 square feet of value-add opportunity*

### OVERLOOK VILLAGE

*acquired 7/28/21*

*Asheville, NC*

*Anchor Tenants*

*T.J. Maxx | HomeGoods, Ross, Five Below*

*Most Visited T.J. Maxx in North Carolina*

*Currently 100% leased*



# Development GAINESVILLE APARTMENTS

**\$52M** total development cost

**223** multifamily units

**95%** Ownership with a preferred return

Located an hour north of Atlanta, GA, Solis Gainesville will be a \$52 million multifamily development joint-venture with our partners, Terwilliger Pappas. This 223-unit development commenced construction during the third quarter of 2020 and is expected to begin delivery during the first quarter of 2022.



*Chronicle Mill is an historic textile mill that will be revitalized into a mixed-use project just steps from historic downtown Belmont, NC (Charlotte MSA). The project will encompass 238 apartment units and 14,700 square feet of commercial space and is expected to begin delivery during the third quarter of 2022.*

**\$55M**

*total development costs*

**85%**

*Ownership with a preferred return*

**238**

*apartment units*

**14,700**

*square feet of commercial space*



# Development

## WILLS WHARF

Harbor Point Baltimore, MD

Delivered in 2020

Notable Tenants

Transamerica, RBC, Morgan Stanley,  
and Canopy by Hilton

**\$120M** total estimated development cost

**~70%** leased

**100%** AHH ownership

**328,000** square feet of mixed-use hotel  
and class A office space



# Development SOUTHERN POST - ROSWELL



Roswell Town Center is a mixed-use project expected to total 137,000 square feet. The center will include 42,000 square feet of retail, 95,000 square feet of office, 137 multifamily units and construction is expected to start in the fourth quarter of 2021.

Location

**Roswell, GA**

Square Feet

**137,000**

AHH Ownership

**100%**

Estimated Cost

**\$110M**



# HARRISONBURG APARTMENTS



*Harrisonburg Apartments is a multifamily project located within the central business district of Harrisonburg, VA and adjacent to James Madison University. The Company negotiated redevelopment rights to the property in 2021 and construction is expected to start in the second quarter of 2022.*

**100%**

*AHH ownership*

**266**

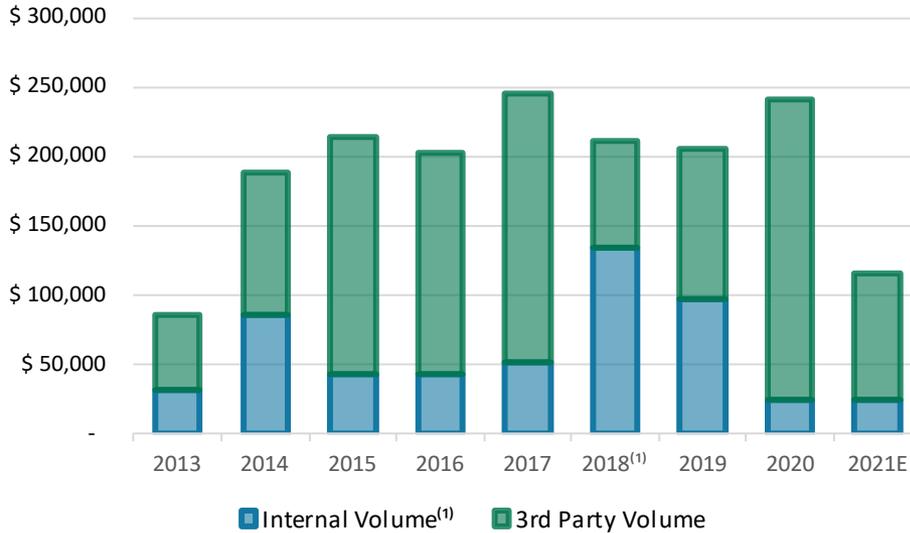
*apartment units*

**\$70M**

*total development cost  
estimated*

# GENERAL CONTRACTING

## VOLUME



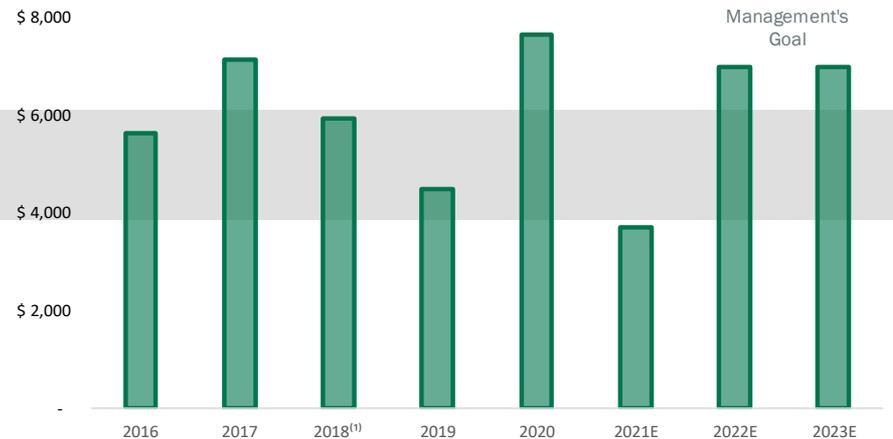
### 2021 Guidance Midpoint

**Construction Gross Profit \$3.8M**

### Third-Party Construction Backlog

**As of 9/30/21 \$107M**

## THIRD-PARTY GROSS PROFIT



**TYPICAL THIRD-PARTY CONSTRUCTION GROSS PROFIT \$4M-6M**

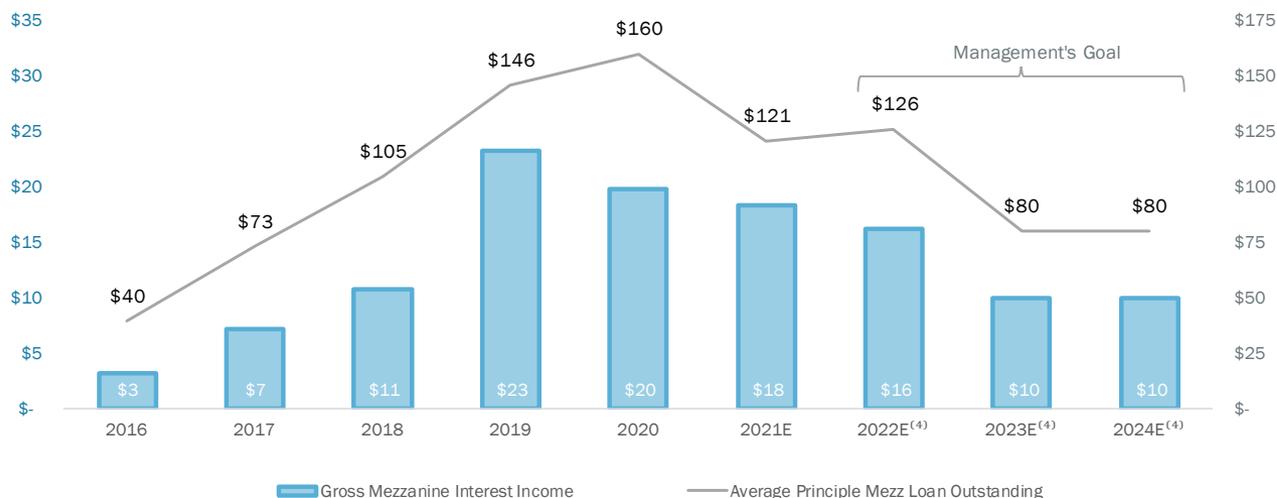
Management's Goal

(1) 2018 3<sup>rd</sup> party gross profit includes \$3.4M sale of build-to-suit distribution center.

# MEZZANINE FEE INCOME

PROJECT	PRODUCT	LOCATION	LOAN PRINCIPAL <sup>(1)</sup>	2021 ESTIMATED GROSS INTEREST INCOME
The Interlock	Mixed-Use	Atlanta, GA	\$68M	\$12M <sup>(3)</sup>
Solis Nexton <sup>(2)</sup>	Multifamily	Summerville, SC	\$23M	\$1M

## MEZZANINE PROGRAM SIZE



(1) Timing, investment, and income amounts are estimates and subject to change as the development process demands.

(2) 100% preferred equity, with economic terms and accounting consistent with a mezzanine loan. Operating agreement executed on 4/1/21.

(3) Includes Exit Fee

(4) Management's goal is \$8-10M of mezzanine interest income.

# THE INTERLOCK

*Interlock Commercial, a new mixed-use public-private partnership with Georgia Tech in West Midtown Atlanta, will offer 200,000 square feet of office space, and 100,000 square feet of retail space in the emerging West Midtown neighborhood of Atlanta. The Company will provide general contracting for the project as well as mezzanine financing for the office and retail portions of the project.*

**100,000**  
square feet of  
retail space

**200,000**  
square feet of  
office space

**1Q21**  
delivered

**81%**  
Leased or LOI

**\$180M** estimated development cost

**\$96M** construction contract with a 4% fee for Armada Hoffler Construction Company

**\$68M** mezzanine financing furnished by AHH, earning 15% interest income

