# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

### FORM 8-K

### CURRENT REPORT

Pursuant to Section 13 OR 15(d) of The Securities Exchange Act of 1934

Date of Report: March 1, 2024 (Date of earliest event reported)



(Exact Name of Registrant as Specified in its Charter)

1-12616 Commission file number 38-2730780 (I.R.S. Employer Identification No.)

(State of Incorporation)
27777 Franklin Rd. Suite 300, Sou

klin Rd. Suite 300, Southfield, (Address of Principal Executive Offices)

Maryland

Michigan

48034 (Zip Code)

(248) 208-2500 (Registrant's telephone number, including area code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously sat	isfy the filing obligation of the registrant under any of the f	following provisions:
$\hfill\Box$ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.4	425)	
$\hfill \square$ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a	ı-12)	
$\Box$ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange A	Act (17 CFR 240.14d-2(b))	
$\hfill\Box$ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange A	act (17 CFR 240.13e-4(c))	
s	ecurities registered pursuant to Section 12(b) of the Act:	:
Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock, \$0.01 par value	SUI	New York Stock Exchange
Indicate by check mark whether the Registrant is an emerging growth company as define chapter):	ed in Rule 405 of the Securities Act of 1933 (§230.405 of th	is chapter) or Rule 12b-2 of the Securities Exchange Act of 1934 (§240.12b-2 of this
☐ Emerging growth company		
If an emerging growth company, indicate by check mark if the Registrant has elected not the Exchange Act. $\Box$	to use the extended transition period for complying with an	ny new or revised financial accounting standards provided pursuant to Section 13(a) of

### Item 7.01 Regulation FD Disclosure

Attached as Exhibit 99.1 to, and incorporated by reference in, this report is an investor presentation of Sun Communities, Inc. that will be made available to investors beginning on March 1, 2024. The presentation also will be posted on Sun Communities, Inc.'s website, www.suninc.com/investor-relations, on March 1, 2024.

The information contained and incorporated by reference in this Item 7.01 on Current Report on Form 8-K, including Exhibit 99.1 attached hereto, is being furnished and shall not be deemed to be "filed" for purposes of the Securities Exchange Act of 1934, as amended.

This report contains various "forward-looking statements" within the meaning of the Securities Act of 1933, as amended (the "Exchange Act"), and the Company intends that such forward-looking statements will be subject to the safe harbors created thereby. For this purpose, any statements contained in this document that relate to expectations, beliefs, projections, future plans and strategies, trends or prospective events or developments and similar expressions concerning matters that are not historical facts are deemed to be forward-looking statements. Words such as "forecasts," "intende," "intende," "goal," "estimate," "expects," "expects," "expect," "expected," "projected," "projected," "projections," "plans," "predicts," "potential," "seeks," "anticipates," "anticipated," "should," "could," "may," "will," "designed to," "foreseeable future," "believe," "believes," "scheduled," "guidance," "target" and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these words. These forward-looking statements reflect the Company's current views with respect to future events and financial performance, but involve known and unknown risks and uncertainties, both general and specific to the matters discussed in this document, some of which are beyond the Company's control. These risks and uncertainties and other factors may cause the Company's actual results to be materially different from any future results expressed or implied by such forward-looking statements. In addition to the risks described under "Risk Factors" contained in the Company's Annual Report on Form 10-K for the year ended December 31, 2023, and in the Company's other filings with the Securities and Exchange Commission, from time to time, such risks, uncertainties and other factors include, but are not limited to:

- · Outbreaks of disease and related restrictions on business operations;
- · Changes in general economic conditions, including inflation, deflation, energy costs, the real estate industry and the markets within which the Company operates;
- Difficulties in the Company's ability to evaluate, finance, complete and integrate acquisitions, developments and expansions successfully;
- The Company's liquidity and refinancing demands;
- · The Company's ability to obtain or refinance maturing debt;
- · The Company's ability to maintain compliance with covenants contained in its debt facilities and its unsecured notes;
- · Availability of capital;
- · Changes in foreign currency exchange rates, including between the U.S. dollar and each of the Canadian dollar, Australian dollar and British pound sterling;
- · The Company's ability to maintain rental rates and occupancy levels;
- · The Company's ability to maintain effective internal control over financial reporting and disclosure controls and procedures;

- . The Company's remediation plan and its ability to remediate the material weakness in its internal control over financial reporting;
- · Expectations regarding the amount or frequency of impairment losses, including as a result of the write-down of intangible assets, including goodwill;
- Increases in interest rates and operating costs, including insurance premiums and real estate taxes;
- Risks related to natural disasters such as hurricanes, earthquakes, floods, droughts and wildfires;
- · General volatility of the capital markets and the market price of shares of the Company's capital stock;
- · The Company's ability to maintain its status as a REIT;
- · Changes in real estate and zoning laws and regulations;
- $\bullet \quad \text{Legislative or regulatory changes, including changes to laws governing the taxation of REITs;}\\$
- Litigation, judgments or settlements;
- · Competitive market forces;
- · The ability of purchasers of manufactured homes and boats to obtain financing; and
- The level of repossessions by manufactured home and boat lenders.

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statement was made. The Company undertakes no obligation to publicly update or revise any forward-looking statements included or incorporated by reference into this document, whether as a result of new information, future events, changes in the Company's expectations or otherwise, except as required by law.

Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, the Company cannot guarantee future results, levels of activity, performance or achievements. All written and oral forward-looking statements attributable to the Company or persons acting on the Company's behalf are qualified in their entirety by these cautionary statements.

Item 9.01

Financial Statements and Exhibits

(d) Exhibits.

Exhibit No.

Description

99.1 Investor Presentation

104 Cover Page Interactive Data File (embedded within the Inline XBRL document)

### SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this Report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: March 1, 2024

SUN COMMUNITIES, INC.
By: /s/ Fernando Castro-Caratini

Fernando Castro-Caratini, Executive Vice President, Chief Financial Officer, Secretary and Treasurer



### Cautionary Statement Regarding Forward-looking Statements

This presentation has been prepared for informational purposes only from information supplied by Sun Communities, Inc., referred to herein as "we," "our," "Sun," and "the Company," and from third-party sou has not been independently verified. Sun makes no representation or warranty, expressed or implied, as to the accuracy or completeness of such information.

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  Availability of capital;

  Outbreaks of disease and related restrictions on business operations;

  Changes in foreign currency exchange rates, including between the U.S. dollar and each of the Canadian dollar, Australian dollar and British pound sterling:

  The Company's ability to maintain effective internal control over financial reporting and disclosure controls and procedures;

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  Changes in real estate and zoning leaves and regulations;

  Legislative or regulatory changes, including costs associated with prosecuting or defending claims and any adverse outcomes;

  Competitive market forces;

Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statement was made. The Company undertakes no obligation to publicly update or revise any forward-looking statements included in this presentation, whether as a result of new information, future events, changes in the Company's expectations or otherwise, except as required by law. Although the Company believes that the expectations reflected in the forward-looking statements are reasonable, the Company cannot guarantee future results, levels of activity, performance or achievements. All written and oral forward-looking statements attributable to the Company or persons acting on the Company's behalf are qualified in their entirety by these caucinous ylatements.

### CAUTIONARY STATEMENT REGARDING GUIDANCE

CHO INVINCENT OF INTERIOR TRESONATION CONTINUED.

This presentation includes critian estimates and assumptions includes in the Company's famousis, earnings and operational guidance, as yearnested in its earnings years enterined an assumption of the company's famousis and in the company's assessment of economic and market conditions and the Company's assessment of economic and market conditions and the Company's assessment of economic and market conditions and the Company's assessment of economic and market conditions and the Company's assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions as of the date guidance was assisted and are subject to the other unified confidence and assumptions are confidence and assumptions as of the date guidance and assumptions are confidence and assumptions are confidence and assumption assumptions are confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and assumptions are confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and assumption as a subject to the other unified confidence and ass



# Sun Communities - Company Key Topics

Leading Owner / Operator of Manufactured Housing ("MH") & Recreational Vehicle ("RV") Communities and Marinas

**Resilient Real Property Operations Drive Growth** 

Compelling Supply-Demand Fundamentals & Best-in-Class Assets Drive Strong Performance Throughout Economic Cycles

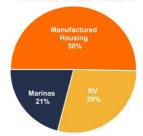
Track Record of Growth

**Investment Grade Balance Sheet** 

**Robust ESG Initiatives** 



Rental Revenue Breakdown

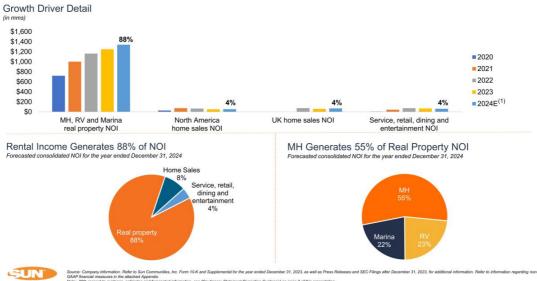




Source: Company information. Refer to Sun Communities, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for additional information. Refer to

## Resilient Real Property Operations Drive Growth

NOI from real property operations is largest contributor to results



### Leading Owner / Operator of MH, RV and Marinas

■ With ~178,800 MH and RV operational sites and ~48,000 wet slips and dry storage spaces, Sun is the largest publicly traded operator of MH, RV and Marinas(1)

- Largest publicly traded owner / operator of MH communities in North America:
   296 MH Communities
   100K sites
- 2nd largest owner / operator in the UK:
   55 holiday parks
   18K MH sites
   3K transient sites
- Total 351 MH communities
   118K sites, 95.5% occupied
- 8K sites for expansion and development



- 179 best-in-class RV communities with 58K sites located in highly desirable destinations
- 32K annual sites in North America
- 25K transient RV sites in North America, 50% of which are candidates for conversion to annual leases
- 10K sites for expansion and greenfield development



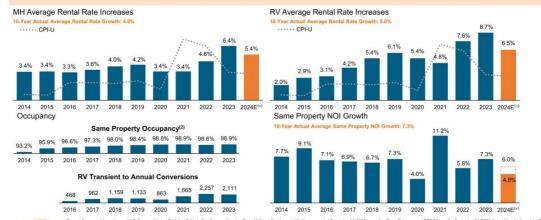
### Marina

- Largest and most diversified owner and operator of Marinas in the U.S., with 135 Marinas
- · 48K wet slips and dry storage spaces
- 81% of Marinas are in coastal markets<sup>(2)</sup>
- Over 48K members in our network
- ~89% of Marinas have a waitlist



### Robust Fundamentals Continue to Drive Performance

- 7.3% same property NOI growth in 2023; expect 4.8% 6.0% in 2024 to be driven by rental rate increases and occupancy gains
- Consistent annual rental rate increases exceed expected inflationary cost pressures
   Expected average rental rate increases: North America MH 5.4%, UK 7.1%, Annual RV 6.5%, Marina 5.6%
- Occupancy gains, including strategic focus on converting transient guests into annual residents, increase our stream of stable revenue and improves operational efficiencies
   Since the start of 2020, we have converted ~6,900 transient sites to annual through December 31, 2023, and we intend to continue driving conversions



Source: Company information and U.S. Bureau of Labor Statistics. Refer to Sun Communities, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for act to information regarding one-GAAP francial measures in the attached Apparatic.

New: With respect to gustance, estimation, see "Causinomy. Statement Regarding Guidence" on page 2 of this presentation.

1) Preliminary 2024 resist are encreases. CP4-11 Percenting principal and internal princip

## Strong NOI Growth and Progress Toward Simplifying the Company

- Reported Core FFO per Share of \$1.34 and \$7.10 for the quarter and year ended December 31, 2023, respectively
- Same Property NOI increased by 9.6% for the fourth quarter of 2023 and 7.3% for the full 2023 year compared to 2022
- ~2,100 annual conversions across our MH and RV communities in North America in 2023, accounting for  $\sim\!65\%$  of the total 3,268 revenue producing site gains for the year
- Balance Sheet: Net debt / TTM recurring EBITDA of 6.1x and 16.4% floating rate debt for the year ended December 31, 2023
  - Proforma 10% floating rate debt following January 11, 2024, investment grade bond offering
  - Expect to de-lever organically through growth, asset sales and free cash flow
- During 4Q, simplified ownership of several assets (Sun NG transaction) and recycled capital from  $\sim 150 \, \mathrm{mm}$  investments no longer deemed to be strategic
  - Subsequent to quarter end, disposed of 2 MH properties in Florida and Arizona for ~\$53mm
- Established 2024 Guidance: expecting total same property NOI growth of 4.8% 6.0% and Core FFO per Share of \$7.04 - \$7.24



Source: Company information. Refer to Sun Communities, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press F after December 31, 2023, for additional information. Refer to information regarding non-GAAP francisis measures in the databated Appendix. Note: With respect to quidence, estimates and forecasted information, see "Customy Substanent Repairing Guidance" on page 2 of this presentation.



# 2024 Guidance

Same Property – Expected NOI	FY 2023 (millions)	FY 2024E Change	UK H
MH NOI (292 properties)	\$609.9	6.0% - 7.0%	UKI
RV NOI (165 properties)	\$291.7	2.1% - 3.5%	FFC
Marina NOI (127 properties)	\$252.7	6.1% - 7.5%	
Total North America Same Property NOI (584 properties)	\$1,154.4	5.0% - 6.2%	011
UK Same Property NOI (53 properties)	\$69.8	1.3% - 3.3%	Other
Total Same Property NOI (637 properties)	\$1,224.1	4.8% - 6.0%	Incre
Consolidated Portfolio	FY 2023 (millions)	FY 2024E Change / Range	Seas
Revenues from real property	\$2,059.8	7.1% - 7.6%	Nort
Total property operating expenses	\$810.4	8.1% - 8.4%	
Total Real Property NOI	\$1,249.4	6.3% - 7.3%	
Service, retail, dining and entertainment NOI	\$68.5	\$58.4 - \$63.2	
Interest income	\$45.4	\$17.6 - \$18.6	Tota
Brokerage commissions and other, net	\$60.6	\$44.8 - \$47.2	UK
FFO contribution from North American home sales	\$17.0	\$14.4 - \$15.9	Hon
Income from nonconsolidated affiliates	\$16.0	\$13.7 - \$14.7	N
General and administrative expenses	\$272.1	\$262.2 - \$267.4	
Interest expense	\$325.8	\$356.3 - \$362.7	Tota
Current tax expense	\$14.5	\$14.6 - \$16.8	
ore FFO		FY 2024E Range	Con
First Quarter 2024, Core FFO per Share		\$1.14 - \$1.19	Con
Full year 2024, Core FFO per Share		\$7.04 - \$7.24	Core

UK Home Sales Volume		FY 2023		FY 2024E Range
UK home sales volume	2,857		2,650 - 2,850	
FFO contribution from UK home sales (\$ in mil	\$59.2		\$62.3 - \$69.9	
Other Guidance Assumptions				FY 2024E Range
Increase in revenue producing sites (North Am	erica)			2,450 - 2,750
Seasonality	1Q24	2Q24	3Q24	4Q24
North America Same Property NOI	704-2			
мн	25%	25%	25%	25%
RV	16%	26%	41%	17%
Marina	18%	27%	31%	24%
Total North America Same Property NOI	21%	25%	30%	24%
UK Same Property NOI	13%	26%	41%	20%
Home Sales FFO				
North America	24%	32%	26%	18%
UK	18%	30%	33%	19%
Total Home Sales	19%	30%	32%	19%
Consolidated Service, Retail, Dining and Entertainment NOI	3%	36%	47%	14%
Consolidated EBITDA	19%	26%	33%	22%
Core FFO per Share	16%	27%	36%	21%



Source Company information. Refer to Sun Communities, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for additional information. Refer to infl GAPP francial insessores in the attached Agencies.

On Proceedings of the International Communities and Forecasted information, see "Cautionary Statement Regarding Guidances" on page 2 of this presentation.

# Compelling Supply-Demand Fundamentals



### Manufactured Housing (MH)

### North America

Virtually no new supply has been added for years



- Sun MH Communities provide 25% more space than multi-family and single-family rentals at ~50% less cost per square foot (see slide 20)
- 51K+ applications to live in a Sun community in 2023
- Average resident tenure of ~15 years<sup>(1)</sup> generates steady, growing rental revenue, then home generally sells in place
   Annual home move-outs in Sun's MH communities average 0.4%<sup>(1)</sup>
   Low turnover driven by a \$6k \$10k average cost for a resident to move a home
- North America MH portfolio 96.6% occupied at December 31, 2023
   96.2% average occupancy for the five years ended December 31, 2023

### UK

- Irreplaceable coastal 'destination' locations that are short drives from London and other urban locations
- Numerous barriers to entry including strict regulations and scarcity of land
- UK holiday community market is highly fragmented



- Brexit and other macroeconomic structural factors create demand for domestic vacationing throughout UK
- Majority of Sun's holiday parks are owner-occupied on 20+ year licenses subject to annual rent increases
- Average resident tenure 7 8 years
   Strong resident retention YTD in 2023 led to increased real property NOI guidance for UK operations



Source: Company information, Wall Street Research and Zillow. Refer to Sun Communities, Inc. Form 10-K as to information repairing non-GAAP financial measures in the attacked Appendix.

1) MM sites in North America only (January 2021 — December 2023).

# Compelling Supply-Demand Fundamentals



## Manufactured Housing (MH) - North America

Residents Moved into MH Communities in Record Numbers

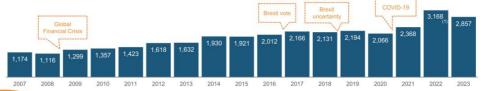






### Manufactured Housing (MH) - UK

Resilient Through Economic Uncertainty Holiday Home Sales (number of units)



Source: Company information and U.S. Burnau of Labor Statistics, Refer to Sun Communities, Inc. Form 10-K and Suspiemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for ad Refer to information responsing non-GAAP financial resources in the utilized Appendix.

1) includes pre-equalation from easiles volume from the original Park Includes profition acquired on April 8, 2022, and other subsequent acquisitions, as well as frome sales at Sandy Bay.

# UK Business Model Building Blocks

### Real Property NOI

- Strong historical and expected income growth
   10-year same property average rental rate increase of 5.2%
   Expecting 7.1% rental rate increase in 2024
- Average resident tenure: 7-8 years
- Occupancy: 89.5% as of December 31, 2023
- Strategic goal of increasing real property NOI contribution relative to home sales

### Home Sales NOI





- Upgrade campaigns with existing residents allow for home sales without using incremental sites
- Expansion of select communities creates new vacancy, which generates home sales and additional site fees
- Transient-to-annual conversions of hire fleet (rental homes) depending on demand

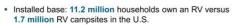


# Compelling Supply-Demand Fundamentals



### Continued Demand for Affordable Vacationing Despite Declining RV Sales





- From 2008-2012, RV revenue for a portfolio of independent, single park operators grew at a 4.4%<sup>(2)</sup> CAGR
- ~122K new guests visited a Sun RV community in 2023
- RVs stay in Sun's communities for ~7 years on average<sup>(3)</sup>

### Annual Active Camping Households



- Over 6 million new camping households in 2022 vs. an average of 2 million per year 2015-2019
- 64% of campers camped more or replaced other types of trips with camping in 2022
- Sun's RV communities offer affordable vacations where the average trip is  $\mbox{\ensuremath{\textbf{2-3}}}$  hours from a customer's home address
- 11% of RV campers rented from a private owner using a peer-to-peer listing service in 2022



ntal for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for additional information. Refer to info

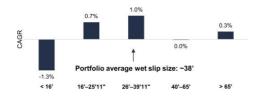
# Compelling Supply-Demand Fundamentals



### Marinas

- Existing base of ~12 million registered boats within the U.S. and an estimated supply of 900K 1 million leasable wet slips and dry storage racks
- Shrinking supply of Marinas due to redevelopment of waterfront properties
- Pre-owned boat sales under 30' grew by ~17% from 2012-2021 whereas sales for boats over 30' increased ~52%
- 49% of Marinas within our portfolio offer service, which increases membership tenure on average by 20% compared to non-service properties

# Boat Registrations by Length



- As boats become longer and wider, many marinas cannot keep up with increasing vessel size
- Recent example of wet slip reconfiguration at Safe Harbor Burnt Store in Punta Gorda, Florida demonstrates higher rate achievement:



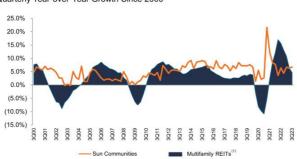


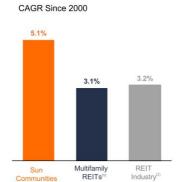
Source: Company information, NMMA and U.S. Census Bureau. Refer to Sun Commun Refer to information regarding non-GAAP financial measures in the attached Appendix.

### Sun's Track Record of Growth

- Resilient demand, high barriers to entry, and Sun's investment and operational platform have resulted in consistent, and cycle tested organic cash flow growth
- For more than 20 years, every individual year or rolling 4-quarter period, Sun has recorded positive same property NOI growth
- Over the same period, Sun's average annual same property NOI growth was 5.1%, which is ~200bps greater than that of multifamily REITs of 3.1%

Same Property NOI Growth Quarterly Year-over-Year Growth Since 2000





i, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for additional information. Refer to info ce: Cell Research, Supember 2022, Relate to Sun Communess, res.; rem. ver. en usup-gray growGAPE Principal measures in the sites of March Algoridis. Mal And URR. REIT Industry includes Healthcare, Industrial, Manufactured Housing, Mailfamily, Mall, Office, Self Storage, Strapping Center, Single Family Rental, Student Housing and Diversified REITs.

# Sun's Strong Track Record of Internal Growth

Multiple Levers Drive Resilient FFO and Cash Flow Growth

Growth Levers	Potential Annual Revenue Growth / Contribution
Contractual Rent Increases	- 6.4% weighted average rate increase for 2023 - Over 90% MH sites "market rent" or tied to CPI
Occupancy Gains	<ul> <li>~95% MH Occupancy</li> <li>Over 4K current sites available for occupancy gains</li> <li>~800 expansion and development sites delivered in 2023</li> </ul>
Expansions	<ul> <li>\$357mm invested capital since 2020, targeting 10 – 14% IRRs<sup>(1)</sup></li> <li>~9,700 sites available for expansion in 2024 and beyond</li> <li>Over 400 site deliveries through December 31, 2023</li> </ul>
Transient to Annual RV Conversions	<ul> <li>~1,700 average yearly converted sites<sup>(2)</sup></li> <li>~2,100 transient to annual RV conversions in 2023</li> <li>~50% of 25K transient sites in North America are candidates for conversion</li> </ul>



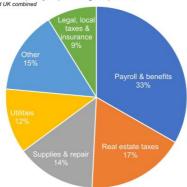


pures: Company information. Refer to Sun Communities, Inc. From 10-K and Supplemental for the year ended December 31, 2023, as well as Prass Releases and SEC Filings by December 31, 2023, for edificious information, Refer to information regarding non-PAP filinancial reseasures in the attached Applications, assertionable information, see "Caudionary Statement Regarding Guidence" on page 2 of this presentation. Expected 5-year indiversed information of return based or creating assumptions.

# Sun's Track Record of Growth

Same property operating expense growth is projected to be 8.1% - 9.1% for North America and 7.4% - 8.4% for UK, reflecting normalization of expenses in North America following active cost containment strategies in 2023 and growth in Payroll and Utilities in the UK

2024E Same Property Operating Expenses









ource: Company information. Refer to Sun Communities, Inc. Form 10-K and Supplemental for the year ended December 31, 2023, as well as Press Releases and SEC Filings after December 31, 2023, for additional information. Refer to information regarding not AAPT financial measures in the attached Appendix.

We will be supported to the Communities of the Com

# **Investment Grade Balance Sheet**









Net Debt/TTM EBITDA

SUN

Source: Company information, Relate to Sun Communities, Inc., From 10A and Supplemental for the year ended Development in the attached dependent Netre. With respect to guidence, estimates and forecasted information in the attached dependent Netre. With respect to guidence, estimates and forecasted information. In 2015.

On June 17, 1004. Son completed a public efforing of \$500 million paymoists principal amount of \$50% as the company of \$500 million paymoists principal amount of \$50% as the company of \$500 million paymoists principal amount of \$50% as the company of \$500 million paymoists principal amount of \$50% as the company of \$500 million paymoists principal amount of \$50% as the company of \$500 million paymoists principal amount of \$50% as the supplemental for the year ended Deventeer 31, 2023.

Gallactical and paymoist paymoists AOC for the year ended Deventeer 41, 2024.

### Robust ESG Initiatives

- Our board and executive leadership are committed to sustainable business practices that benefit all stakeholders including the broader communities in which we operate
- Current initiatives to advance our ESG platform include policy enhancement, establishing environmental targets and expanding our data coverage

ESG Highlights(1)

Climate Change Goals
Goal to achieve Carbon Neutrality by 2035
and Net Zero Emissions by 2045

On-Site Solar Generation Generated 11,600 kwhs in 2023, equivalent to 3% of total electrical usage

Framework Reporting
Reported to GRESB, DJSI and CDP

### GRESB

2023 survey score increased ~50% from 2021, in line with our peers

### IDEA

Launched two employee resource groups (ERGs)

### Internal Training Program

Offers over 300 courses to team members

Supplier Assessments
Completed ESG assessments with ten key suppliers

Sun Unity
Sun's social responsibility program,
reporting over 15K volunteer hours in 2023

# BoD Nominating and Corporate Governance Committee Formally oversees all ESG initiatives

### **BoD Composition**

Added 2 new board members in February 2024

# Enterprise Risk Management Committee Identifies, monitors and mitigates risks

across the organization

# Comprehensive Policies and

Procedures
Foster sound corporate governance





# Compelling Supply-Demand Fundamentals

Renting - MH vs. Other Rental Options

■ Manufactured homes in Sun's communities provide 25% more space at ~50% less cost per square foot



# Conversion of RV Transient-to-Annual Leases Generates Significant Uplift in Revenue

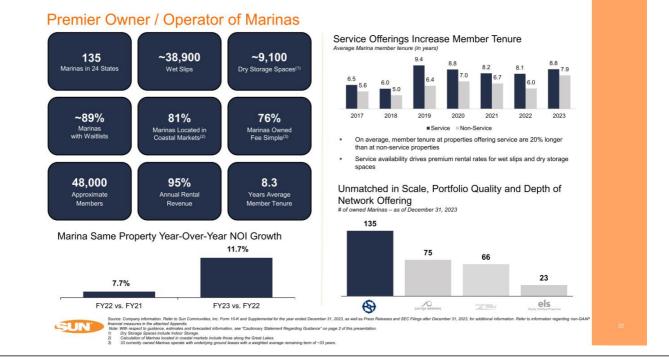
- Transient RV site conversions to annual leases have historically increased revenue per site for the first full year after conversion and increases our annual RV sites
- ~2,100 transient to annual RV conversions in 2023
- Recent example from Sun Retreats Homosassa River in Florida:







21



### **Defined Non-GAAP Terms**

Investors and analysts following the real estate industry use non-GAAP supplemental performance measures, including net operating income ("NOI"), earnings before linterest, tax, depreciation and amortization ("EBITDA") and funds from operations ("FFO") to assess RETIs. The Company believes that NOI, EBITDA and FFO are commonly used in various ratios, pricing multiples, yields and returns and valuation calculations used for measure from an experiment calculations used in measure from an experiment calculations used in measure from an experiment of the pricing persons that an experiment of the pricing persons that and non-property specific expenses such as general and administrative expenses. EBITDA provides a further measure to evaluate ability to furur and service dest; EBITDA and provides a further measure to evaluate the Company's ability to fund dividends and other cash needs. FFO, reflecting the assumption that real estate values ratio or fall with matched crodificions, provipply adjusts for the effects or GAAP dependent or fall estate values ratio.

Total Portfolio NOI - The Company calculates NOI by subtracting property operating expenses and real estate taxes from operating property revenues. NOI is a non-GAAP financial measure that the Company believes is helpful to investors as a supplemental measure of operating performance because it is an indicator of the return on property investment and provides a method of companing performance over time. The Company uses NOI as a key measure when evaluating performance and growth of periodical properties and of progress properties. The periodical properties and of progress (see properties expenses such as general and administrative expenses, all of which are significants. Therefore, NOI is a measure of the operating performance of the properties of the Company rather than of the Company overall. The Company believes that NOI provides enhanced companibility for investor evaluation of properties performance and growth over

Therefore, NOI is a measure of the operating performance of the properties of the Company rather than of the company operate. In ecompany operate sum run, provides entering comparation of the Company's performance of the properties of the Company's performance of GAP net income (loss) is an indication of the Company's familiar to the Company's cash media, including is a always to GAP net income (loss) as an indication of the Company's familiar performance or GAP cash flow from operating solvities as a measure of the Company's familiar performance and promote in the Company's cash media. Including is a ability to make each distributions, Because of the including of the including in market value of a property, in the case of depreciation and in the case of depreciation and in the case of interest, may not necessarily be linked to the operating performance of a real estate asset, as it is often incurred at a period value of the case of depreciation and in the case of depreciation and in the case of interest, may not necessarily be linked to the operating performance of a real estate asset, as it is often incurred at a period value of a property level.

Same Property NOI in This is a key management tool used when evaluating performance and growth of the Company's same Property position in the case of the including in the case of the including in the case of the including in the case of the case of the including and including in the case of the including in the case of depreciation and in the case of the including in the case of depreciation and in the case of the including in the case of depreciation and in

EBITDAR - NAREIT refers to EBITDA as "EBITDAR" and calculates it as GAAP net income (loss), plus interest expense, plus income tax expense, plus depreciation and amortization, plus or minus losses or gains on the disposition of depreciated property (including losses or gains on change of control,) just impairment which downs of depreciated property in the affiliate, as many changes of the control of the cont

FFO

FFO - NAREIT defines FFO as GAAP net income (loss), excluding gains (or losses) from sales of depreciable operating property, plus real estate related depreciation and amortization, real estate related impairments, and after adjustments for nonconsolidated patriorribps and joint ventures. FFO is a non-GAAP financial measure that management betieves is a useful supplemental measure of the Company's operating performance. By excluding gains and losses related to sales of previously depreciated operating real seated assets, enable assets related impairment and real astates used depreciation and amortization (which can vary among owners of definicial assets in smilar condition based on instancial cost accounting and useful life estimates). For provides a performance measure that, when compared period-over-period, reflects the impact to operations from trends in occupancy rates, retail rates and operating encountry. The provides a performance measure that, when compared period-over-period, reflects the impact to operations from trends in occupancy rates, retail rates and operating encountry.

Core FFO - In addition to FFO, the Company uses FFO excluding certain gain and loss items that management considers unrelated to the operational and financial performance of the Company's core business (\*Core FFO\*). The Company between seven coverage enhanced companishing for investor evaluations of period-over-period results.

The Company between that CAPP enhanced income (task) is the income (task) as a financial performance measure or GAAP cash flow from operating advises as a measure of the Company's legislaty, because FFO excludes significant economic companish (\*CAPP\* enhanced (task) as a financial performance measure or GAAP cash flow from operating advises as a measure of the Company's legislaty, because FFO excludes significant economic companish (\*CAPP\* enhanced (task) including depreciation and amortization, FFO should be used as a supplement to GAAP net morne (bas) and not as an advise of the Company's legislaty (\*CaPP\* enhanced (task) including depreciation and amortization, FFO should be used as a supplement to GAAP net morne (bas) and not as a measure of working capital. FFO is calculated in accordance with the Company's interpretation of standards established by NAREIT, which may not be companiable to FFO reported by other REITs that interpret the NAREIT definition differently.



	Thr	ee Mon	ths En	ded			Yea	r Ended		
(amounts in millions except per share data)	Decembe 2023		December 31, 2022		December 31, 2023		December 31, 2022		December 31, 2021	
Net Income / (Loss) Attributable to SUI Common Shareholders Adjustments	\$	(80.9)	\$	4.7	\$	(213.3)	\$	242.0	\$	380.
Depreciation and amortization		176.7		153.3		657.2		599.6		521
Depreciation on nonconsolidated affiliates		-		-		0.2		0.1		0
Asset impairments		2		0.7		10.1		3.0		_
Goodwill impairment		9		-		369.9		-		
(Gain) / loss on remeasurement of marketable securities		8.0		(20.6)		16.0		53.4		(33.
(Gain) / loss on remeasurement of investment in nonconsolidated affiliates		(0.3)		2.8		4.2		2.7		0.
(Gain) / loss on remeasurement of notes receivable		103.6		0.9		106.7		0.8		(0.
Loss on remeasurement of collateralized receivables and secured										
borrowings, net		0.4		-		0.4		21		
(Gain) / loss on dispositions of properties, including tax effect		(13.9)		0.3		(8.9)		(12.2)		(108
Add: Returns on preferred OP units		3.2		0.5		11.8		9.5		4
Add: Income / (loss) attributable to noncontrolling interests		(6.5)		(2.5)		(8.1)		10.4		14.
Gain on dispositions of assets, net		(9.0)		(10.7)		(38.0)		(54.9)		(60.
FFO Attributable to SUI Common Shareholders and Dilutive Convertible										
Securities	\$	181.3	\$	129.4	\$	908.2	\$	854.4	\$	718.
Adjustments										
Business combination expense		0		0.8		3.0		24.7		1
Acquisition and other transaction costs		12.7		6.5		25.3		22.7		8
Loss on extinguishment of debt		_		2.		2		4.4		8
Catastrophic event-related charges, net		6.0		5.2		3.8		17.5		2
Loss of earnings - catastrophic event-related charges, net		(2.8)		4.6		2.1		4.8		0
(Gain) / loss on foreign currency exchanges		(6.2)		16.3		0.3		(5.4)		3
Other adjustments, net		(17.8)		5.5		(27.4)		0.4	0	16
Core FFO Attributable to SUI Common Shareholders and Dilutive Convertible										
Securities	_\$	173.2	\$	168.3	\$	915.3	_\$	923.5	\$	758
Weighted Average Common Shares Outstanding - Diluted		129.0		126.5		128.9		125.6		116
FFO Attributable to SUI Common Shareholders and Dilutive Convertible										
Securities Per Share	\$	1.41	\$	1.02	\$	7.05	\$	6.80	\$	6.1

	Three Mor	nths Ended		Year Ended	
(amounts in millions)	December 31, 2023	December 31, 2022	December 31, 2023	December 31, 2022	December 31, 2021
Net Income / (Loss) Attributable to SUI Common Shareholders	\$ (80.9)	\$ 4.7	\$ (213.3)	\$ 242.0	\$ 380.2
Interest income	(4.8)	(9.9)	(45.4)	(35.2)	(12.2
Brokerage commissions and other revenues, net	(15.3)	(7.5)	(60.6)	(34.9)	(30.2
General and administrative	77.8	69.8	270.2	256.8	181.3
Catastrophic event-related charges, net	6.0	5.2	3.8	17.5	2.2
Business combination expense		0.8	3.0	24.7	1.4
Depreciation and amortization	177.7	154.1	660.0	601.8	522.7
Asset impairments	2	0.7	10.1	3.0	¥
Goodwill impairment	2	-	369.9		-
Loss on extinguishment of debt	2	9	-	4.4	8.1
Interest expense	85.9	67.6	325.8	229.8	158.6
Interest on mandatorily redeemable preferred OP units / equity	0.6	1.1	3.3	4.2	4.2
(Gain) / loss on remeasurement of marketable securities	8.0	(20.6)	16.0	53.4	(33.5
(Gain) / loss on foreign currency exchanges	(6.2)	16.3	0.3	(5.4)	3.7
(Gain) / loss on disposition of properties	(13.9)	0.3	(11.0)	(12.2)	(108.1
Other expense, net	2.0	4.7	7.5	2.1	12.1
(Gain) / loss on remeasurement of notes receivable	103.6	0.9	106.7	0.8	(0.7
(Income) / loss from nonconsolidated affiliates	(15.5)	0.9	(16.0)	(2.9)	(4.0
(Gain) / loss on remeasurement of investment in nonconsolidated	(0.3)	2.8	4.2	2.7	0.2
Current tax (benefit) / expense	0.6	(2.2)	14.5	10.3	1.2
Deferred tax (benefit) / expense	(8.3)	(0.3)	(22.9)	(4.2)	0.1
Add: Preferred return to preferred OP units / equity interests	3.3	2.4	12.3	11.0	12.1
Add: Income / (loss) attributable to noncontrolling interests	(6.6)	(3.1)	(8.1)	10.8	21.5
NOI	\$ 313.7	\$ 288.7	\$ 1,430.3	\$ 1,380.5	\$ 1,120.9

Tiffee Worths Ended						Te	ar Ended			
1000000	December 31, 2023		December 31, 2022		December 31, 2023		December 31, 2022		December 31, 2021	
\$	285.6	\$	257.8	\$	1,251.9	\$	1,167.0	\$	1,002.6	
	22.7		31.7		124.5		154.6		74.4	
	5.4		(0.8)		53.9	411	58.9		43.9	
\$	313.7	\$	288.7	\$	1,430.3	\$	1,380.5	\$	1,120.9	
	100000000000000000000000000000000000000	December 31, 2023 \$ 285.6 22.7 5.4	December 31, 2023 \$ 285.6 \$ 22.7	\$ 285.6 \$ 257.8 22.7 31.7 5.4 (0.8)	December 31, 2023         December 31, 2022         December 31, 2022           \$ 285.6         \$ 257.8         \$ 22.7           5.4         (0.8)	December 31, 2023         December 31, 2022         December 31, 2023           \$ 285.6         \$ 257.8         \$ 1,251.9           22.7         31.7         124.5           5.4         (0.8)         53.9	December 31,   December 31,   December 31,   December 31,   2023	December 31, 2023         December 31, 2022         December 31, 2022         December 31, 2022           \$ 285.6         \$ 267.8         \$ 1,251.9         \$ 1,167.0           22.7         31.7         124.5         154.6           5.4         (0.8)         53.9         58.9	December 31, 2023         December 31, 2022         December 31, 2023         December 31, 2022         December 31, 2022           \$ 285.6         \$ 257.8         \$ 1,251.9         \$ 1,167.0         \$ 22.7           5.4         (0.8)         53.9         58.9	

# Consolidated NOI by Segment

### Consolidated Real Property NOI

(amounts in millions)	Section 1	000000	2000000	0.0000000	15000000	20.0000	Sales Sa	35	200
10.000000000000000000000000000000000000	4Q23	3Q23	2Q23	1Q23	4Q22	3Q22	2Q22 <sup>(1)</sup>	100	1Q22 <sup>(1)</sup>
MH									
North America	\$ 155.4	\$ 153.5	\$ 151.3	\$ 150.6	\$ 143.1	\$ 141.6	\$ 142.8	\$	143.5
UK	13.9	29.0	17.4	6.3	10.4	25.2	15.4		N/A
Total MH	\$ 169.3	\$ 182.5	\$ 168.7	\$ 156.9	\$ 153.5	\$ 166.8	\$ 158.2	\$	143.5
RV	51.0	128.4	76.5	45.8	46.0	127.0	78.8		50.1
Marina	65.3	83.1	72.4	52.0	58.3	77.8	63.0		44.0
Real property NOI	\$ 285.6	\$ 394.0	\$ 317.6	\$ 254.7	\$ 257.8	\$ 371.6	\$ 300.0	\$	237.6





Source: Company information. Refer to Sun Communities, Inc. Form 10-K and Supplement
1) Certain price period amounts have been reclassified to conform with current presents
Marina segment. There was no impact to price period net income, shareholders equi

# Net Income to Recurring EBITDA Reconciliation

	Three Mor	ths En	ded	Year Ended							
(amounts in millions)	December 31, 2023		ember 31, 2022	De	cember 31, 2023	December 31, 2022		Dec	ember 31, 2021		
Net Income / (Loss) Attributable to SUI Common Shareholders Adjustments	\$ (80.9)	\$	4.7	\$	(213.3)	\$	242.0	\$	380.2		
Depreciation and amortization	177.7		154.1		660.0		601.8		522.7		
Asset impairments	120		0.7		10.1		3.0		120		
Goodwill impairment			-		369.9		-		-		
Loss on extinguishment of debt	-		-		-		4.4		8.1		
Interest expense	85.9		67.6		325.8		229.8		158.6		
Interest on mandatorily redeemable preferred OP units / equity	0.6		1.1		3.3		4.2		4.2		
Current tax (benefit) / expense	0.6		(2.2)		14.5		10.3		1.2		
Deferred tax (benefit) / expense	(8.3)		(0.3)		(22.9)		(4.2)		0.1		
(Income) / loss from nonconsolidated affiliates	(15.5)		0.9		(16.0)		(2.9)		(4.0)		
Less: (Gain) / loss on dispositions of properties	(13.9)		0.3		(11.0)		(12.2)		(108.1)		
Less: Gain on dispositions of assets, net	(9.0)		(10.7)		(38.0)		(54.9)		(60.5)		
EBITDAre	\$ 137.2	\$	216.2	\$	1,082.4	\$	1,021.3	\$	902.5		
Adjustments											
Catastrophic event-related charges, net	6.0		5.2		3.8		17.5		2.2		
Business combination expense	-		0.8		3.0		24.7		1.4		
(Gain) / loss on remeasurement of marketable securities	8.0		(20.6)		16.0		53.4		(33.5)		
(Gain) / loss on foreign currency exchanges	(6.2)		16.3		0.3		(5.4)		3.7		
Other expense, net	2.0		4.7		7.5		2.1		12.1		
(Gain) / loss on remeasurement of notes receivable	103.6		0.9		106.7		8.0		(0.7)		
(Gain) / loss on remeasurement of investment in nonconsolidated											
affiliates	(0.3)		2.8		4.2		2.7		0.2		
Add: Preferred return to preferred OP units / equity interests	3.3		2.4		12.3		11.0		12.1		
Add: Income / (loss) attributable to noncontrolling interests	(6.6)		(3.1)		(8.1)		10.8		21.5		
Add: Gain on dispositions of assets, net	9.0		10.7		38.0		54.9		60.5		
Recurring EBITDA	\$ 256.0	\$	236.3	\$	1,266.1	\$	1,193.8	\$	982.0		



or Company information. Refer to Sun Communities. Inc. Earn 10.14 and Sunclemental for the unex ended December 21, 2022, as well as December 24, 2022, for additional information.

