



# The Supermarket REIT

APRIL 2002



# Forward Looking Statements

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Certain matters discussed in this presentation constitute forward-looking statements within the meaning of the federal securities laws. Although Equity One believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that these expectations will be achieved. Factors that could cause actual results to differ materially from current expectations include changes in macro-economic conditions and the demand for retail space in Florida and Texas; the continuing financial success of Equity One's current and prospective tenants; Equity One's ability to successfully integrate the operations of CEFUS and UIRT into the Equity One organization and to realize economies of scale; continuing supply constraints in Equity One's current markets; and other risks, which are described in Equity One's Form 10-K/A, most recent Form 10-Q, the Prospectus and Prospectus Supplement, which are on file with the Securities and Exchange Commission, and which have been set forth in the securities filings regarding the recent transactions.

# Equity One Mission

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**Equity One seeks to become a  
dominant supermarket-anchored  
shopping center REIT  
in its target markets**

# Company Overview

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- Self-managed supermarket-anchored shopping center REIT
- 86 properties; 8.4 million square feet
- Focused on Florida & Texas markets
- Founded 1992
- Initial public offering in 1998; follow-on offering in 2002
- 33.5 million shares outstanding
- \$780 million total market capitalization
- 7.8% current dividend yield

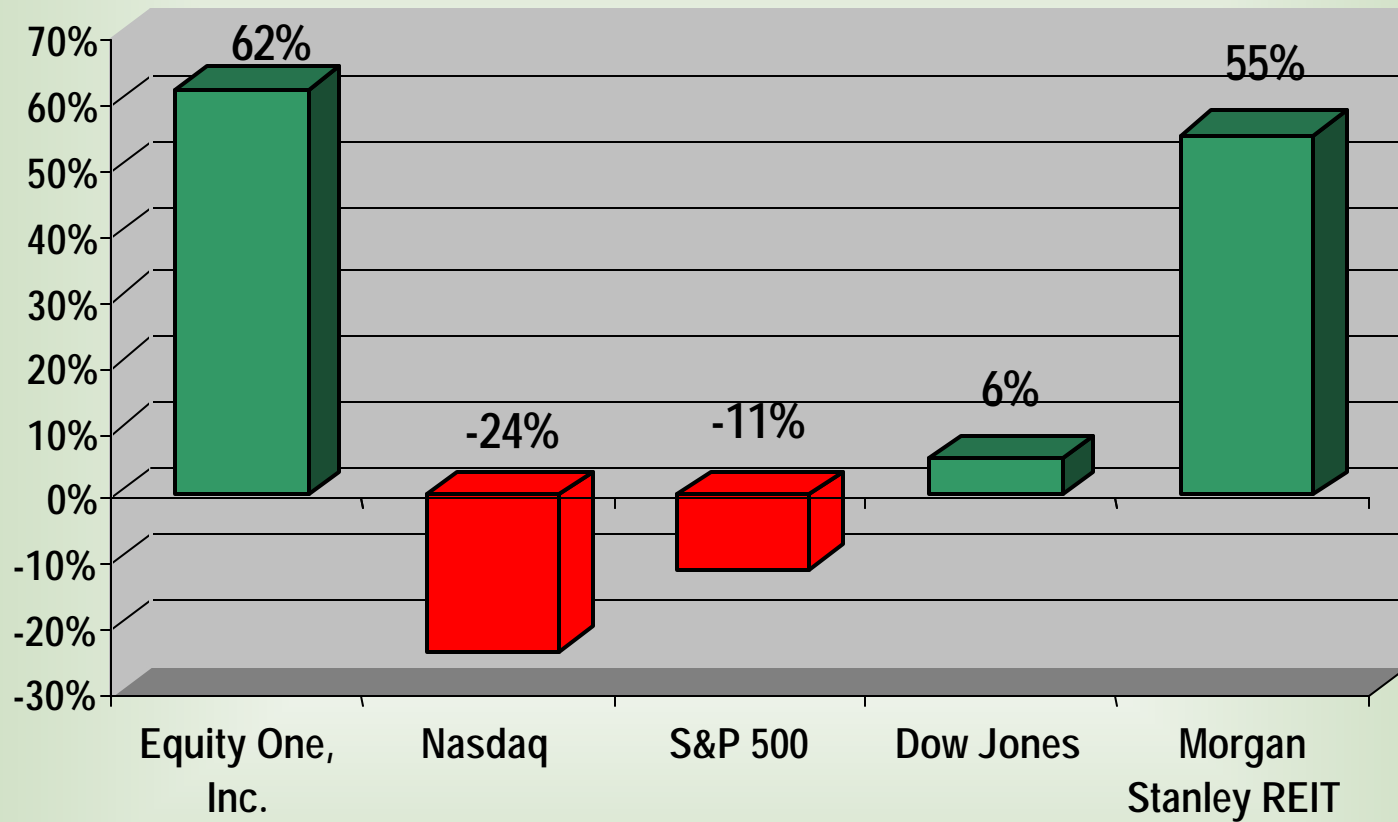
# Investment Highlights

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- **Desirable asset class** Supermarket-anchored shopping centers represent 70% of the Company's GLA
- **Excellent market demographics** Florida & Texas
- **Strong organization, systems** Decades of experience  
Fully-integrated operating platform
- **Proven growth capability** \$400 million of acquisitions at attractive cap rates in 2001
- **Embedded upside potential** Over 1 million square feet available to lease
- **Wall Street sponsorship** Will be covered by at least 3 research groups
- **Significant inside ownership** Management & affiliates own 65% of shares

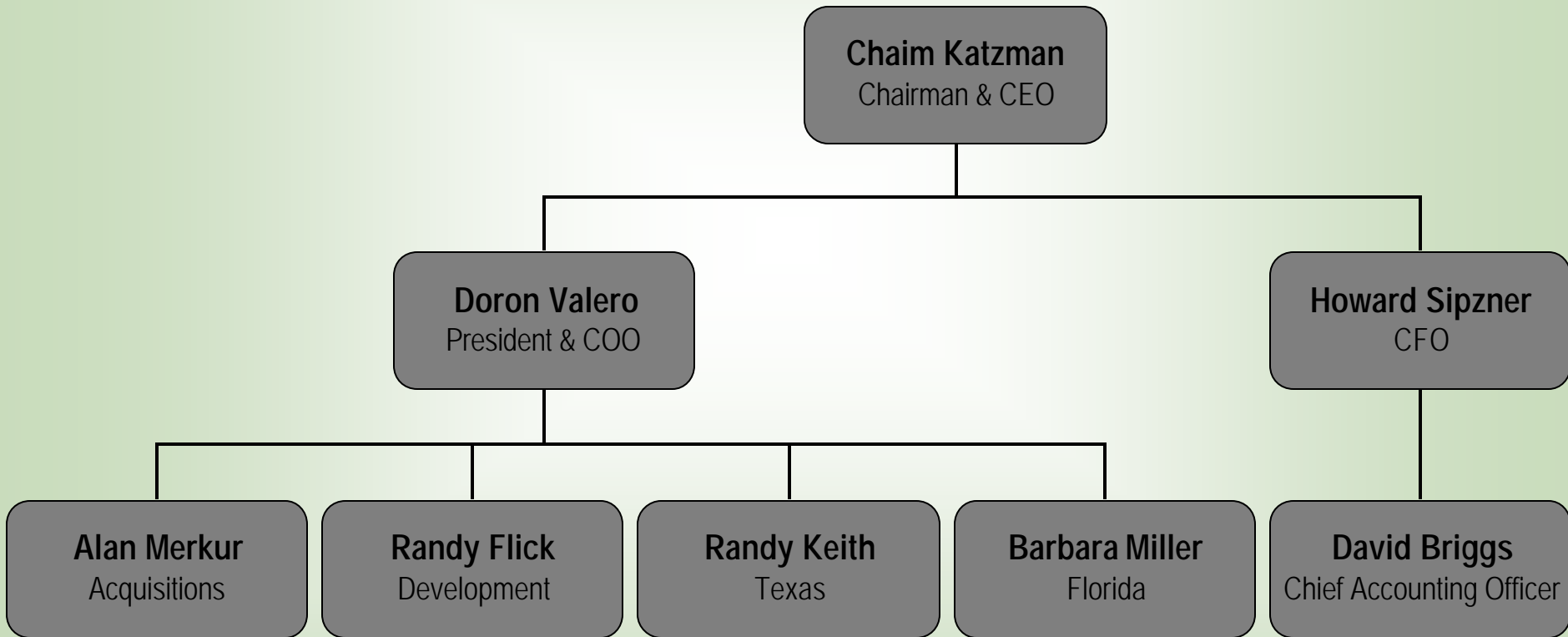
# Total Return

**EQY has outperformed the major indices over the past 3 years**

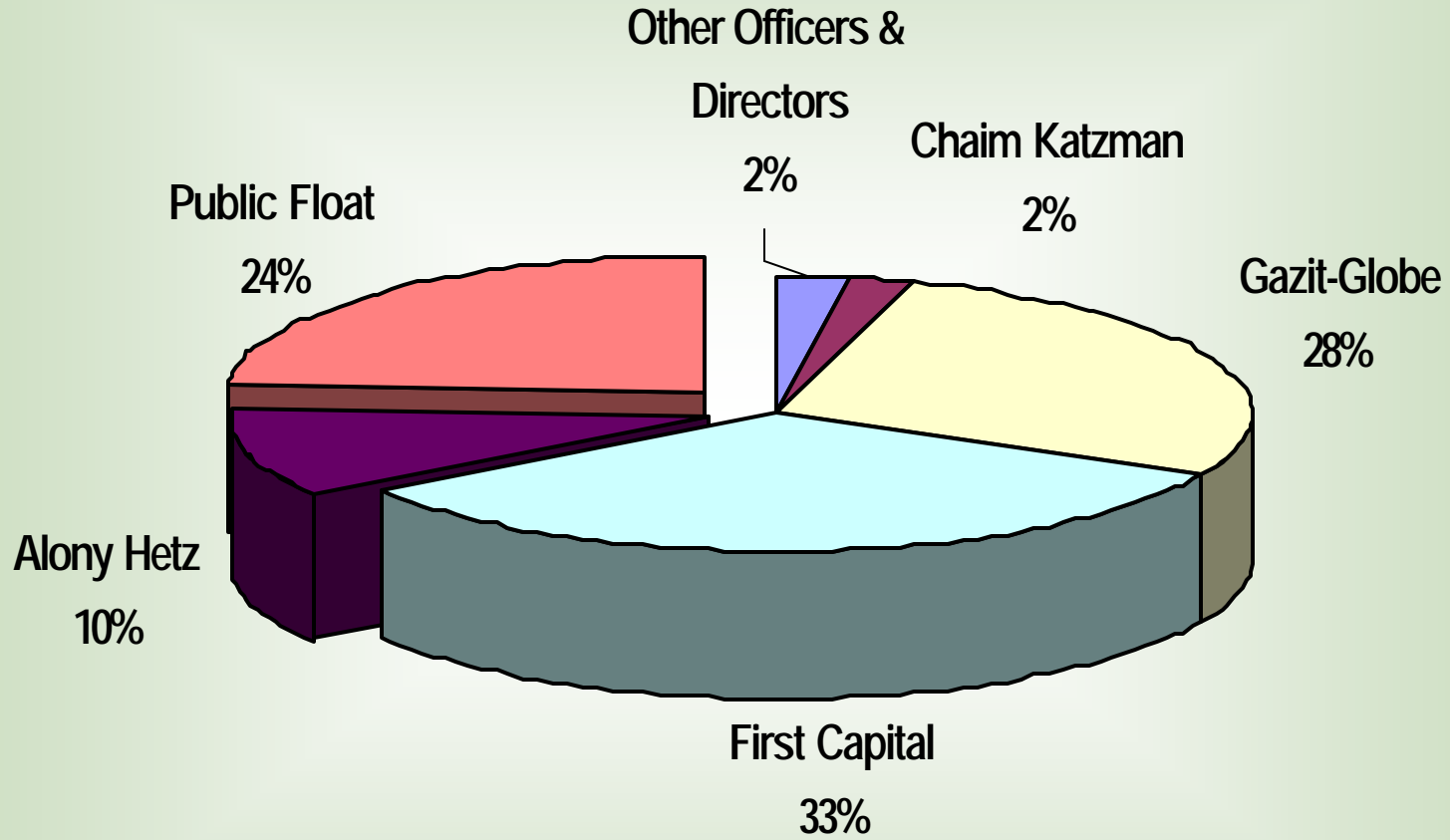


# Senior Management Team

- Average over 20 years real estate experience
- Management depth allows for continued expansion



# Equity One Ownership



**Management & its affiliates own 65% of the Company's stock**

# Board of Directors

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## OUTSIDE DIRECTORS:

### **Noam Ben-Ozer**

- Co-founder, Chairman & CEO of iPhrase Technologies, Inc.

### **Ronald S. Chase**

- President of RSN Development, Inc. & owner of CFATH 20

### **Robert L. Cooney**

- Partner of Cooney, Schroeder & Co.

### **Nathan Hetz**

- CEO & principal shareholder of Alony Hetz Properties & Investments Ltd.

### **Peter Linneman**

- Professor of Real Estate, Finance & Public Policy at Wharton School of Business

### **Dr. Shaiy Pilpel**

- President of Patten Model, Ltd.

## INSIDE DIRECTORS:

### **Chaim Katzman**

- Chairman and CEO of EQY

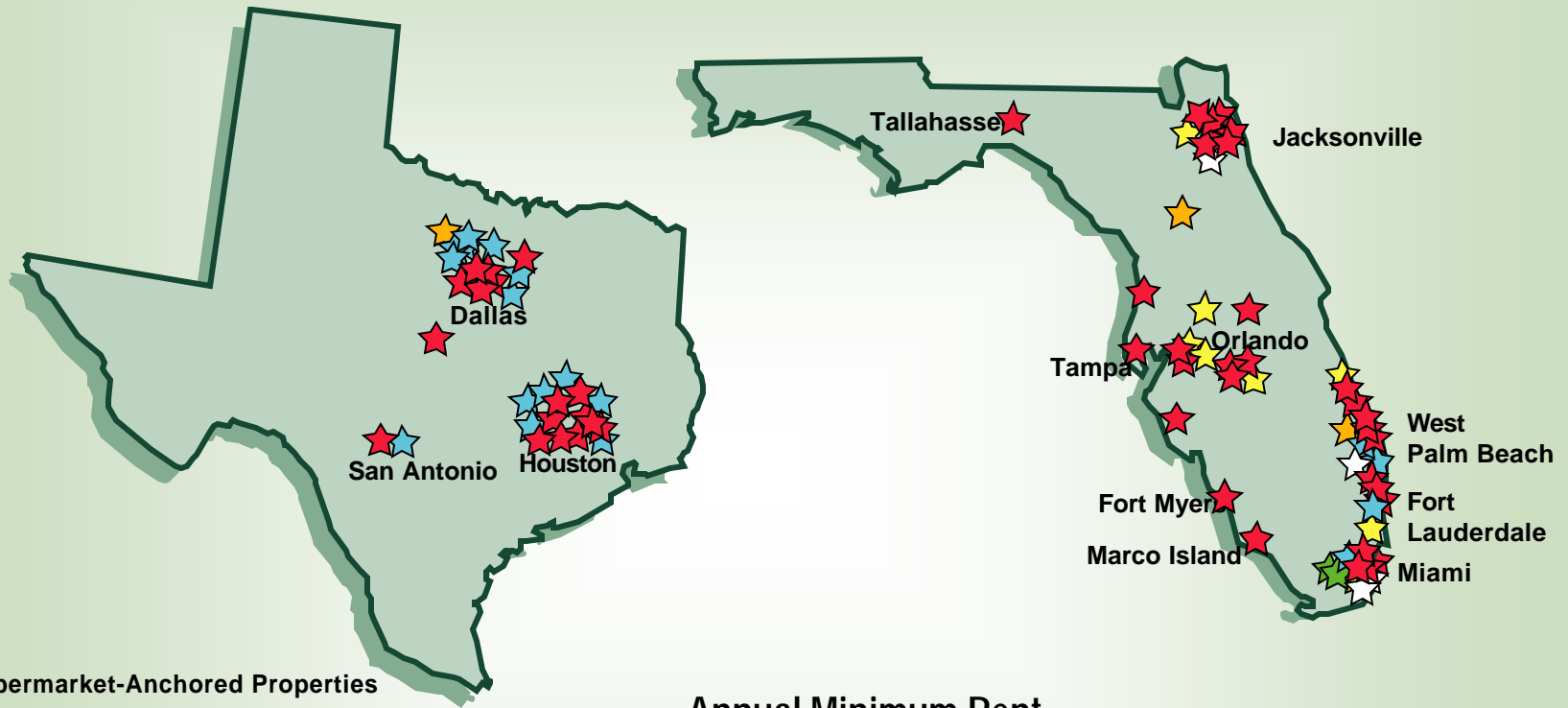
### **Doron Valero**

- President and COO of EQY

### **Dori Segal**

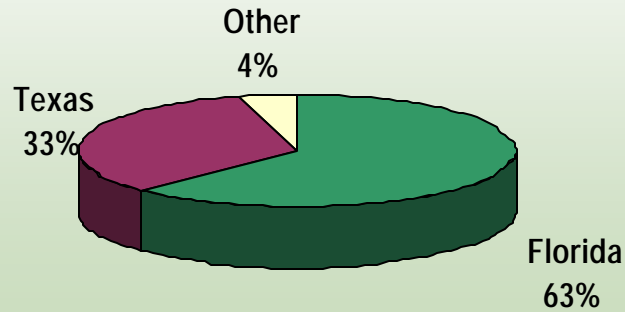
- President of First Capital Realty Inc.

# Portfolio Overview



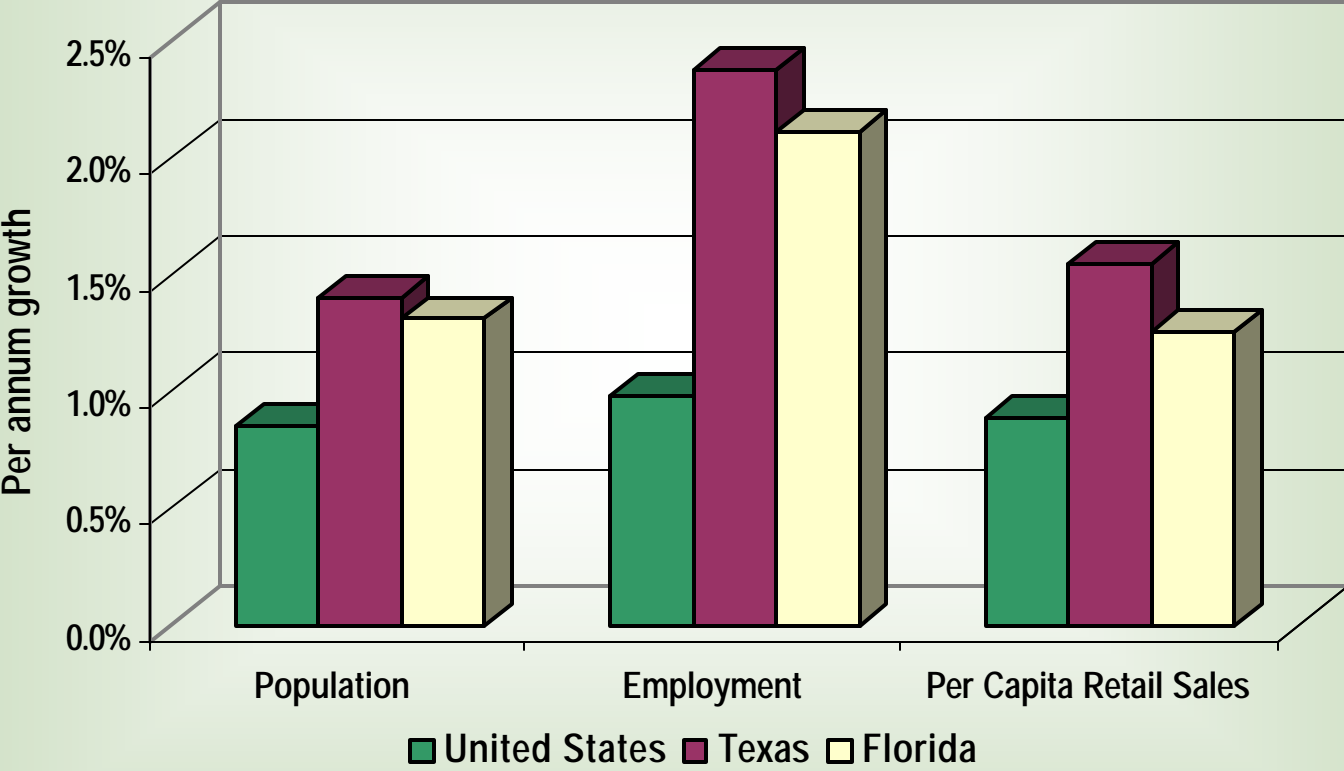
- ★ Supermarket-Anchored Properties
- ★ Drugstore-Anchored Properties
- ★ Other Retail Properties
- ★ Commercial Properties
- ★ Developments
- ★ Joint Ventures

Annual Minimum Rent



# High Growth Markets

Florida and Texas will outperform the national average through 2005



Source: US Census Bureau

# 70% of GLA in Supermarket-anchored Centers

- Necessity items & services
- “Recession-proof” & “internet-proof”
- Low tenant turnover
- Sustainable & growing cash flow from creditworthy tenants



# Broad Tenant Diversification

Tenant	Number of Leases	GLA (Square Feet)	Annualized Minimum Rent at 12/31/01	% of Aggregate Annualized Minimum Rent
Publix	16	647,634	\$4,004,304	5.5%
Winn-Dixie	11	503,931	3,191,701	4.4%
Randalls	4	199,223	1,431,823	2.0%
Kmart	3	257,768	1,268,768	1.7%
Eckerd	13	130,979	1,063,720	1.4%
Walgreens	10	154,996	1,031,839	1.4%
Blockbuster	11	63,116	989,016	1.4%
Albertsons	4	177,544	868,251	1.2%
Kash N' Karry	2	94,610	726,425	1.0%
Bed, Bath & Beyond	1	37,525	562,875	0.8%
<b>Subtotal/Average:</b>	<b>75</b>	<b>2,267,326</b>	<b>\$15,138,722</b>	<b>20.8%</b>
Remaining Tenants	1,540	5,119,832	57,554,054	79.2%
<b>Total/Average</b>	<b>1,615</b>	<b>7,387,158</b>	<b>\$72,692,776</b>	<b>100.0%</b>

# Effectively Integrated CEFUS and UIRT

	EQY	CEFUS & UIRT Acquisitions*	EQY at 12/31/01
<b>Number of Properties</b>			
Florida	33	16	49
Texas	-	32	32
Other	-	4	4
<b>Total</b>	<b>33</b>	<b>52</b>	<b>85</b>
<b>Square Footage (000s)</b>			
Florida	3,308	1,798	5,106
Texas	-	3,087	3,087
Other	-	444	444
<b>Total</b>	<b>3,308</b>	<b>5,329</b>	<b>8,637</b>
<b>Occupancy</b>	94.7%	80.4%	86.1%
<b>Top 10 Tenants % of AMR</b>	33.1%		20.8%

\* Includes acquisitions and dispositions made after the mergers of CEFUS and UIRT into EQY

# Internal Growth

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- **Lease rollovers**
- **Lease up of vacant space**
  - 6/30/01: 145,000 square feet
  - 12/31/01: 1,188,000 square feet
- **Redevelopment opportunities**
  - University Mall
  - Oakbrook Square
  - Copperfield Crossing
  - Plymouth Park
- **Intensive asset management**
  - On-site management at every property
  - Proactive preventive maintenance
  - Minimize receivables
  - In-house leasing
  - Available capital

# Internal Growth: Leasing Activity

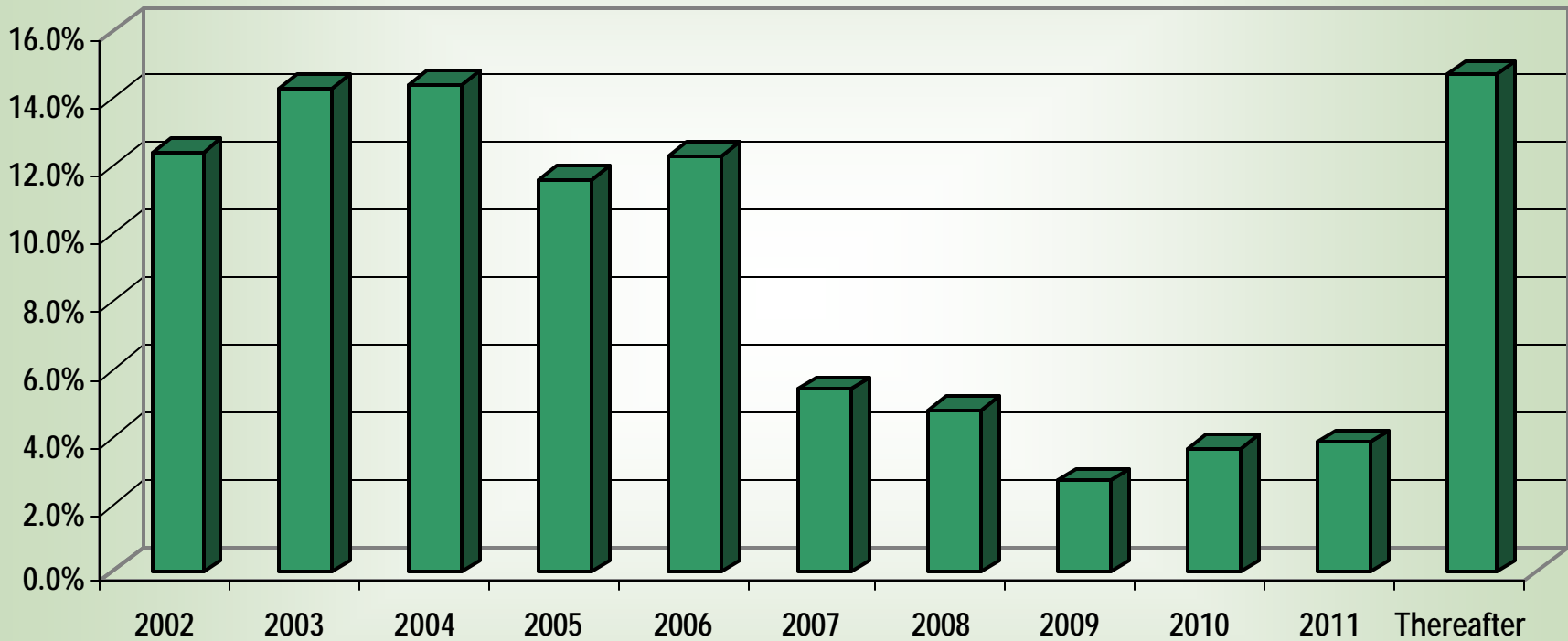
<b>LEASING ACTIVITY (Fourth Quarter 2001):</b>			
<b>Market</b>	<b>Leaseable Area</b>	<b>Rental Rate</b>	<b>Annual Rental Income</b>
<b>Florida</b>			
Gain	59,966	\$12.01	\$720,050
Lost	(36,762)	\$13.10	\$ (481,507)
Net	23,204		\$238,543
<b>Texas</b>			
Gain	44,649	\$13.55	\$605,114
Lost	(18,600)	\$8.44	\$ (157,000)
Net	26,049		\$448,114
<b>Total Net Gain</b>	<b>49,253</b>		<b>\$686,657</b>

# Internal Growth: Renewal Activity

<b>RENEWED LEASES (Fourth Quarter 2001):</b>				
<b>Market</b>	<b>Square Footage Renewed</b>	<b>Average Rent on In-Place Leases (Per sq. ft.)</b>	<b>Average Rent on Renewed Leases (Per sq. ft.)</b>	<b>Effective Increase</b>
Florida	51,063	\$11.90	\$12.34	3.7%
Texas, Ariz., Tenn.	75,711	\$9.72	\$10.22	5.2%

# Staggered Lease Expirations

Lease Expiration Schedule\*



\* Percentage of aggregate annualized minimum rent

# External Growth

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- **Tripled size in 2001 from \$225 million to \$780 million total market cap**
- **Acquisitions**
  - Properties
  - Portfolios
  - Companies
- **Development**
  - Plaza Alegre
  - Sky Lake
- **Recycle capital to increase supermarket anchor base**
  - \$40 million of dispositions from December 2000 to February 2002

# Plaza Alegre Development – Miami-Dade, Florida



- 84,000 sq. ft. plus two outparcels
- 44,000 sq. ft. Publix; 69% pre-leased
- 139,000 population (3-mile radius)
- \$62,000 average household income
- Construction to start April 2002, opening February 2003
- \$10 million project cost
- 11.5% projected unlevered yield on cost

# Pine Island/Ridge Plaza – Broward County, Florida

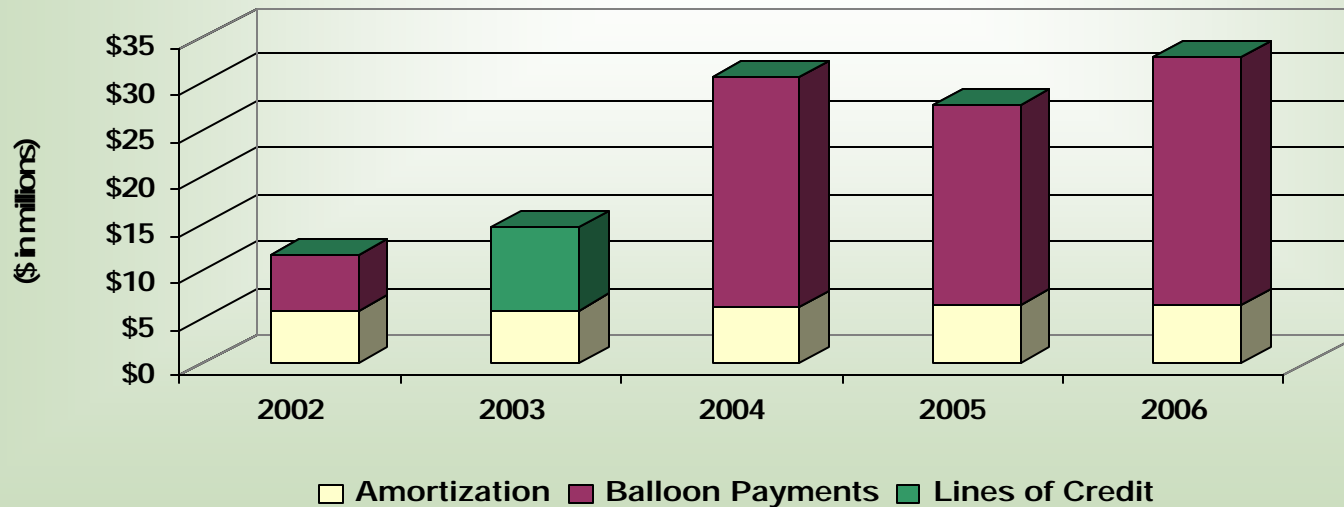


- 410,000 sq. ft. combined; 99% leased
- Publix, Home Depot Expo, AMC Theatre
- 109,000 population (3-mile radius)
- \$70,000 average household income
- Acquired August 1999 for \$32.5 million
- 10.0% initial unlevered yield on cost
- 11.6% current unlevered yield on cost
- Assumed 6.9%, \$26.2 million mortgage

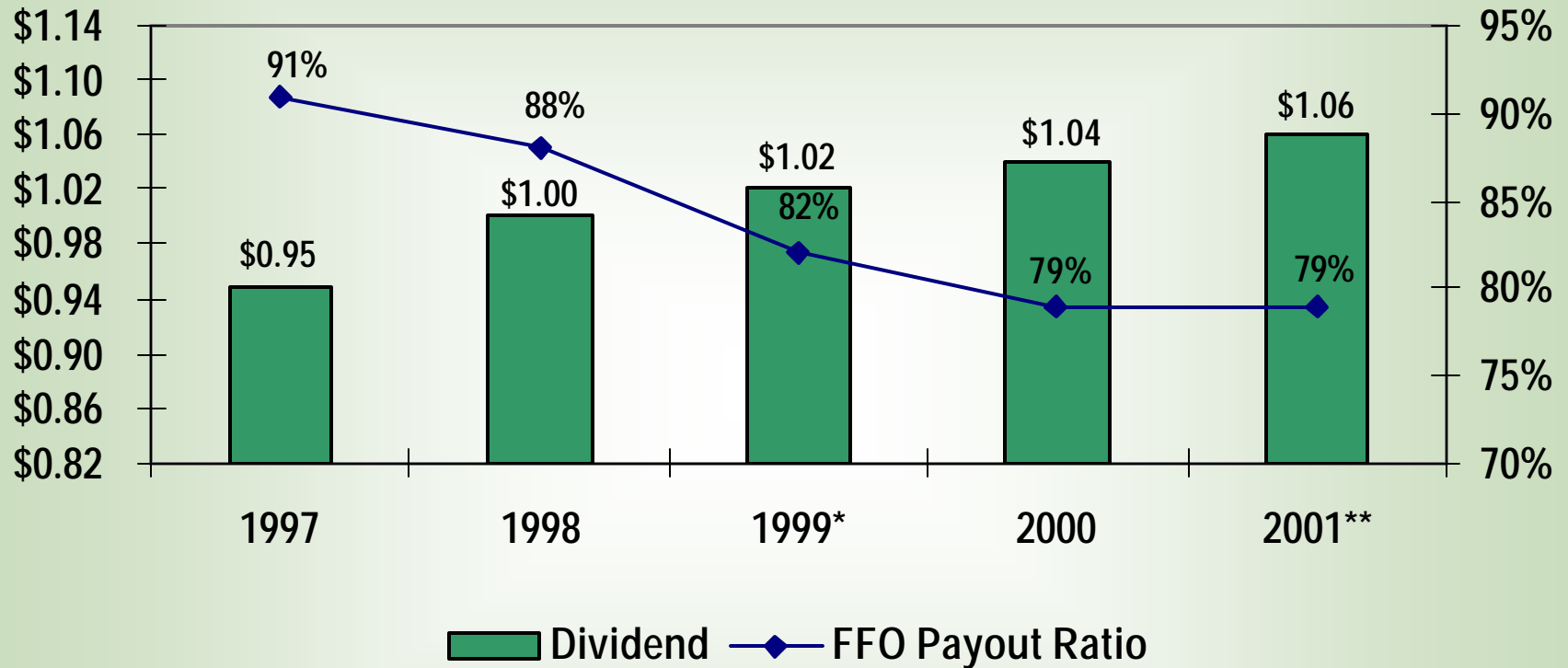
# Balance Sheet Flexibility

(\$ in millions)	<u>At 12/31/01</u>	<u>At 3/31/02</u>
Credit Facility Availability	\$51	\$70
Usage	\$27	\$9
Total Debt	\$372	\$325
Floating/Fixed Rate Debt	20%/80%	10%/90%
Debt to Total Market Cap.	48%	41%
EBITDA:Interest Coverage Ratio	2.7	2.7

Loan Maturity Schedule – Post Offering



# Increasing Dividend, Declining Payout Ratio



\* 1999 quarterly dividend increased from \$0.25 to \$0.26 in 3<sup>rd</sup> quarter

\*\* 2001 quarterly dividend increased from \$0.26 to \$0.27 in 3<sup>rd</sup> quarter

# Why Equity One?

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- Desirable asset class
- Excellent market demographics
- Strong organization, systems
- Proven growth capability
- Embedded upside potential
- Flexible balance sheet
- Wall Street sponsorship
- Attractive dividend yield