# WASHINGTON, D.C. 20549 

FORM 10-Q

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

FOR QUARTER ENDED SEPTEMBER 30, 1998 COMMISSION FILE NO. 1-12504
THE MACERICH COMPANY
(EXACT NAME OF REGISTRANT AS SPECIFIED IN ITS CHARTER)

MARYLAND
(STATE OR OTHER JURISDICTION OF INCORPORATION OR ORGANIZATION)

95-4448705
(I.R.S. EMPLOYER IDENTIFICATION NUMBER)
401 WILSHIRE BOULEVARD, SUITE 700, SANTA MONICA, CA 90401

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 TWELVE (12) MONTHS (OR SUCH SHORTER PERIOD THAT THE REGISTRANT WAS REQUIRED TO FILE SUCH REPORT) AND (2) HAS BEEN SUBJECT TO SUCH FILING REQUIREMENTS FOR THE PAST NINETY (90) DAYS.

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CONSOLIDATED BALANCE SHEETS
(DOLLARS IN THOUSANDS)
(UNAUDITED)

ASSETS:

Property, net
Cash and cash equivalents
Tenant receivables, net, including accrued overage rents of \$2,280 in 1998 and \$4,330 in 1997
Due from affiliates
Deferred charges and other assets, net
Investment in joint ventures and the Management Companies
Total assets

LIABILITIES AND STOCKHOLDERS' EQUITY:
Mortgage notes payable:
Related parties
Others
Total
Bank notes payable
Convertible debentures
Accounts payable and accrued expenses
Due to affiliates
Other accrued liabilities
Preferred stock dividend payable
Total liabilities
Minority interest in Operating Partnership
Commitments and contingencies (Note 9)
Stockholders' equity:
Series A cumulative convertible redeemable preferred stock, \$.01 par value, $3,627,131$ and 0 shares issued and outstanding
at September 30, 1998 and December 31, 1997, respectively
Series B cumulative convertible redeemable preferred stock, \$.01 par value,
5,487,471and 0 shares issued and outstanding at September 30, 1998 and December 31,1997, respectively
Common stock, $\$ .01$ par value, 100,000,000 shares
authorized, $32,468,300$ and $26,004,800$ shares issued and outstanding at September 30, 1998 and December 31, 1997, respectively
Additional paid in capital
Accumulated earnings
Unamortized restricted stock
Total stockholders' equity
Total liabilities and stockholders' equity

100, 000

150, 000


December 31, 1997
\$1, 862, 142
16,902
27, 951
67,832
229,474
$\$ 2,204,301$
==========
$\$ 134,807$
967,778
-------
$1,102,585$
140,000
161,400
23,950
36
60,536
4,193
-------
$1,492,700$
--------
163,099
\$135, 313
771, 246
906, 559
906,559
55,000
161,400
17, 335
15, 109
32, 841

1,188, 244
100,463
---------

260
$\begin{array}{rr}325 & 260 \\ 303,162\end{array}$

| $(4,985)$ | $(3,086)$ |
| :---: | :---: |
| 548,502 | 216, 295 |
| \$2, 204, 301 | \$1, 505, 002 |

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

CONSOLIDATED STATEMENTS OF OPERATIONS
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA) (UNAUDITED)

REVENUES:
Minimum rents
Percentage rents
Tenant recoveries
Other
Total Revenues
OPERATING COSTS:
Shopping center expenses
General and administrative expense
Interest expense:
Related parties
Others
Depreciation and amortization
Total Expenses
Equity in income (loss) of unconsolidated
joint ventures and the management companies
Gain on sale of assets
Income before extraordinary item and minority interest
Less extraordinary loss on early extinguishment of debt
Less minority interest in net income
of the Operating Partnership
Net income
Less preferred dividends
Net income - available to common stockholders
Earnings per common share - basic:
Income before extraordinary item
Extraordinary item
Net income - available to common stockholders
Weighted average number of common shares outstanding - basic

Weighted average number of common shares
outstanding - basic, assuming full conversion of operating units outstanding

Earnings per common share - diluted:
Income before extraordinary item
Extraordinary item
Net income - available to common stockholders

Weighted average number of common shares outstanding - diluted for EPS

| 1998 | 1997 |
| :---: | :---: |
| \$127, 052 | \$101, 228 |
| 6,709 | 6,434 |
| 60,775 | 49,558 |
| 3,125 | 2,465 |
| 197,661 | 159,685 |
| 62,135 | 51,830 |
| 3,119 | 2, 099 |
| 7,555 | 7,531 |
| 58,545 | 39,871 |
| 38,919 | 29,815 |
| 170,273 | 131, 146 |
| 8,432 | $(7,608)$ |
| 9 | 1,620 |
| 35,829 | 22,551 |
| 2,414 | 563 |
| 7,748 | 7,195 |
| 25,667 | 14,793 |
| 6,898 | - |
| \$18, 769 | \$14, 793 |
| \$0.68 | \$0.58 |
| (0.06) | (0.01) |
| \$0.62 | \$0.57 |
| 30,154, 000 | 5, 886, 000 |
| 42,310, 000 | 7, 981, 000 |
| \$0.68 | \$0.58 |
| (0.06) | (\$0.01) |
| \$0.62 | \$0. 57 |
| 42,920,000 | 8, 402, 000 |

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

## THE MACERICH COMPANY (THE COMPANY)

CONSOLIDATED STATEMENTS OF OPERATIONS
(DOLLARS IN THOUSANDS, EXCEPT PER SHARE DATA) (UNAUDITED)

|  | July 1 to September 30, |  |
| :---: | :---: | :---: |
|  | 1998 | 1997 |
| REVENUES: |  |  |
| Minimum rents | \$47,424 | \$35,674 |
| Percentage rents | 2,458 | 2,278 |
| Tenant recoveries | 23,953 | 18,645 |
| Other | 1,244 | 435 |
| Total Revenues | 75,079 | 57,032 |
| OPERATING COSTS: |  |  |
| Shopping center expenses | 24,135 | 19,896 |
| General and administrative expense | 942 | 910 |
| Interest expense: |  |  |
| Related parties | 2,472 | 2,538 |
| Others | 22,416 | 13,701 |
| Depreciation and amortization | 15,312 | 10,134 |
| Total Expenses | 65,277 | 47,179 |
| Equity in income (loss) of unconsolidated |  |  |
| joint ventures and the management companies | 2,852 | $(8,681)$ |
| Gain on sale of assets | - | 1,620 |
| Income before extraordinary item and minority interest | 12,654 | 2,792 |
| Less extraordinary loss on early extinguishment of debt | 2,324 | 51 |
| Less minority interest in net income of the Operating Partnership | 1,558 | 871 |
| Net income | 8,772 | 1,870 |
| Less preferred dividends | 4,193 | - |
| Net income - available to common stockholders | \$4,579 | \$1,870 |
| Earnings per common share - basic: |  |  |
| Income before extraordinary item | \$0.19 | \$0.07 |
| Extraordinary item | (0.05) | 0.00 |
| Net income - available to common stockholders | \$0.14 | \$0.07 |
| Weighted average number of common shares |  |  |
| outstanding - basic | 32,468, 000 | 25,956,000 |
|  |  |  |
| Weighted average number of common shares outstanding - basic, assuming full conversion of operating units outstanding | 44,761, 000 | 38,023, 000 |
| Earnings per common share - diluted: |  |  |
| Income before extraordinary item | \$0.19 | \$0.07 |
| Extraordinary item | (0.05) | 0.00 |
| Net income - available to common stockholders | \$0.14 | \$0.07 |
| Weighted average number of common shares |  |  |
| outstanding - diluted for EPS | 45,353, 000 | 38,444,000 |

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

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    THE MACERICH COMPANY (THE COMPANY)
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CONSOLIDATED STATEMENTS OF CASH FLOWS
(DOLLARS IN THOUSANDS)

Cash flows from operating activities:
Net income - available to common stockholders Preferred dividends

Net income


Adjustments to reconcile net income to
net cash provided by operating activities:
Extraordinary loss on early extinguishment of debt
Gain on sale of assets
Depreciation and amortization
Amortization of net discount (premium) on trust deed note payable
Minority interest in the net income of the Operating Partnership
Changes in assets and liabilities:
Tenant receivables, net
Other assets
Accounts payable and accrued expenses

| $\$ 18,769$ | $\$ 14,793$ |
| ---: | ---: |
| 6,898 | - |
| --------- |  |
| 25,667 | 14,793 | Preferred stock dividend payable Other liabilities

## Total adjustments

Net cash provided by operating activities

| 2,414 | 563 |
| :---: | :---: |
| (9) | $(1,620)$ |
| 38,919 | 29,815 |
| (330) | 25 |
| 7,748 | 7,195 |
| $(4,255)$ | 663 |
| $(25,831)$ | $(2,226)$ |
| 6,615 | 2,305 |
| 4,193 | - |
| 27,695 | 3,846 |
| 57,159 | 40,566 |
| 82,826 | 55,359 |

Cash flows from investing activities:
Acquisitions of property and improvements
$(381,726)$
$(25,153)$
$(3,696)$
$(11,780)$
$(8,432)$
$(213,073)$
$(11,968$
-
$-\cdots-\cdots$
$(655,828)$
$(147,585)$
Renovations and expansions of centers
Additions to tenant improvements
Deferred charges
Equity in (income) loss of unconsolidated joint ventures and the management companies
Distributions from (contributions to) joint ventures
Loan repayments to affiliates, net
Proceeds from sale of assets
Net cash used in investing activities
$(655,828)$

397, 679
$(186,440)$
416, 833
$(56,424)$
$(6,898)$
--------7
564,750
$(8,252)$
25,154
-----
$\$ 16,902$
$======$
\$62, 020
_ 62,020
$\$ 70,116$
=========
=- $\$ 7,917$
$(10,072)$
$(2,093)$
$(9,879)$
7,608
$(4,384)$
$(704)$
4,332
$(162,777)$

316, 115
$(162,645)$
$(48,875)$

-     -         -             - . - . -

104,595
$(2,823)$
15, 643
\$12, 820
=========
$\$ 41,069$
$========$
\$46, 202
$========$
-

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

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)

1. INTERIM FINANCIAL STATEMENTS AND BASIS OF PRESENTATION:

The accompanying consolidated financial statements of The Macerich Company (the "Company") have been prepared in accordance with generally accepted accounting principles ("GAAP") for interim financial information and with the instructions to Form $10-\mathrm{Q}$ and Article 10 of Regulation S-X.
Accordingly, they do not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements and have not been audited by independent public accountants.

The unaudited interim financial statements should be read in conjunction with the audited financial statements and related notes included in the Company's Annual Report on Form 10-K for the year ended December 31, 1997. In the opinion of management, all adjustments (consisting of normal recurring adjustments) necessary for a fair presentation of the financial statements for the interim periods have been made. The results for interim periods are not necessarily indicative of the results to be expected for a full year. The accompanying consolidated balance sheet as of December 31, 1997 has been derived from the audited financial statements, but does not include all disclosure required by GAAP.

Certain reclassifications have been made in the 1997 financial statements to conform to the 1998 financial statement presentation.

In March, 1998, the FASB, through its Emerging Issues Task Force ("EITF"), concluded based on EITF 97-11, "Accounting for Internal Costs Relating to Real Estate Property Acquisitions," that all internal costs to source, analyze and close acquisitions should be expensed as incurred. The Company has historically capitalized these costs, in accordance with GAAP. The Company has adopted the FASB's interpretation effective March 19, 1998, and expects the impact to be an approximate $\$ 0.05$ per share reduction of net income per share in 1998.

In May, 1998, the FASB, through the EITF, modified the timing of recognition of revenue for percentage rent received from tenants in EITF 98-9, "Accounting for Contingent Rent in Interim Financial Periods." The Company applied this accounting change as of April 1, 1998. Although the Company believes this accounting change will have no material impact on the annual percentage rent recognized, the accounting change had the effect of deferring $\$ 1,792$ and $\$ 1,572$ of percentage rent that would have been recognized for the three months ended June 30, 1998 and September 30, 1998, respectively, using the previous GAAP accounting method for percentage rent recognition. As a result of this accounting change, the Company expects a portion of percentage rent that previously would have been recognized in the second and third quarters to be recognized in the fourth quarter.

In June 1998, the FASB issued FAS 133, "Accounting for Derivative Instruments and Hedging Activities," which will be effective for the Company's financial statements for periods beginning January 1, 2000. The new standard requires companies to record derivatives on the balance sheet, measured at fair value. Changes in the fair values of those derivatives would be accounted for depending on the use of the derivative and whether it qualifies for hedge accounting. The key criterion for hedge accounting is that the hedging relationship must be highly effective in achieving offsetting changes in fair value or cash flows. The company has not yet determined when it will implement FAS 133 nor has it completed the complex analysis required to determine the impact on its financial statements.

# NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS 

(DOLLARS IN THOUSANDS)

## EARNINGS PER SHARE ("EPS")

The computation of basic earnings per share is based on net income and the weighted average number of common shares outstanding for the three and nine months ending September 30, 1998 and 1997. The diluted earnings per share gives effect to the outstanding restricted stock and common stock options calculated using the treasury stock method. The convertible debentures and convertible preferred stock would be anti-dilutive to the calculation of diluted EPS and therefore are not included. The OP units not held by the Company have been included in the diluted EPS calculation since they are convertible on a one-for-one basis. The following table reconciles the basic and diluted earnings per share calculations:

## Net income

Less: Preferred stock dividends
Basic EPS:
Net income - available to common stockholders
Diluted EPS:
Effect of dilutive securities:
Conversion of OP units
Employee stock options and restricted stock Convertible preferred stock
Convertible debentures
Net income - available to common stockholders
Let income
Ness: Preferred stock dividends
Basic EPS:
Net income - available to common stockholders
Diluted EPS:
Effect of dilutive securities:
$\quad$ Conversion of OP units
$\quad$ Employee stock options and restricted stock
Convertible preferred stock
Convertible debentures

Net income - available to common stockholders


For the Nine Months Ended September 30,


NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
2. ORGANIZATION:

The Company was incorporated under the General Corporation Law of Maryland on September 9, 1993 and commenced operations effective with the completion of its initial public offering ("IPO") on March 16, 1994. The Company was formed to continue the business of the Macerich Group, which since 1972 has focused on the acquisition, ownership, redevelopment, management and leasing of regional shopping centers located throughout the United States. In 1994, the Company became the sole general partner of The Macerich Partnership L.P., (the "Operating Partnership"). The Operating Partnership owns or has an ownership interest in forty-one regional shopping centers and five community shopping centers. Collectively these properties and interests are referred to as the "Centers". The company conducts all of its operations through the Operating Partnership and other wholly owned subsidiaries, and the Company's three Management Companies, Macerich Property Management Company, Macerich Management Company, and Macerich Manhattan Management Company, collectively referred to as "the Management Companies".

The Company is a real estate investment trust under the Internal Revenue Code of 1986, as amended and owned approximately $77 \%$ of The Operating Partnership as of September 30, 1998. The limited partnership interest not owned by the Company is reflected in these financial statements as Minority Interest.
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES:

The following are the Company's investments in various real estate joint ventures, which own retail shopping centers. The Operating Partnership's interest in each joint venture as of September 30, 1998 is as follows:

Joint Venture
The Operating Partnership's
---.-------Ownership \%

Macerich Northwestern Associates
Panorama City Associates
SDG Macerich Properties, L.P. 50\%
West Acres Development 19\%
$\begin{array}{ll}\text { Manhattan Village, LLC } & 10 \%\end{array}$

The Operating Partnership also owns the non-voting preferred stock of the Macerich Management Company and Macerich Property Management Company and is entitled to receive $95 \%$ of the distributable cash flow of these two entities. Macerich Manhattan Management Company is a $100 \%$ subsidiary of Macerich Management Company. The Company accounts for the Management Companies and joint ventures using the equity method of accounting.

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES, CONTINUED:

On February 27, 1998, the Company, through a 50/50 joint venture, SDG Macerich Properties, L.P., acquired a portfolio of twelve regional malls. The total purchase price was $\$ 974,500$ including the assumption of $\$ 485,000$ in debt. The Company funded its $50 \%$ of the remaining purchase price by issuing $3,627,131$ shares of Series A cumulative convertible preferred stock for gross proceeds totaling $\$ 100,000$ in a private placement. The Company also issued $2,879,134$ shares of common stock ( $\$ 79,600$ of total proceeds) under the Company's shelf registration statement. The balance of the purchase price was funded from the Company's line of credit. Each of the joint venture partners have assumed leasing and management responsibilities for six of the regional malls.

The results of these joint ventures are included for the period subsequent to their respective dates of acquisition.

In December 1997, North Valley Plaza, which was $50 \%$ owned by the Company, was sold.

Combined and condensed balance sheets and statements of operations are presented below for all unconsolidated joint ventures, and the Management Companies, followed by information regarding the Operating Partnership's beneficial interest in the combined operations. Beneficial interest is calculated based on the Operating Partnership's ownership interests in the joint ventures and the Management Companies.

## COMBINED AND CONDENSED BALANCE SHEETS OF JOINT VENTURES

 and the management companies|  | $\begin{gathered} \text { September 30, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Assets: |  |  |
| Properties, net | \$1,145,295 | \$153, 856 |
| Other assets | 36,129 | 10,013 |
| Total assets | \$1,181, 424 | \$163,869 |
| Liabilities and partners' capital: |  |  |
| Mortgage notes payable | \$619, 063 | \$84,342 |
| Other liabilities | 44,898 | 6,563 |
| The Company's capital | 229,474 | 7,969 |
| Outside partners' capital | 287,989 | 64,995 |
| Total liabilities and partners' capital | \$1,181,424 | \$163,869 |

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES

- CONTINUED:

COMBINED STATEMENTS OF OPERATIONS OF JOINT VENTURES
AND THE MANAGEMENT COMPANIES

|  | Nine Months Ended September 30, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | SDG |  |  |  |
|  | Macerich | Other | Mgmt |  |
|  | Properties, L.P. | Joint Ventures | Companies | Total |
|  | ------------ | ----------- | --------- | ------ |
| Revenues | \$73, 245 | \$27,999 | \$4,808 | \$106, 052 |
| Expenses: |  |  |  |  |
| Shopping center expenses | 26,134 | 9,394 | - | 35,528 |
| Interest expense | 18,120 | 5,061 | (294) | 22,887 |
| Management company expense | - | - | 6,663 | 6,663 |
| Depreciation and amortization | 12,977 | 3,196 | 444 | 16,617 |
| Total operating expenses | 57,231 | 17,651 | 6,813 | 81,695 |
| Gain (loss) on sale or write-down of assets | - | 126 | (197) | (71) |
| Net income (loss) | \$16, 014 | \$10,474 | (\$2, 202) | \$24, 286 |


| Revenues | - | \$22, 372 | \$3, 062 | \$25,434 |
| :---: | :---: | :---: | :---: | :---: |
| Expenses: |  |  |  |  |
| Shopping center expenses | - | 8,169 | - | 8,169 |
| Interest expense | - | 4,777 | (93) | 4,684 |
| Management company expense | - | - | 3,397 | 3,397 |
| Depreciation and amortization | - | 3,218 | 283 | 3,501 |
| Total operating expenses | - | 16,164 | 3,587 | 19,751 |
| Loss on sale or write-down of assets | - | $(20,576)$ | - | $(20,576)$ |
| Net loss | - | (\$14, 368 ) | (\$525) | (\$14, 893 ) |

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES
-- CONTINUED:
COMBINED STATEMENTS OF OPERATIONS OF JOINT VENTURES
AND THE MANAGEMENT COMPANIES

|  | Three Months Ended September 30, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```SDG Macerich Properties, L.P.``` | Other Joint Ventures | Mgmt Companies | Total |
| Revenues | \$31, 492 | \$9, 094 | \$1,690 | \$42, 276 |
| Expenses: |  |  |  |  |
| Shopping center expenses | 11,571 | 2,968 | - | 14,539 |
| Interest expense | 7,797 | 1,898 | (103) | 9,592 |
| Management company expense | - | - | 2,549 | 2,549 |
| Depreciation and amortization | 6,111 | 1,139 | 134 | 7,384 |
| Total operating expenses | 25,479 | 6,005 | 2,580 | 34, 064 |
| Gain (loss) on sale or write-down of assets | - | - | - | - |
| Net income (loss) | \$6, 013 | \$3, 089 | (\$890) | \$8,212 |


|  | Three Months Ended September 30, 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```SDG Macerich Properties, L.P.``` | Other Joint Ventures | Mgmt Companies | Total |
| Revenues | - | \$ 8,550 | \$1,214 | \$9,764 |
| Expenses: |  |  |  |  |
| Shopping center expenses | - | 3,116 | - | 3,116 |
| Interest expense | - | 1,595 | (46) | 1,549 |
| Management company expense | - | - | 1,493 | 1,493 |
| Depreciation and amortization | - | 1,153 | 103 | 1,256 |
| Total operating expenses | - | 5,864 | 1,550 | 7,414 |
| Loss on sale or write-down of assets | - | $(20,923)$ | - | $(20,923)$ |
| Net loss | - | \$ $(18,237)$ | (\$336) | $(\$ 18,573)$ |

Significant accounting policies used by the unconsolidated joint ventures and the Management Companies are similar to those used by the Company.

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES -- CONTINUED:

Included in mortgage notes payable are amounts due to related parties of $\$ 74,911$ and $\$ 43,500$ at September 30, 1998 and December 31, 1997, respectively. Interest expense incurred on these borrowings amounted to $\$ 1,057$ and $\$ 750$ for the three months ended September 30, 1998 and 1997, respectively, and \$2,540 and \$2,233 for the nine months ended September 30, 1998 and 1997, respectively.

PRO RATA SHARE OF COMBINED AND CONDENSED STATEMENTS OF OPERATIONS OF JOINT VENTURES AND THE MANAGEMENT COMPANIES

The following tables set forth the Operating Partnership's beneficial interest in the joint ventures:

|  | Nine Months Ended September 30, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { SDG } \\ \text { Macerich } \\ \text { Properties, L.P. } \end{gathered}$ | Other <br> Joint Ventures | Mgmt Companies | Total |
| Revenues | \$36,622 | \$8,242 | \$4,568 | \$49,432 |
| Expenses: |  |  |  |  |
| Shopping center expenses | 13,067 | 2,927 | - | 15,994 |
| Interest expense | 9,060 | 1,749 | (279) | 10,530 |
| Management company expense | - | - | 6,330 | 6,330 |
| Depreciation and amortization | 6,488 | 1,072 | 422 | 7,982 |
| Total operating expenses | 28,615 | 5,748 | 6,473 | 40, 836 |
| Gain (loss) on sale or write-down of assets | - | 23 | (187) | (164) |
| Net income (loss) | \$8,007 | \$2,517 | $(\$ 2,092)$ | \$8,432 |


|  | Nine Months Ended September 30, 1997 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { SDG } \\ \text { Macerich } \\ \text { Properties, L.P. } \end{gathered}$ | Other <br> Joint Ventures | Mgmt <br> Companies | Total |
| Revenues | - | \$8, 024 | \$2,909 | \$10,933 |
| Expenses: |  |  |  |  |
| Shopping center expenses | - | 3,039 | - | 3,039 |
| Interest expense | - | 1,600 | (88) | 1,512 |
| Management company expense | - | - | 3,227 | 3,227 |
| Depreciation and amortization | - | 1,423 | 268 | 1,691 |
| Total operating expenses | - | 6,062 | 3,407 | 9,469 |
| Loss on sale or write-down of assets | - | $(9,072)$ | - | $(9,072)$ |
| Net loss | - | $(\$ 7,110)$ | (\$498) | (\$7,608) |

NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
3. INVESTMENTS IN UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES

- CONTINUED:

PRO RATA SHARE OF COMBINED AND CONDENSED STATEMENTS OF OPERATIONS OF JOINT VENTURES AND THE MANAGEMENT COMPANIES

|  | Three Months Ended September 30, 1998 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | ```SDG Macerich Properties, L.P.``` | Other Joint Ventures | Mgmt Companies | Total |
| Revenues | \$15, 746 | \$2,703 | \$1,605 | \$20, 054 |
| Expenses: |  |  |  |  |
| Shopping center expenses | 5,785 | 950 | - | 6,735 |
| Interest expense | 3,898 | 689 | (98) | 4,489 |
| Management company expense | - | - | 2,421 | 2,421 |
| Depreciation and amortization | 3, 055 | 375 | 127 | 3,557 |
| Total operating expenses | 12,738 | 2,014 | 2,450 | 17,202 |
| Gain (loss) on sale or write-down of assets | - | - | - | - |
| Net income (loss) | \$3, 008 | \$689 | (\$845) | \$2,852 |


| Three Months Ended September 30, 1997 |  |  |  |
| :---: | :---: | :---: | :---: |
| SDG |  |  |  |
| Macerich | Other | Mgmt |  |
| Properties, L.P. | Joint Ventures | Companies | Total |
| - | \$2,896 | \$1,153 | \$4, 049 |
| - | 1,102 | - | 1,102 |
| - | 536 | (44) | 492 |
| - | - | 1,418 | 1,418 |
| - | 480 | 98 | 578 |
| - | 2,118 | 1,472 | 3,590 |
| - | $(9,140)$ | - | $(9,140)$ |
| - | (\$8, 362) | (\$319) | (\$8, 681) |
| ======= | ====== | ======= | ======== |

THE MACERICH COMPANY (THE COMPANY)
NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
4. PROPERTY:

Property is comprised of the following at:

|  | $\begin{gathered} \text { September 30, } \\ 1998 \end{gathered}$ | $\begin{gathered} \text { December 31, } \\ 1997 \end{gathered}$ |
| :---: | :---: | :---: |
| Land | \$403, 738 | \$313, 050 |
| Building Improvements | 1,602,276 | 1,235,459 |
| Tenant Improvements | 44,710 | 38, 097 |
| Equipment \& Furnishings | 8,707 | 7,576 |
| Construction in Progress | 36,607 | 13,247 |
| Less, accumulated depreciation | $\begin{array}{r} 2,096,038 \\ (233,896) \end{array}$ | $\begin{gathered} 1,607,429 \\ (200,250) \end{gathered}$ |
|  | \$1, 862, 142 | \$1, 407, 179 |

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5. MORTGAGE NOTES PAYABLE:

Mortgage notes payable at September 30, 1998 and December 31, 1997 consist of the following:

|  | Carrying Amount of Notes |  |  |  |  | Payment Terms | Maturity Date |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1998 |  | 1997 |  | Interest Rate |  |  |
| Property Pledged As Collateral | Other | Related Party | Other | Related Party |  |  |  |
| Capitola Mall |  | \$37,433 |  | \$37,675 | 9.25\% | 316 (d) | 2001 |
| Chesterfield Towne Center | \$65,230 | --- | \$65,708 | --- | 9.10\% | 548(e) | 2024 |
| Chesterfield Towne Center | 3,290 | ---- | 3,359 | ---- | 8.54\% | 28(d) | 1999 |
| Citadel | 74,861 | ---- | 75,600 | ---- | 7.20\% | 544(d) | 2008 |
| Corte Madera, Village at (k) | 40, 000 | ---- | - | ---- | 9.63\% | interest only | 1998 |
| Crossroads Mall (a) | ---- | 35,374 | ---- | 35,638 | 7.08\% | 244(d) | 2010 |
| Fresno Fashion Fair (j) | 69,000 | --- | 38,000 | ---- | 6.52\% | interest only | 2008 |
| Greeley Mall | 17,251 | ---- | 17,815 | ---- | 8.50\% | 187(d) | 2003 |
| Green Tree Mall/Crossroads - OK |  |  |  |  |  |  |  |
| Holiday Village Mall | 17,714 | 17,000 | - | 17,000 | 6.75\% | interest only | 2001 |
| Lakewood Mall (c) | 127,000 | ---- | 127,000 | ---- | 7.20\% | interest only | 2005 |
| Northgate Mall | - | 25,000 | --- | 25,000 | 6.75\% | interest only | 2001 |
| Parklane Mall | ---- | 20,000 | ---- | 20,000 | 6.75\% | interest only | 2001 |
| Queens Center | 65,100 | ---- | 65,100 | ---- | (f) | interest only | 1999 |
| Rimrock Mall | 31,134 | ---- | 31,517 | ---- | 7.70\% | 244(d) | 2003 |
| South Plains Mall | 29,441 | ---- | ---- | ---- | 6.3\% (i) | 348 (d) | 2008 |
| South Towne Center | 64,000 | ---- | 65,000 | ---- | 6.61\% (g) | interest only | 2008 |
| Valley View Center | 51,000 | ---- | 51,000 | ---- | 7.89\% | interest only | 2006 |
| Villa Marina Marketplace | 58,000 | ---- | 58,000 | ---- | 7.23\% | interest only | 2006 |
| Vintage Faire Mall (h) | 54,757 | ---- | 55,433 | ---- | 7.65\% | 427(d) | 2003 |
| Westside Pavilion | 100,000 | ---- |  |  | 6.67\% | interest only | 2008 |
| Total | \$967,778 | \$134, 807 | \$771, 246 | \$135, 313 |  |  |  |
| Weighted average interest rate at September 30, 1998 |  |  |  |  | 7.01\% |  |  |
| Weighted average interest rate at December 31, 1997 |  |  |  |  | 7.42\% |  |  |

Notes:
(a) This note was issued at a discount. The discount is being amortized over the life of the loan using the effective interest method. At September 30, 1998 and December 31, 1997, the unamortized discount was $\$ 405$ and \$430, respectively.
(b) This loan is cross collateralized by Green Tree Mall, Crossroads Mall, Oklahoma and The Centre at Salisbury.
(c) On August 15, 1995, the Company issued $\$ 127,000$ of collateralized floating rate notes (the "Notes"). The Notes bear interest at an average fixed rate of $7.20 \%$ and mature in July 2005.
5. MORTGAGE NOTES PAYABLE, CONTINUED:

The Notes require the Company to deposit all cash flow from the property operations with a trustee to meet its obligations under the Notes. Cash in excess of the required amount, as defined, is released. Included in cash and cash equivalents is $\$ 750$ of restricted cash deposited with the trustee at September 30, 1998 and at December 31, 1997.
(d) This represents the monthly payment of principal and interest.
(e) This amount represents the monthly payment of principal and interest. In addition, contingent interest, as defined in the loan agreement, may be due to the extent of $35 \%$ of the amount by which the property's gross receipts (as defined in the loan agreement) exceed a base amount specified therein. Contingent interest expense recognized by the Company was $\$ 234$ and $\$ 0$ for the nine months ended September 30, 1998 and 1997, respectively.
(f) This loan bears interest at LIBOR plus $0.45 \%$. There is an interest rate protection agreement in place on the first $\$ 10,200$ of this debt with a LIBOR ceiling of $5.88 \%$ through maturity with the remaining principal having an interest rate cap with a LIBOR ceiling at $7.7 \%$.
(g) In July 1998, this loan was reduced by $\$ 1,000$ and converted into a fixed rate loan bearing interest at $6.61 \%$ maturing in 2008.
(h) Included in cash and cash equivalents is $\$ 3,031$ and $\$ 3,030$ at September 30, 1998 and December 31, 1997, respectively, of cash restricted under the terms of this loan agreement.
(i) This note was assumed at acquisition. At the time of acquisition in June 1998, this debt was recorded at fair market value and the premium is being amortized over the life of the loan using the effective interest method. The monthly debt service payment is $\$ 348$ per month and is calculated based on a $12.5 \%$ interest rate. At September 30, 1998, the unamortized premium was $\$ 6,479$.
(j) The Company incurred a loss on early extinguishment of the old debt of \$2,324.
(k) This loan was refinanced on October 25, 1998. The new loan is for \$60,000, bears interest at LIBOR plus $2 \%$ and matures on November 1, 1999.

The Company periodically enters into treasury lock agreements in order to hedge its exposure to interest rate fluctuations on anticipated financings. Under these agreements, the Company pays or receives an amount equal to the difference between the treasury lock rate and the market rate on the date of settlement, based on the notional amount of the hedge. The realized gain or loss on the contracts is recorded on the balance sheet and amortized to interest expense over the period of the hedged loans. The Company has one unsettled treasury lock for a notional amount of
5. MORTGAGE NOTES PAYABLE, CONTINUED:
$\$ 140,000$. As of September 30, 1998, the treasury rate lock was higher than the market rate resulting in an unrealized hedge liability of approximately \$6,900, which has been accrued at September 30, 1998.

Certain mortgage loan agreements contain a prepayment penalty provision for the early extinguishment of the debt.

Total interest expense capitalized for the three months ending September 30,1998 and 1997 was $\$ 730$ and $\$ 1,617$, respectively; and $\$ 2,201$ and $\$ 1,916$ for the nine months ended September 30, 1998 and 1997, respectively.

The market value of notes payable at September 30, 1998 and December 31, 1997 is estimated to be approximately $\$ 1,240,700$ and $\$ 1,013,000$, respectively, based on current interest rates for comparable loans.
6. BANK NOTES PAYABLE:

At December 31, 1997, the Company had \$55,000 outstanding under its \$60,000 unsecured credit facility, which bore interest at LIBOR plus 1.325\%. On February 26, 1998, the Company increased this credit facility to $\$ 150,000$ with a maturity of February 2000, currently bearing interest at LIBOR plus $1.10 \%$. As of September 30, 1998, $\$ 140,000$ was outstanding on this line of credit.
7. CONVERTIBLE DEBENTURES:

During 1997, the Company issued and sold \$161, 400 of convertible subordinated debentures (the "Debentures") due 2002. The Debentures, which were sold at par, bear interest at $7.25 \%$ annually (payable semi-annually) and are convertible at any time, on or after 60 days, from the date of issue at a conversion price of $\$ 31.125$ per share. The Debentures mature on December 15, 2002 and are callable by the Company after June 15, 2002 at par plus accrued interest.
8. RELATED-PARTY TRANSACTIONS:

The Company has engaged The Management Companies to manage the operations of its properties and certain unconsolidated joint ventures. For the three months ending September 30, 1998 and 1997, management fees of $\$ 718$ and \$552, respectively; and for the nine months ending September 30, 1998 and 1997 of $\$ 1,968$ and $\$ 1,572$, respectively, were paid to the Management Companies by the Company.
8. RELATED-PARTY TRANSACTIONS, CONTINUED:

Certain mortgage notes were held by outside partners of the individual Macerich Group partnerships. Interest expense in connection with these notes was $\$ 2,784$ and $\$ 2,538$ for the three months ended September 30, 1998 and 1997, respectively; and $\$ 7,659$ and $\$ 7,531$ for the nine months ended September 30, 1998 and 1997, respectively. Included in accrued interest expense is interest payable to these partners of $\$ 492$ and $\$ 517$ at September 30, 1998 and December 31, 1997, respectively.
9. COMMITMENTS AND CONTINGENCIES:

Certain partnerships have entered into noncancellable operating ground leases. The leases expire at various times through 2070, subject in some cases to options to extend the terms of the lease.

Certain leases provide for contingent rent payments based on a percent of base rent income, as defined. Ground rent expenses were $\$ 115$ and $\$ 230$ for the three months ended September 30, 1998 and 1997, respectively; and $\$ 760$ and $\$ 573$ for the nine months ended September 30, 1998 and 1997, respectively. There were no contingent rents in either period.

Perchloroethylene (PCE) has been detected in soil and groundwater in the vicinity of a dry cleaning establishment at North Valley Plaza, formerly owned by a joint venture of which the Company was a member. The property was sold on December 18, 1997. The California Department of Toxic Substances Control (DTSC) advised the Company in 1995 that very low levels of Dichloroethylene (1,2 DCE), a degradation byproduct of PCE, had been detected in a municipal water well located $1 / 4$ mile west of the dry cleaners, and that the dry cleaning facility may have contributed to the introduction of 1,2 DCE into the water well. According to DTSC, the maximum contaminant level. (MCL) for 1,2 DCE which is permitted in drinking water is 6 parts per billion (ppb). The 1,2 DCE was detected in the water well at a concentration of 1.2 ppb , which is below the MCL. The Company has retained an environmental consultant and has initiated extensive testing of the site. Remediation began in October 1997. The joint venture agreed (between itself and the buyer) that it would be responsible for continuing to pursue the investigation and remediation of impacted soil and groundwater resulting from releases of PCE from the former dry cleaner. $\$ 100$ and $\$ 65$ have already been incurred by the Company for remediation, and professional and legal fees for the periods ending September 30, 1998 and 1997, respectively. An additional $\$ 461$ and $\$ 621$ was accrued as a liability by the Company as of September 30, 1998 and September 30, 1997, respectively. The Company has been sharing costs on a $50 / 50$ basis with a former owner of the property and intends to look to additional responsible parties for recovery.

Low levels of toluene, a petroleum constituent, was detected in one of three groundwater dewatering system holding tanks at Queens Center government agency has requested any action to address this matter. Although the Company believes that no remediation will be required, the Company established a $\$ 150$ reserve in 1996 to cover professional fees and testing costs, which was reduced by costs incurred of $\$ 1$ and $\$ 5$ for the nine months ending September 30, 1998 and 1997 , respectively. The Company intends to look to the responsible parties and insurers if remediation is required.

## NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS <br> (DOLLARS IN THOUSANDS)

9. COMMITMENTS AND CONTINGENCIES, CONTINUED:

The Company acquired Fresno Fashion Fair in December 1996. Asbestos has been detected in structural fireproofing throughout much of the Center. Testing data conducted by professional environmental consulting firms indicates that the fireproofing is largely inaccessible to building occupants and is well adhered to the structural members. Additionally, airborne concentrations of asbestos were well within OSHA's permissible exposure limit (PEL) of .1 fcc . The accounting for this acquisition includes a reserve of $\$ 3.3$ million to cover future removal of this asbestos, as necessary. The Company incurred $\$ 206$ and $\$ 94$ in remediation costs for the nine months ending September 30, 1998 and 1997, respectively.
10. PRO FORMA INFORMATION:

On February 27, 1998, the Company, through a 50/50 joint venture, SDG Macerich Properties, L.P., acquired a portfolio of twelve regional malls. Additionally, on June 19, 1998, the Company acquired South Plains Mall in Lubbock, Texas for approximately $\$ 115,700$. The purchase price consisted of $\$ 29,400$ of debt, at market value, and $\$ 86,300$ of cash.

On July 1, 1998, the Company acquired the Westside Pavilion in Los Angeles, California for $\$ 170,500$. The purchase price was funded from the Company's line of credit and a new ten year $\$ 100,000$ mortgage placed on the property at closing at an effective fixed interest rate of $6.67 \%$.

The Company acquired $40 \%$ of the Village at Corte Madera in Corte Madera, California, on June 16 and the remaining $60 \%$ on July 24, 1998 and also acquired Carmel Plaza in Carmel, California on August 10, 1998. The combined purchase price was $\$ 165,500$ consisting of the assumption of $\$ 40,000$ of debt and the issuance of $\$ 7,900$ of $O P$ units and $\$ 117,600$ in cash.

On a pro forma basis, reflecting these acquisitions and the 1998 equity offerings as if they had occurred on January 1, 1998 and 1997, the Company would have reflected net income of $\$ 30,200$ and $\$ 21,400$ for the nine months ended September 30, 1998 and 1997, respectively. Net
income -- available to common stockholders on a basic and diluted per share basis would be $\$ 0.42$ and $\$ 0.41$, for the nine months ended September 30, 1998 respectively; and $\$ 0.29$ and $\$ 0.29$, for the nine months ended September 30, 1997, respectively.

## 11. PREFERRED STOCK:

In February, 1998, the Company issued 3,627,131 shares of Series A cumulative convertible preferred stock for proceeds totaling \$100,000 in a private placement. The preferred stock can be converted on a one for one basis into common stock and will pay a dividend equal to the greater of $\$ 0.46$ per share per quarter or the dividend then payable on a share of common stock.

On June 17, 1998, the Company issued 5,487,471 shares of Series B cumulative convertible preferred stock for proceeds totaling \$150,000 in a direct private placement. The preferred stock can be converted on a one for one basis into common stock and will pay a dividend equal to the greater of $\$ 0.46$ per share per quarter or the quarterly dividend then payable on a share of common stock.

THE MACERICH COMPANY (THE COMPANY)
NOTES TO CONDENSED AND CONSOLIDATED FINANCIAL STATEMENTS
(DOLLARS IN THOUSANDS)
12. SUBSEQUENT EVENTS:

On November 10, 1998, a dividend 10 distribution of $\$ 0.485$ per share was declared for common stockholders and $O P$ unit holders of record on November 24, 1998. In addition, the Company declared a dividend of $\$ 0.485$ on the Company's Series A cumulative convertible preferred stock
and a dividend of $\$ 0.485$ on the Company's Series B cumulative convertible preferred stock. All dividends/distributions will be payable on December 7, 1998.

ITEM II
MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion is based primarily on the consolidated balance sheet of The Macerich Company (the "Company") as of September 30, 1998, and also compares the activities for the three and nine months ended September 30, 1998 to the activities for the three and nine months ended September 30, 1997.

This information should be read in conjunction with the accompanying consolidated financial statements and notes thereto. These financial statements include all adjustments, which are, in the opinion of management, necessary to reflect the fair statement of the results for the interim periods presented, and all such adjustments are of a normal recurring nature.

This Quarterly Report on Form $10-\mathrm{Q}$ contains or incorporates statements that constitute forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Those statements appear in a number of places in this Quarterly Report on Form $10-\mathrm{Q}$ and include statements regarding, among other matters, the Company's growth opportunities, the Company's acquisition strategy, regulatory matters pertaining to compliance with governmental regulations and other factors affecting the Company's financial condition or results of operations. Stockholders are cautioned that any such forward looking statements are not guarantees of future performance and involve risks, uncertainties and other factors which may cause actual results, performance or achievements to differ materially from the future results, performance or achievements, expressed or implied in such forward looking statements. Such factors include, among others, general economic and business conditions, which will, among other things, affect demand for retail space or retail goods, availability and creditworthiness of prospective tenants, lease rents and the terms and availability of financing and operating expenses; adverse changes in the real estate markets including, among other things, competition with other companies, risks of real estate development and acquisition; governmental actions and initiatives; environmental and safety requirements; and Year 2000 compliance issues of the Company and third parties and related service interruptions or payment delays.

The following reflects the Company's acquisitions in 1997 and 1998:
"1997 ACQUISITION CENTERS":
South Towne Center
Stonewood Mall
Manhattan Village Shopping Center The Citadel
Great Falls Marketplace
"1998 ACQUISITION CENTERS": ERE/Yarmouth Portfolio South Plains Mall Westside Pavilion Village at Corte Madera Carmel Plaza

DATE ACQUIRED

March 27, 1997
August 6, 1997
August 19, 1997
December 19, 1997
December 31, 1997

February 27, 1998
June 19, 1998
July 1, 1998
June-July 1998
August 10, 1998

LOCATION

Sandy, Utah
Downey, California
Manhattan Beach, California
Colorado Springs, Colorado
Great Falls, Montana

Eight States
Lubbock, Texas
Los Angeles, California
Corte Madera, California
Carmel, California

The financial statements include the results of these centers for periods subsequent to their acquisition.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED

Manhattan Village Shopping Center and the ERE/Yarmouth portfolio ("Joint Venture Acquisitions") were acquired by unconsolidated joint ventures of the Company which are reflected using the equity method of accounting. The results of these acquisitions are reflected in the consolidated results of operations of the Company in equity in income of unconsolidated joint ventures and the Management Companies.

Many of the variations in the results of operations, discussed below, occurred due to the addition of these properties to the portfolio during 1998 and 1997. Many factors, such as the availability and cost of capital, overall debt to market capitalization level, interest rates and availability of potential acquisition targets that meet the Company's criteria, impact the Company's ability to acquire additional properties. Accordingly, management is uncertain as to whether during the balance of 1998, and in future years, there will be similar acquisitions and corresponding increases in revenues, equity in income of unconsolidated joint ventures and the Management Companies, net income and funds from operations that occurred as a result of the addition of the 1998 and 1997 Acquisition Centers. All other centers are referred to herein as the "Same Centers".

The bankruptcy and/or closure of retail stores, particularly anchors, may reduce customer traffic and cash flow generated by a center. During 1997, Montgomery Ward filed bankruptcy. The Company has 11 Montgomery Ward stores in its portfolio. Montgomery Ward has not yet disclosed whether they will cease operating any of their stores in the Company's centers. The long-term closure of these or other stores could adversely affect the Company's performance.

RESULTS OF OPERATIONS - NINE MONTHS ENDED SEPTEMBER 30, 1998 AND 1997

## REVENUES

Minimum and percentage rents together increased by $\$ 26.1$ million to $\$ 133.8$ million for the nine months ended September 30, 1998 compared to $\$ 107.7$ million in the nine months ended September 30, 1997. The 1997 and 1998 Acquisition Centers contributed $\$ 24.8$ million of the increase with approximately $\$ 1.3$ million generated from the Same Centers. The impact of EITF 98-9, "Accounting for Contingent Rents in Interim Financial Periods," which was implemented on April 1, 1998, reduced percentage rents by $\$ 2.8$ million for the nine months ending September 30, 1998.

## REVENUES

Tenant recoveries for the nine months ended September 30, 1998 increased by $\$ 11.2$ million compared to the same period in 1997. This was primarily due to the addition of the 1997 and 1998 Acquisition centers. In addition, Same Centers recoveries increased by $\$ 0.5$ million due to increased recoverable expenses during the year.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED:

## EXPENSES

Shopping center expenses increased by $\$ 10.3$ million for the nine months ended September 30, 1998 compared to the same period in 1997. Approximately \$10.6 million of the increase was due to the addition of the 1997 and 1998 Acquisition Centers. The Same Centers had a net decrease of $\$ 0.4$ million, primarily from a decrease in maintenance, repair, security and utility expenses.

General and administrative expenses increased to $\$ 3.1$ million for the nine months ended September 30, 1998 compared to $\$ 2.1$ million in the same period in 1997, primarily due to the accounting change required by EITF 97-11, "Accounting for Internal Costs Relating to Real Estate Property Acquisitions", which requires the expensing of internal acquisition costs. Previously, in accordance with GAAP, certain internal acquisition costs were capitalized. The increase is also attributable to increased executive and director compensation expense.

Interest expense increased to $\$ 66.1$ million at September 30, 1998 compared to $\$ 47.4$ million at September 30, 1997. This increase of $\$ 18.7$ million is primarily attributable to the acquisition activity in 1997 and 1998, which was partially funded with secured debt and borrowings under the Company's line of credit. In addition, in June and July of 1997, the Company issued \$161.4 million of convertible debentures, which resulted in $\$ 5.7$ million of the increase.

Depreciation and amortization increased to $\$ 38.9$ million at September 30, 1998 compared to $\$ 29.8$ million at September 30, 1997. This increase of $\$ 9.1$ million relates primarily to the 1997 and 1998 Acquisition Centers.

INCOME FROM UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES
The income from unconsolidated joint ventures and the Management Companies increased to $\$ 8.4$ million compared to a $\$ 7.6$ million loss for the period ended September 30, 1997. $\$ 10.5$ million of the difference is attributable to the write down, and the loss on the sale, of North Valley Plaza in 1997 and the remaining due to the Joint Venture Acquisitions.

NET INCOME -- AVAILABLE TO COMMON STOCKHOLDERS
Net income for the nine months ended September 30, 1998 increased to $\$ 18.8$ million compared to $\$ 14.8$ million for the nine months ended September 30, 1997. This increase was due to the factors discussed above.

CASH FLOWS FROM OPERATING ACTIVITIES
As a result of the factors discussed above, cash flow from operations increased to $\$ 82.8$ million for the nine months ended September 30, 1998 from $\$ 55.4$ million during the same period in 1997. This increase is primarily due to increased net operating income from the 1997 and 1998 Acquisition Centers

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED

CASH FLOWS FROM INVESTING ACTIVITIES
Net cash flow used in investing activities increased to $\$ 655.8$ million for the nine months ended September 30, 1998 from $\$ 162.8$ million for the same period in 1997. This increase is primarily due to the increase in cash used for acquisitions in the nine months ended September 30, 1998 compared to the same period in 1997.

CASH FLOWS FROM FINANCING ACTIVITIES
Cash flow from financing activities increased to $\$ 564.7$ million for the nine months ended September 30, 1998 from $\$ 104.6$ million for the same period in 1997 as a result of net proceeds received from issuing stock and debt in 1998.

RESULTS OF OPERATIONS -- THREE MONTHS ENDED SEPTEMBER 30, 1998 AND 1997

## REVENUES

Minimum and percentage rents together increased by $\$ 11.9$ million to $\$ 49.9$ million for the three months ended September 30, 1998 compared to $\$ 38.0$ million in the three months ended September 30, 1997. The 1997 and 1998 Acquisition Centers contributed the majority of this increase. The impact of EITF 98-9, which was implemented April 1, 1998, reduced percentage rents by $\$ 1.0$ million for the three months ended September 30, 1998.

Tenant recoveries for the third quarter of 1998 increased by $\$ 5.3$ million compared to the third quarter of 1997. The addition of the 1997 and 1998 Acquisition Centers represented $\$ 6.0$ million of this increase with the offsetting decrease of $\$ 1.3$ million attributable to the Same Centers.

EXPENSES
Shopping center expenses increased by $\$ 4.2$ million for the three months ended September 30, 1998 compared to the same period in 1997. Approximately \$5. million of the increase was due to the addition of the 1997 and 1998 Acquisition Centers. The Same Centers had a net decrease of $\$ 1.5$ million, primarily from a decrease in maintenance, repair, security and utility expenses.

Interest expense increased to $\$ 24.9$ million for the three months ended September 30, 1998 compared to the $\$ 16.2$ million for the three months ended September 30, 1997. This increase of $\$ 8.7$ million is primarily attributable to the acquisition activity in 1997 and 1998, which was partially funded with secured debt and borrowings under the Company's line of credit.

Depreciation and amortization increased to $\$ 15.3$ million for the three months ended September 30, 1998 compared to $\$ 10.1$ million for the same period in 1997. This increase of $\$ 5.2$ million relates primarily to the 1997 and 1998 Acquisition Centers.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED:

## INCOME FROM UNCONSOLIDATED JOINT VENTURES AND THE MANAGEMENT COMPANIES

The income from unconsolidated joint ventures and the Management Companies increased to $\$ 2.8$ million for the three months ended September 30, 1998 compared to an $\$ 8.7$ million loss for the same period in 1997. $\$ 10.5$ million of the change is attributable to the write down, and the loss on sale, of North Valley Plaza in 1997 and the remaining due to the Joint Venture Acquisitions.

NET INCOME -- AVAILABLE TO COMMON STOCKHOLDERS
Net income for the three months ended September 30, 1998 increased to $\$ 4.6$ million compared to $\$ 1.9$ million for the three months ended September 30, 1997. This increase was due to the factors discussed above.

## LIQUIDITY AND CAPITAL RESOURCES

The Company intends to meet its short term liquidity needs through cash generated from operations and working capital reserves. The Company anticipates that revenues will continue to provide necessary funds for its operating expenses and debt service requirements, and to pay dividends to stockholders in accordance with REIT requirements. The Company anticipates that cash generated from operations, together with cash on hand, will be adequate to fund capital expenditures which will not be reimbursed by tenants, other than non-recurring capital expenditures. Capital for major expenditures or redevelopments has been, and is expected to continue to be, obtained from equity or debt financings.

The Company believes that it will have access to the capital necessary to expand its business in accordance with its strategies for growth and maximizing Funds from Operations. The Company presently intends to obtain the additional capital necessary to expand its business through a combination of additional equity offerings and debt financings.

The Company's total outstanding loan indebtedness at September 30, 1998 was $\$ 1.7$ billion (including its pro rata share of joint venture debt). This equated to a debt to Total Market Capitalization (defined as total debt of the Company, including its pro rata share of joint venture debt, plus aggregate market value of outstanding shares of common stock, assuming full conversion of all outstanding OP Units and preferred stock into common stock) ratio of $54 \%$ at September 30, 1998. The Company's debt consists primarily of fixed rate, conventional mortgages payable secured by individual properties. In connection with $\$ 65.1$ million of the Company's floating rate indebtedness, the Company has entered into interest rate protection agreements that limit the Company's exposure to increases in interest rates.

The Company has filed a shelf registration statement, effective December 8, 1997, to sell securities. The shelf registration was for a total of $\$ 500$ million of common stock, common stock warrants or common stock rights. On February 18, 1998, the Company issued 1,052,650 shares and on February 23, 1998, an additional 1, 826,484 shares were issued. On April 24, 1998, the Company issued 808,989 shares and an additional 967,256 and 1,864, 802 shares were issued on April 29, 1998 and May 29, 1998, respectively. The total gross proceeds of these transactions were approximately $\$ 178.8$ million, leaving approximately $\$ 321.2$ million available under the shelf registration statement.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED

The Company has an unsecured line of credit for up to $\$ 150$ million. There was $\$ 55$ million of borrowings outstanding at December 31, 1997 and $\$ 140$ million outstanding on September 30, 1998.

At September 30, 1998 and December 31, 1997, the Company had cash and cash equivalents of $\$ 16.9$ million and $\$ 25.2$ million, respectively

YEAR 2000 READINESS DISCLOSURE
The information provided below contains Year 2000 statements and is a Year 2000 Readiness Disclosure pursuant to Pub. L. No. 105-271.

Year 2000 Issues

The Year 2000 issue results from computer programs and embedded technology using two digits rather than four to define the applicable year. The Company's computer equipment and software and devices with embedded technology that are time-sensitive may recognize a date using "00" as the year 1900 rather than the year 2000. This could result in system failure or erroneous data which would cause disruptions of operations.

The Company has initiated a Year 2000 compliance program consisting of the following phases: (1) identification of Year 2000 issues; (2) assessment of Year 2000 compliance of systems; (3) remediation or replacement of non-compliant systems; (4) testing to verify compliance; and (5) contingency planning, as appropriate. This program includes a review of both information technology ("IT") and non-IT systems and is being supervised by the Company's Year 2000 task force which consists of management as well as operational and IT staff members.

T Systems

The Company is conducting a review of its core computer hardware systems and software programs to determine if such systems and programs will properly process dates in the Year 2000 and thereafter. Based on manufacturer or vendor information, the Company presently believes most of its critical computer hardware systems and software programs are substantially Year 2000 compliant. The Company is currently in the process of conducting its own evaluation and testing to verify compliance of its critical hardware systems and software and expects to conclude such testing by April 1, 1999. The most important software program to the Company's operations is its property management and accounting software. The Company has been advised by its independent software vendor that it has completed its evaluation, testing and modification of this program and the necessary changes have been completed to achieve Year 2000 compliance. The Company is conducting its own evaluation and testing to confirm this conclusion. The Company is also in the process of assessing the Year 2000 compliance of other non-critical hardware systems and software programs and expects to complete such phases by December 31, 1998

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED:

## Non-IT Systems

Part of the Company's Year 2000 program also includes a review of the various operating systems of each of its portfolio properties and main offices. These systems typically include embedded technology which complicates the Company's Year 2000 efforts. Examples of these types of systems include energy management systems, telecommunications systems, elevators, security systems and copiers. The various operating systems are initially assigned priorities based on the importance of the system to each property's operations and the potential impact of non-compliance. A majority of the Company's properties have substantially completed their initial assessment of each system and are verifying Year 2000 compliance through the manufacturers and/or vendors of the systems. Based on the information received, each property will prepare recommendations regarding the remediation and testing phases. Remediation and testing recommendations and time lines will be prepared based on the importance of each system to the property's operations. The Company currently anticipates completing the remediation and testing phases for the critical operating systems at each property prior to June 1, 1999 and expects the Year 2000 program to continue beyond January 1, 2000 with respect to non-critical systems and issues.

## Material Third Parties

The Company is in the process of communicating with material vendors, utilities, and tenants about their plans and progress in addressing the Year 2000 issues. The Company will monitor the Year 2000 progress of these entities and evaluate the impact of their progress on the Company's operations.

Costs
Because the Company's assessment and remediation efforts are ongoing, the Company is unable to estimate the actual costs of achieving Year 2000 compliance for its internal systems and equipment. To date, the Company has not expended significant amounts since its evaluation of Year 2000 issues has been primarily conducted by its own personnel.

## Risks

As is true of most businesses, the Company is vulnerable to external forces that might generally effect industry and commerce, such as utility company Year 2000 compliance failures and related service interruptions. In addition, failure of information and operating systems of tenants may delay the payment of rent to the Company. A contingency plan has not been developed for dealing with the most reasonably likely worst case scenario since the Company is unable at this time to clearly identify such a scenario. The Company will continue to evaluate these and other potential areas of risk and develop contingency plans, as appropriate.

Based on currently available information, the Company believes that the Year 2000 issue will not pose significant operational problems for the Company. However, if all Year 2000 issues are not properly identified, or assessment, remediation and testing are not effected in a timely manner, there can be no assurance that the Year 2000 issue will not adversely affect the Company's results of operations or adversely affect the Company's relationships with tenants or other third parties. Additionally, there can be no assurance that the Year 2000 issues of third parties will not have an adverse impact on the Company's results of operations.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED

FUNDS FROM OPERATIONS
The Company believes that the most significant measure of its performance is Funds from Operations ("FFO"). FFO is defined by the National Association of Real Estate Investment Trusts ("NAREIT") to be: Net income (computed in accordance with GAAP), excluding gains or losses from debt restructuring and sales or write down of assets, plus depreciation and amortization (excluding depreciation on personal property and amortization of loan and financial instrument costs) and after adjustments for unconsolidated entities. Adjustments for unconsolidated entities will be calculated on the same basis. FFO does not represent cash flow from operations, as defined by generally accepted accounting principles, and is not necessarily indicative of cash available to fund all cash flow needs. The following reconciles net income available to common stockholders to FFO:

Net income - available to common stockholders
Adjustments to reconcile net income to FFO:
Minority interest
Depreciation and amortization on wholly owned properties
Pro rata share of unconsolidated entities' depreciation and amortization
Gain on sale of assets
Extraordinary loss on early extinguishment of debt
Pro rata share of (gain) loss on sale or write-down
from unconsolidated entities
Amortization of loan costs, including interest rate caps Depreciation of personal property
FFO - basic (1)

To arrive at FFO - diluted:
Impact of convertible preferred stock
Impact of stock options and restricted stock using the treasury method
Impact of convertible debentures

FO - diluted (2)

Nine months ended September 30,

| Shares |  | Amount | Shares |  | Amount |
| :---: | :---: | :---: | :---: | :---: | :---: |
| (amounts in thousands) |  |  |  |  |  |
|  |  | 18,769 |  | \$ | 14,793 |

14,793

7,195 29,815 38,91 1,691

| 164 | 9,072 |
| :--- | ---: |
| 109 | $(1,376)$ |$(2,109)$

37,981

6,898
411 421

| $(\mathrm{n} / \mathrm{a}$ | anti-dilutive) |
| :---: | :---: |
| \$80,653 | 38,402 |

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED

(amounts in thousands)

Net income - available to common stockholders
Adjustments to reconcile net income to FFO:
Minority interest
Depreciation and amortization on wholly owned properties
Pro rata share of unconsolidated entities' depreciation and amortization
Gain on sale of assets
Extraordinary loss on early extinguishment of debt
Pro rata share of (gain) loss on sale or write-down from unconsolidated entities
\$ 4,579
\$ 1,870

Amortization of loan costs, including interest rate caps
Depreciation of personal property

FFO - basic (1)
o arrive at FFO - diluted:
Impact of convertible preferred stock
Impact of stock options and restricted stock using the treasury method
Impact of convertible debentures

FFO - diluted (2)
9,114
592
$-----\quad$
54,467
1,558 871
$15,312 \quad 10,134$
3,557 578

| (608) |  |  | (542) |
| :---: | :---: | :---: | :---: |
|  | (168) |  | (166) |
| 44,761 | 26,554 | 38, 023 | 20,316 |

4,193

| 155 | 421 | 60 |
| :---: | :---: | :---: |
| (n/a anti-dilutive) |  |  |
| \$30,902 | 38,444 | \$20,376 |

1) Calculated based upon basic net income as adjusted to reach basic FFO Weighted average number of shares includes the weighted average shares of common stock outstanding for 1998 and 1997 assuming the conversion of all outstanding OP units.
2) The computation of FFO -- diluted and diluted average number of shares outstanding includes the effect of outstanding common stock options and restricted stock using the treasury method. Convertible debentures are anti-dilutive and are not included. On February 25,1998 , the Company sold $\$ 100$ million of cumulative convertible preferred stock. On June 17, 1998, the Company sold an additional $\$ 150$ million of cumulative convertible preferred stock. The preferred stock can be converted on a 1 for 1 basis for common stock. These preferred shares are not assumed converted for purposes of net income per share as they would be anti-dilutive to that calculation. The preferred shares are assumed converted for purposes of FFO diluted per share as they are dilutive to that calculation.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS, CONTINUED:

Included in minimum rents were rents attributable to the accounting practice of straight-lining of rents. The amount of straight-lining of rents that impacted minimum rents was $\$ 2.7$ million and $\$ 2.6$ million for the nine months ended September 30, 1998 and 1997, respectively; and $\$ 0.9$ million and $\$ 0.8$ million for the three months ended September 30, 1998 and 1997, respectively.

## INFLATION

In the last three years, inflation has not had a significant impact on the Company because of a relatively low inflation rate. Most of the leases at the Centers have rent adjustments periodically through the lease term. These rent increases are either in fixed increments or based on increases in the Consumer Price Index. In addition, many of the leases are for terms of less than ten years, which enables the Company to replace existing leases with new leases at higher base rents if the rents of the existing leases are below the then existing market rate. Additionally, most of the leases require the tenants to pay their pro rata share of operating expenses. This reduces the Company's exposure to increases in costs and operating expenses resulting from inflation.

## NEW ACCOUNTING PRONOUNCEMENTS

In March, 1998, the FASB, through its Emerging Issues Task Force ("EITF"), concluded based on EITF 97-11, "Accounting for Internal Costs Relating to Real Estate Property Acquisitions," that all internal costs to source, analyze and close acquisitions should be expensed as incurred. The Company has historically capitalized these costs, in accordance with GAAP. The Company has adopted the FASB's interpretation effective March 19, 1998, and expects the impact to be an approximate $\$ .05$ per share reduction of net income and FFO - diluted per share in 1998.

In May, 1998, the FASB, through the EITF, modified the timing of recognition of revenue for percentage rent received from tenants in EITF 98-9, "Accounting for Contingent Rents in Interim Financial Periods." The Company applied this accounting change as of April 1, 1998. Although the Company believes this accounting change will have no material impact on the annual percentage rent recognized, the accounting change had the effect of deferring \$1.8 and \$1.6 million of percentage rent that would have been recognized for the three months ended June 30, 1998 and the three months ended September 30, 1998, respectively, using the previous GAAP accounting method for percentage rent recognition. As a result of this accounting change, the Company expects a portion of percentage rent that previously would be recognized in the second and third quarters to be recognized in the fourth quarter.

In June 1998, the FASB issued FAS 133, "Accounting for Derivative Instruments and Hedging Activities," which will be effective for the Company's financial statements for periods beginning January 1, 2000. The new standard requires companies to record derivatives on the balance sheet, measured at fair value. Changes in the fair values of those derivatives would be accounted for depending on the use of the derivative and whether it qualifies for hedge accounting. The key criterion for hedge accounting is that the hedging relationship must be highly effective in achieving offsetting changes in fair value or cash flows. The Company has not yet determined when it will implement FAS 133 nor has it completed the complex analysis required to determine the impact on its financial statements.

## THE MACERICH COMPANY (THE COMPANY)

## OTHER INFORMATION

Item 1 Legal Proceedings
During the ordinary course of business, the Company, from time to time, is threatened with, or becomes a party to, legal actions and other
proceedings. Management is of the opinion that the outcome of currently known actions and proceedings to which it is a party will not, singly or in the aggregate, have a material adverse effect on the Company.

Item 2 Changes in Securities and Use of Proceeds
On July 24, 1998, as partial consideration for the acquisition of The
Village at Corte Madera ("Corte Madera"), The Macerich Partnership, L.P.
(the "Operating Partnership") issued \$8 million of OP Units in a private placement pursuant to Section 4(2) of the Securities Act to Harry S. Newman and LeRoy H. Brettin (the "Investors") as sellers of Corte Madera. The OP Units are redeemable by the Operating Partnership for cash, or at the option of the Company, for Common Stock. The Company and the Operating Partnership entered into a Redemption, Registration and Rights and Lock-Up Agreement (the "Registration Rights Agreement") with the Investors with respect to such OP Units and Common Stock. The Registration Rights Agreement, among other things, provides certain piggyback registration rights to the Investors. A copy of the Registration Rights Agreement is attached hereto as Exhibit 4.1. Additional information regarding the purchase of Corte Madera was filed with the Commission on Form 8-K dated August 7, 1998, event date July 24, 1998.

## Item 3 Defaults Upon Senior Securities

None

## Item 4 Submission of Matters to a Vote of Security Holders

## None

Item 5 Other Information
None
(a) Exhibits

NUMBER
DESCRIPTION

None
(b) Reports on Form $8-\mathrm{K}$

A report on Form $8-\mathrm{K}$ dated July 2, 1998, event date June 19, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing the acquisition of South Plains Mall.

A report on Form $8-\mathrm{K}$ dated July 10, 1998, event date July 1, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing the acquisition of Westside Pavilion.

A report on Form $8-\mathrm{K}$ dated July 14, 1998, event date June 17, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing the issuance of $5,487,471$ shares of the Company's Series B Cumulative Convertible Redeemable Preferred Stock.

A report on Form $8-\mathrm{K}$ dated August 7, 1998, event date July 24, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing the acquisition of The Village at Corte Madera.

A report on Form $8-\mathrm{K}$ dated August 20, 1998, event date August 10, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing the acquisition of Carmel Plaza.

A report on Form $8-\mathrm{K} / \mathrm{A}$, Amendment No. 1, dated August 21, 1998, event date July 1, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing certain financial statements and pro forma financial information regarding the acquisition of Westside Pavilion.

A report on Form $8-\mathrm{K} / \mathrm{A}$, Amendment No. 2, dated September 11, 1998, event date July 1, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing certain financial statements and pro forma financial information regarding the acquisition of Westside Pavilion.

A report on Form 8-K/A, Amendment No. 1, dated November 10, 1998, event date July 24, 1998 and August 10, 1998, was filed with the Securities and Exchange Commission for the purpose of disclosing certain financial statements and pro forma financial information regarding the acquisitions of The Village at Corte Madera and Carmel Plaza.

## THE MACERICH COMPANY (THE COMPANY)

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 thereunto duly authorized.

The Macerich Company

By: /s/ THOMAS E. O'HERN
Thomas E. O'Hern
Senior Vice President and
Chief Financial Officer

# THE MACERICH COMPANY (THE COMPANY) 

Exhibit Index

## Exhibit No

Page
(a) Exhibits

> Number Description

None

THIS SCHEDULE CONTAINS SUMMARY FINANCIAL INFORMATION EXTRACTED FROM THE CONSOLIDATED BALANCE SHEETS AND CONSOLIDATED STATEMENTS OF OPERATIONS FOUND ON PAGES 1 AND 2 OF THE COMPANY'S 10Q FOR THE YEAR TO DATE AND IS QUALIFIED IN ITS ENTIRETY BY REFERENCE TO SUCH FINANCIAL STATEMENTS.

1,000

9-MOS
DEC-31-1998
JAN-01-1998
SEP-30-1998
16,902
27,951
${ }^{\circ}$
0
2, 096, 038
$(233,896)$
2,204, 301
84,522
$1,403,985$
250, 000
325
298, 177
2, 204, 301

0

197, 661
65,254
38,919
66,100
0
21,183
$(2,414)$
18,769
0.62
0.62

