## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
[X] Quarterly report pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

FOR THE QUARTERLY PERIOD ENDED MARCH 31, 1998.
OR
[ ] Transition pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

COMMISSION FILE NUMBER 1-2616

SUN COMMUNITIES, INC.
(Exact Name of Registrant as Specified in its Charter)

Maryland
(State of Incorporation)

31700 Middlebelt Road Suite 145

38-2730780
(I.R.S. Employer Identification No.)
(Zip Code)
Farmington Hills, Michigan
(Address of Principal Executive Offices)

Registrant's telephone number, including area code: (248) 932-3100
Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes [X] No [ ]

APPLICABLE ONLY TO CORPORATE ISSUERS:
Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date:
$16,853,211$ shares of Common Stock, $\$ .01$ par value as of April 30, 1998
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SUN COMMUNITIES, INC.
CONSOLIDATED BALANCE SHEETS

## MARCH 31, 1998 AND DECEMBER 31, 1997

(IN THOUSANDS)

1998

| \$ 695,898 | \$ 634,737 |
| :---: | :---: |
| 10,792 | 2,198 |
| 21,872 | 16,559 |
| 15,293 | 19,269 |
| 16,949 | 18,151 |
| \$ 760, 804 | \$ 690,914 |

690,

## ASSETS

Investment in rental property, net
Cash and cash equivalents
Investment in affiliates
Mortgage notes receivable Other assets

Total assets

LIABILITIES AND STOCKHOLDERS' EQUITY
Liabilities:
Line of credit
Debt
Accounts payable and accrued expenses
\$4, 000
272,890
12,285
10,352
9,956
..----
359,483


Stockholders' equity:
Preferred stock, \$.01 par value, 10,000 shares authorized; no shares issued and outstanding
Common stock, \$.01 par value, 100,000 shares authorized; 16,852 and 16,587 issued and outstanding in 1998 and 1997, respectively

| 168 | 166 |
| :---: | :---: |
| 364,557 | 364, 050 |
| $(11,773)$ | $(11,773)$ |
| $(34,416)$ | $(25,663)$ |
| 318,536 | 326,780 |
| \$ 760,804 | \$ 690,914 |

The accompanying notes are an integral part of the financial statements.

## SUN COMMUNITIES, INC

CONSOLIDATED STATEMENTS OF INCOME FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND 1997

|  | 1998 | 1997 |
| :---: | :---: | :---: |
| Revenues: |  |  |
| Income from property | \$28,605 | \$22,987 |
| Other income | 1,751 | 406 |
| Total revenues | 30,356 | 23,393 |
| Expenses: |  |  |
| Property operating and maintenance | 6,419 | 5,147 |
| Real estate taxes | 2,167 | 1,863 |
| General and administrative | 1,316 | 1,078 |
| Depreciation and amortization | 5,940 | 4,821 |
| Interest | 5,578 | 3,445 |
| Total expenses | 21,420 | 16,354 |
| Income before minority interests | 8,936 | 7,039 |
| Less income allocated to minority interests: |  |  |
| Preferred OP Units | 626 | 626 |
| Common OP Units | 1,009 | 845 |
| Net income | \$ 7,301 | \$ 5,568 |
| Earnings per common share: |  |  |
| Basic | \$ 0.44 | \$ 0.36 |
| Diluted | \$ 0.43 | \$ 0.35 |
| Weighted average common shares outstanding | 16,682 | 15,632 |
| Distributions declared per common share outstanding | \$ . 49 | \$ . 47 |

The accompanying notes are an integral part of the financial statements.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

FOR THE THREE MONTHS ENDED MARCH 31, 1998 AND 1997
(IN THOUSANDS)

|  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: |
| Cash flows from operating activities: |  |  |  |  |
| Net income |  | 7,301 | \$ | 5,568 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Income allocated to minority interests |  | 1,009 |  | 845 |
| Gain related to mortgage notes receivable |  | (937) |  | -- |
| Depreciation and amortization |  | 5,940 |  | 4,821 |
| Deferred financing costs |  | 137 |  | 39 |
| (Increase) decrease in other assets |  | 748 |  | (669) |
| Increase in accounts payable and other liabilities |  | 5,019 |  | 4,171 |
| Net cash provided by operating activities |  | 19,217 |  | 14,775 |
| Cash flows from investing activities: |  |  |  |  |
| Investment in rental properties |  | $(39,135)$ |  | $(9,277)$ |
| Investment in affiliates |  | $(5,313)$ |  | $(4,489)$ |
| Proceeds related to mortgage notes receivable |  | 4,913 |  |  |
| Net cash used in investing activities |  | $(39,535)$ |  | 13,766) |
| Cash flows from financing activities: |  |  |  |  |
| Distributions |  | $(8,278)$ |  | $(7,886)$ |
| Proceeds from borrowings |  | 37,000 |  |  |
| Repayment on borrowings |  | (246) |  | -- |
| Stock options and dividend reinvestment plan |  | 509 |  | 8,209 |
| Payments for deferred financing costs |  | (73) |  | (16) |
| Net cash provided by financing activities |  | 28,912 |  | 307 |
| Net increase in cash and cash equivalents |  | 8,594 |  | 1,316 |
| Cash and cash equivalents, beginning of period |  | 2,198 |  | 9,236 |
| Cash and cash equivalents, end of period |  | 10,792 |  | 10,552 |
| Supplemental Information: |  |  |  |  |
| OP units issued for rental properties |  | 1,704 |  | -- |
| Debt assumed for rental properties |  | 16,393 |  | -- |
| Capitalized lease obligation for rental properties |  | 9,479 |  | -- |

The accompanying notes are an integral part of the financial statements

BASIS OF PRESENTATION:
These unaudited condensed consolidated financial statements of Sun Communities, Inc., a Maryland Corporation, (the "Company"), have been prepared pursuant to the Securities and Exchange Commission ("SEC") rules and regulations and should be read in conjunction with the financial statements and notes thereto of the Company as of December 31, 1997. The following notes to consolidated financial statements present interim disclosures as required by the SEC. The accompanying consolidated financial statements reflect, in the opinion of management, all adjustments necessary for a fair presentation of the interim financial statements. All such adjustments are of a normal and recurring nature Certain reclassifications have been made to the prior period financial statements to conform with current period presentation.

RENTAL PROPERTY:
The following summarizes rental property (in thousands):

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Land | \$ 79,662 | \$ 67,677 |
| Land improvements and buildings | 654,272 | 598,699 |
| Furniture, fixtures, equipment | 13,575 | 12,676 |
| Property under development | 4,023 | 5,769 |
| Accumulated depreciation | $\begin{array}{r} 751,532 \\ 55,634 \end{array}$ | $\begin{array}{r} 684,821 \\ 50,084 \end{array}$ |
| Rental property, net | \$695, 898 | \$634, 737 |

During the first quarter of 1998, the Company acquired eight communities comprising 1,800 developed sites and 650 sites suitable for development for approximately $\$ 60$ million.

DEBT:

The following table sets forth certain information regarding debt (in thousands):

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December } 31, \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Collateralized term loan, interest at 7.01\%, due September 9, 2007 | \$ 44,776 | \$ 44,889 |
| Senior notes, interest at 7.375\%, due May 1, 2001 | 65, 000 | 65,000 |
| Senior notes, interest at 7.625\%, due May 1, 2003 | 85,000 | 85,000 |
| Senior notes, interest at 6.97\%, due December 3, 2007 | 35,000 | 35, 000 |
| Collateralized lease obligations, interest ranging from $6.1 \%$ to $6.3 \%$, due March 10, 2001 through December 1, 2002 | 26,747 | 17,375 |
| Mortgage note, interest at 8.24\%, due April 1, 2006 | 7,037 | -- |
| Mortgage note, interest at 8.0\%, due May 1, 2017 | 8,351 |  |
| Mortgage note, other | 979 | -- |
|  | \$272, 890 | \$247, 264 |

The Company had $\$ 21$ million available borrowings under its $\$ 75$ million
line of credit at March 31, 1998. The Company is negotiating an increase to its line of credit facility to $\$ 100$ million. In May 1998, the Company will repay line of credit borrowings using proceeds received from the issuance of $\$ 65$ million of senior notes which bear interest at $6.77 \%$ and mature May 14, 2015.

## SUN COMMUNITIES, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
4. NOTES RECEIVABLE:

Notes receivable consisted of the following (amounts in thousands):

|  | $\begin{gathered} \text { March 31, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Mortgage notes receivable with minimum monthly interest payments |  |  |
| at 7\%, maturing June 30, 2012, collateralized by manufactured housing/ recreational vehicle communities |  |  |
|  |  |  |
| located in |  |  |
| Dover, DE(a) | \$ 15,293 | \$15,093 |
| Second mortgage and third shared appreciation mortgage notes with |  |  |
| monthly interest payments at an average rate of 17 percent |  |  |
| and excess interest as defined, collateralized by manufactured housing communities |  |  |
| located in Alberta, Canada | -- | 4,176 |
|  | \$ 15,293 | \$19,269 |

(a) The stated interest rate is $12 \%$. The excess of the interest earned at the stated rate over the pay rate is added to the principal balance and will also accrue interest at the stated rate.

The officer notes are 10 year, LIBOR + 1.75\% notes, with a minimum and maximum interest rate of $6 \%$ and $9 \%$, respectively, collateralized by 372,206 shares of the Company's common stock and 127,794 OP Units with substantial personal recourse.

OTHER INCOME:
The components of other income are as follows for the three months ended March 31, 1998 and 1997 (in thousands):

|  | 1998 | 1997 |
| :--- | ---: | ---: |
| Interest | ------- | - |
| Gain from mortgage notes receivable | $\$ 447$ | $\$ 436$ |
| Equity earnings - SHS | 937 | -- |
| Other, principally brokerage commissions | 175 | 43 |
|  | 192 | -- |
|  | ---- | -- |
|  | $\$ 1,751$ | $\$ 479$ |
| $=====$ |  |  |

The gain from mortgage notes receivable results from the repayment of the Company's shared appreciation mortgages on two Canadian communities.

## SUN COMMUNITIES, INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
6. EARNINGS PER SHARE:

|  | March 31, |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| Earnings used for basic and diluted earnings per share computation | \$ 7,301 | \$ 5,568 |
| Total shares used for basic earnings per share | 16,682 | 15,632 |
| Dilutive securities: <br> Stock options | 203 | 160 |
| Total shares used for diluted earnings per share computation | 16,885 | 15,792 |

Diluted earnings per share reflect the potential dilution that would occur if securities were exercised or converted into common stock. Convertible preferred limited partnership interests in Sun Communities Operating Limited Partnership ("POP Units") are excluded from the computations as their inclusion would have an antidilutive effect on earnings per share in 1998 and 1997.

The following discussion and analysis of the consolidated financial condition and results of operations should be read in conjunction with the consolidated financial statements and the notes thereto. Capitalized terms are used as defined elsewhere in this Form 10-Q.

## RESULTS OF OPERATIONS

Comparison of the three months ended March 31, 1998 and 1997
For the three months ended March 31, 1998, income before minority interests increased by 26.9 percent from $\$ 7.0$ million to $\$ 8.9$ million, when compared to the three months ended March 31, 1997. The increase was due to increased revenues of $\$ 7.0$ million while expenses increased by $\$ 5.1$ million.

Income from property increased by $\$ 5.6$ million from $\$ 23.0$ million to $\$ 28.6$ million or 24.4 percent, due to acquisitions ( $\$ 4.0$ million), lease up of manufactured home sites ( $\$ .5$ million) and increases in rents and other community revenues (\$1.1 million).

Other income increased by $\$ 1.3$ million from $\$ .4$ million to $\$ 1.7$ million. The three months ended March 31, 1998 include a $\$ .9$ million gain from the repayment of the Company's shared appreciation mortgages on two Canadian communities. \$. 3 million of the increase in other income relates to the improved results of SHS, including brokerage commissions.

Property operating and maintenance increased by $\$ 1.3$ million from $\$ 5.1$ million to $\$ 6.4$ million or 24.7 percent due primarily to acquisitions ( $\$ .9$ million).

Real estate taxes increased by $\$ .3$ million from $\$ 1.9$ million to $\$ 2.2$ million or 16.3 percent due primarily to acquisitions ( $\$ .2$ million).

General and administrative expenses increased by $\$ .2$ million from $\$ 1.1$ million to $\$ 1.3$ million or 22.1 percent due primarily to increased staffing to manage the growth of the company. General and administrative expenses as a percentage of income from property declined from 4.7 percent to 4.6 percent as a result of economies of scale resulting from the company's growth.

Earnings before interest, taxes, depreciation and amortization ("EBITDA") increased by $\$ 5.1$ million from $\$ 15.3$ million to $\$ 20.4$ million or 33.4 percent due primarily to acquisitions.

Depreciation and amortization increased by $\$ 1.1$ million from $\$ 4.8$ million to $\$ 5.9$ million or 23.2 percent due primarily to acquisitions.

Interest expense increased by $\$ 2.1$ million from $\$ 3.5$ million to $\$ 5.6$ million or 61.9 percent primarily due to increased average debt outstanding.

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## SAME PROPERTY INFORMATION

The following table reflects property-level financial information as of and for the three months ended March 31, 1998 and 1997. The "Same Property" data represents information regarding the operation of communities owned as of January 1, 1997. Site, occupancy, and rent data for those communities is presented as of the last day of each period presented. The table includes sites where the Company's interest is in the form of shared appreciation mortgage notes or where the Company is providing financing and managing the properties. Such amounts relate to the total portfolio data and include 923 and 1,187 sites in 1998 and 1997, respectively.

|  | SAME PROPERTY |  |  |  | TOTAL PORTFOLIO |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | 1998 |  | 1997 |  |
| Income from property | \$19,123 |  | \$17,815 |  | \$28,605 |  | \$22,987 |  |
| Property operating expenses: |  |  |  |  |  |  |  |  |
| Property operating and maintenance | 3,410 |  | 3,268 |  | 6,419 |  | 5,147 |  |
| Real estate taxes | 1,680 |  | 1,561 |  | 2,167 |  | 1,863 |  |
| Property operating expenses | 5,090 |  | 4,829 |  | 8,586 |  | 7,010 |  |
| Property EBITDA | \$14,033 |  | \$12,986 |  | \$20, 019 |  | \$15,977 |  |
| Number of properties | 74 |  | 74 |  | 104 |  | 86 |  |
| Developed sites | 24,798 |  | 24,239 |  | 36,720 |  | 30,700 |  |
| Occupied sites | 23,622 |  | 22,921 |  | 34,122 |  | 28,500 |  |
| Occupancy \% | 95.3 | (1) | 94.6 | (1) | 94.3 | (1) | 94.7 | (1) |
| Weighted average monthly rent per site | \$ 262 | (1) | \$ 251 | (1) | \$ 263 | (1) | \$ 254 | (1) |
| Sites available for development | 2,200 |  | 2,667 |  | 4,700 |  | 3,552 |  |
| Sites in development | 684 |  | 579 |  | 1,269 |  | 849 |  |

(1) Occupancy \% and weighted average rent relates to manufactured housing sites, excluding recreational vehicle sites.

On a same property basis, property revenues increased by $\$ 1.3$ million from $\$ 17.8$ million to $\$ 19.1$ million, or 7.3 percent, due primarily to increases in rents and occupancy related charges including water and property tax pass through. Also contributing to revenue growth was the increase of 701 leased sites at March 31, 1998 compared to March 31, 1997

Property operating expenses increased by $\$ .3$ million from $\$ 4.8$ million to $\$ 5.1$ million or 5.4 percent, due to increased occupancies and costs and increases in assessments and millage rates by local taxing authorities. Property EBITDA increased by $\$ 1.0$ million from $\$ 13.0$ million to $\$ 14.0$ million, or 8.1 percent.

Sites available for development in the total portfolio increased by 1,148 from 3,552 to 4,700 primarily in conjunction with land acquisitions for new communities to be developed in Michigan, Texas and Nevada.

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS

## LIQUIDITY AND CAPITAL RESOURCES

Cash and cash equivalents increased by $\$ 8.6$ million to $\$ 10.8$ million at March 31, 1998 compared to $\$ 2.2$ million at December 31, 1997 primarily because cash provided by operating and financing activities exceeded cash used in investing activities.

Net cash provided by operating activities increased by $\$ 4.4$ million to $\$ 19.2$ million for the three months ended March 31, 1998 compared to $\$ 14.8$ million for the same period in 1997. Income before minority interests, depreciation and amortization and gain related to mortgage notes receivable increased by \$2.1 million and the remaining balance was attributable to changes in working capital.

Net cash used in investing activities increased by $\$ 25.7$ million to $\$ 39.5$ million from $\$ 13.8$ million due to $\$ 29.9$ million related to acquisition activities offset by $\$ 4.9$ million from the collection of mortgage notes receivable.

Net cash provided by financing activities increased by $\$ 28.6$ million to $\$ 28.9$ million for the three months ended March 31, 1998 compared to $\$ .3$ million for the same period in 1997. $\$ 37.0$ million of this increase was due to additional debt borrowings offset by a $\$ 7.7$ million reduction in the proceeds received from stock options and dividend reinvestment plan

The Company expects to meet its short-term liquidity requirements generally through its working capital provided by operating activities. The Company expects to meet certain long-term liquidity requirements such as scheduled debt maturities and property acquisitions through the issuance of equity or debt securities, or interests in the Operating Partnership. The Company considers hese sources to be adequate and anticipates they will continue to be adequate to meet operating requirements, capital improvements, investment in development, and payment of distributions by the Company in accordance with REIT requirements in both the short and long term. The Company can also meet these short-term and long-term requirements by utilizing its $\$ 75$ million line of credit which bears interest at LIBOR plus . $90 \%$ and is due November 1, 1999. The Company is negotiating an increase to its line of credit facility to $\$ 100$ million.

In May 1998, the Company issued $\$ 65$ million of senior notes which bear interest at $6.77 \%$ and mature May 14, 2015. Proceeds from this debt issuance will be used to repay line of credit borrowings.

At March 31, 1998, the Company's debt to total market capitalization approximated $32 \%$ (assuming conversion of all Common and Preferred OP Units to shares of common stock), with a weighted average maturity of approximately 5.5 years and a weighted average interest rate of $7.2 \%$.

Recurring capital expenditures approximated $\$ 1.0$ million for the three months ended March 31, 1998.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF

FINANCIAL CONDITION AND RESULTS OF OPERATIONS

OTHER
Funds from operations ("FFO") is defined by the National Association of Real Estate Investment Trusts ("NAREIT") as "net income (computed in accordance with generally accepted accounting principles) excluding gains (or losses) from debt restructuring and sales of property, plus depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures." Industry analysts consider FFO to be an appropriate supplemental measure of the operating performance of an equity REIT primarily because the computation of FFO excludes historical cost depreciation as an expense and thereby facilitates the comparison of REITs which have different cost bases in their assets. Historical cost accounting for real estate assets implicitly assumes that the value of real estate assets diminishes predictably over time, whereas real estate values have instead historically risen or fallen based upon market conditions. FFO does not represent cash flow from operations as defined by generally accepted accounting principles and is a supplemental measure of performance that does not replace net income as a measure of performance or net cash provided by operating activities as a measure of liquidity. In addition, FFO is not intended as a measure of a REIT's ability to meet debt principal repayments and other cash requirements, nor as a measure of working capital. The following table calculates FFO for the periods ended March 31, 1998 and 1997 (in thousands):

|  | 1998 |  | 1997 |  |
| :---: | :---: | :---: | :---: | :---: |
| Income before allocation to minority interest | \$ | 8,936 | \$ | 7,039 |
| Add depreciation and amortization, net of corporate office depreciation |  | 5,898 |  | 4,791 |
| Deduct distribution to Preferred OP Units |  | (626) |  | (626) |
| Deduct gain from mortgage notes receivable |  | (937) |  | -- |
| Funds from operations |  | 13,271 | \$ | 11,204 |
| Weighted average OP Units outstanding used for basic FFO per share/unit |  | 19,017 |  | 18,005 |
| Dilutive securities: |  |  |  |  |
| Stock options |  | 203 |  | 160 |
| Convertible preferred OP Units |  | 1,197 |  | 1,283 |
| Weighted average OP Units used for <br> diluted FFO per share/unit |  |  |  |  |
| FFO, per share/unit: |  |  |  |  |
| Diluted |  | 0.68 | \$ | 0.61 |

PART II

ITEM 5. - RATIOS OF EARNINGS TO FIXED CHARGES
The Company's ratios of earnings to fixed charges for the years December 31, 1993, 1994, 1995, 1996, and 1997, and the three months ended March 31, 1998 were $1.05: 1,2.79: 1,3.03: 1,2.49: 1,2.40: 1$, and $2.28: 1$, respectively.

ITEM 6.(a) - EXHIBITS REQUIRED BY ITEM 601 OF REGULATION S-K
EXHIBIT NO. DESCRIPTION
12.1 $\quad$ Ratios of Earnings to Fixed Charges

27 Financial Data Schedule

ITEM 6.(b) - REPORTS ON FORM 8-K
The Company filed a report on Form 8-K, dated December 31, 1997, with the Securities and Exchange Commission on January 7, 1998 relating to 1997 acquisitions, as amended by a Report on Form 8-K/A filed on March 16, 1998 to include financial data for such acquisitions.

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

Dated: May 11, 1998

## sun communities, inc

BY: /s/ Jeffrey P. Jorissen
Jeffrey P. Jorissen, Chief Financial Officer And Secretary

## SUN COMMUNITIES, INC.

## EXHIBIT INDEX

|  |  | PAGE <br> NUMBER <br> EXHIBIT NO. <br>  <br> 12.1 | DESCRIPTION |
| :--- | :--- | ---: | :--- |
| HEREIN |  |  |  |

COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES
AND RATIO OF EARNINGS TO COMBINED FIXED CHARGES AND PREFERRED DIVIDENDS
The ratio of earnings to fixed charges for the Company (including its predecessor-in-interest, Sundance Enterprises, Inc., the partnerships affiliated with Sundance Enterprises, Inc., and the Company's subsidiaries and majority-owned partnerships) presents the relationship of the Company's earnings to its fixed charges. "Earnings" as used in the computation, is based on net income from continuing operations(which includes a charge to income for depreciation and amortization expense) before income taxes, plus fixed charges. "Fixed charges" is comprised of (i) interest charges, whether expensed or capitalized, and (ii) amortization of loan costs and discounts or premiums relating to indebtedness of the Company and its subsidiaries and majority-owned partnerships, excluding in all cases items which would be or are eliminated in consolidation.


[^0]```
3-MOS
    DEC-31-1998
        JAN-01-1998
            MAR-31-1998
                10,792
                    \({ }^{0} 0\)
                        0
                                    \({ }^{0} 0\)
                        0
                                    751,532
            55,634
            760,804
        54,000
            0 272,890
                                0
                    168
            318, 368
760, 804
            30,356
            0
            8,586
                    0
                5,578
                8,936
            8,936
                \(0^{0}\)
                    7,301
                    0.44
                    0.43
```

    MARCH 31, 1997 EARNINGS PER SHARE:
        BASIC \$0.36
        DILUTED \$0.35
[^0]:    (1) Before extraordinary item

