 LARGO MEDICAL CENTER  
LARGO, FL

## **SUPPLEMENTAL OPERATING AND FINANCIAL INFORMATION FOURTH QUARTER 2013**

**HEALTHCARE TRUST OF AMERICA, INC.**  
NYSE: HTA



Healthcare Trust of America, Inc.  
*A Leading Owner of Medical Office Buildings*



## **Table of Contents**

### **Company Overview**

Company Information	3
Current Period Highlights	4
Financial Highlights	5
Company Snapshot	6

### **Financial Information**

Funds From Operations (FFO), Normalized Funds From Operations, and Normalized Funds Available for Distribution	7
Market Capitalization and Debt Composition	8
Interest Expense and Covenants	9
2013 Acquisitions and Historical Acquisition Activity	10

### **Portfolio Information**

Key Market Concentration and Regional Portfolio Distribution	11
Same-Property Performance and Net Operating Income	12
Portfolio Diversification by Type and Historical Campus Proximity	13
Tenant Lease Expirations and Historical Occupancy	14
Top 15 Health System Relationships and In-House Property Management	15
Health System Relationship Highlights	16

<b>Consolidated Balance Sheets</b>	17
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<b>Consolidated Statements of Operations</b>	18
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<b>Reporting Definitions</b>	19
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### **Forward-Looking Statements:**

Certain statements contained in this report constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, or the Securities Act, and Section 21E of the Securities Exchange Act of 1934, as amended, or the Exchange Act. Such statements include, in particular, statements about our plans, strategies and prospects and estimates regarding future medical office market performance. Such statements are subject to certain risks and uncertainties, as well as known and unknown risks, which could cause actual results to differ materially from those projected or anticipated. Therefore, such statements are not intended to be a guarantee of our performance in future periods. Forward-looking statements are generally identifiable by use of the terms such as “expect,” “project,” “may,” “should,” “could,” “would,” “intend,” “plan,” “anticipate,” “estimate,” “believe,” “continue,” “predict,” “potential,” “pro forma” or the negative of such terms and other comparable terminology. Readers are cautioned not to place undue reliance on these forward-looking statements. Forward looking statements speak only as of the date made and we do not intend to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as required by law. Any such forward-looking statements reflect our current views about future events, are subject to unknown risks, uncertainties, and other factors, and are based on a number of assumptions involving judgments with respect to, among other things, future economic, competitive, and market conditions, all of which are difficult or impossible to predict accurately. To the extent that our assumptions differ from actual results, our ability to meet such forward-looking statements, including our ability to generate positive cash flow from operations, provide dividends to stockholders, and maintain the value of our real estate properties, may be significantly hindered. These risks and uncertainties should be considered in evaluating forward-looking statements and undue reliance should not be placed on such statements. Additional information concerning us and our business, including additional factors that could materially and adversely affect our financial results, is included herein and in our other filings with the SEC.



**Healthcare Trust of America, Inc. (NYSE: HTA)**, a publicly traded real estate investment trust, is a fully-integrated, leading owner of medical office buildings, or "MOBs". HTA is a full-service real estate company focused on acquiring, owning and operating high-quality medical office buildings that are predominantly located on, or aligned with, campuses of nationally or regionally recognized healthcare systems in the U.S.

Since its formation in 2006, HTA has built a portfolio of properties that totals approximately \$3.0 billion based on purchase price and is comprised of approximately 14.1 million square feet of gross leasable area, or "GLA", located in 27 states. HTA has developed a national property management and leasing platform which it directs through its primary regional offices in Albany, Atlanta, Boston, Charleston, Dallas, Indianapolis, Pittsburgh and Scottsdale. At the end of the fourth quarter, approximately 85% of HTA's total portfolio GLA is managed internally on this platform.

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#### Senior Management

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**Scott D. Peters**

Chairman, Chief Executive Officer,  
and President

**Kellie S. Pruitt**

Chief Financial Officer, Secretary,  
and Treasurer

**Mark D. Engstrom**

Executive Vice President-  
Acquisitions

**Amanda L. Houghton**

Executive Vice President-  
Asset Management

**Robert A. Milligan**

Senior Vice President-  
Corporate Finance

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#### Contact Information

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## Current Period Highlights

### Operating - Fourth Quarter

- **FFO:** \$0.16 per diluted share, or \$38.0 million, an increase of \$0.03 per diluted share, compared to Q4 2012.
- **Normalized FFO:** \$0.17 per diluted share, or \$40.1 million, an increase of \$0.01 per diluted share, or 6.3%, compared to Q4 2012.
- **Normalized FAD:** \$0.15 per diluted share, or \$34.9 million, an increase of \$0.01 per diluted share, or 7.1%, compared to Q4 2012.
- **Same-Property Adjusted NOI:** \$51.4 million, an increase of \$1.5 million, or 3.0%, compared to Q4 2012. Same-property cash rental revenue increased 2.2%, compared to Q4 2012.
- **NOI:** \$59.3 million, an increase of \$7.3 million, or 14.0%, compared to Q4 2012.

### Portfolio

- **Acquisitions:** During the quarter, HTA completed three acquisitions totaling \$155.9 million (98% leased and approximately 450,000 square feet of GLA). For the full year, HTA acquired \$397.8 million of medical office buildings (95% leased and approximately 1.5 million square feet of GLA), an increase in HTA's total investments by more than 15%, by purchase price.
- **Occupancy:** Grew occupancy of GLA by approximately 50 basis points to 91.6% from 91.1% at December 31, 2012.
- **Leasing:** During the quarter, HTA entered into new or renewal leases on approximately 199,000 square feet of GLA, or approximately 1.4% of its portfolio. Tenant retention for the quarter was approximately 86% by GLA. For the year, HTA entered into new or renewal leases on approximately 1,396,000 square feet of GLA, or approximately 9.9% of its portfolio and tenant retention was approximately 85% by GLA.
- **In-House Property Management and Leasing Platform:** During 2013, HTA transitioned an additional 3.2 million square feet to the in-house property management and leasing platform which operates 12.0 million square feet, or 85% of total GLA, as of year-end 2013.

### Balance Sheet and Liquidity

- **Balance Sheet:** At the end of the quarter, HTA had total liquidity of \$613.1 million, including \$595.0 million of availability on its unsecured revolving credit facility, and \$18.1 million of cash and cash equivalents. The leverage ratio of total debt to total capitalization was 34.0%.
- **Credit Rating Upgrade:** In December 2013, Moody's upgraded HTA's investment grade credit rating to Baa2, with a stable outlook. This upgrade reduced the borrowing rate and facility fees on the variable rate term loans and revolving credit facility. The total interest expense savings on the current outstanding balances on these facilities is expected to be approximately \$2.5 million in 2014.
- **Share Conversion:** In November 2013, the remaining shares of Class B common stock converted to shares of Class A common stock providing full liquidity to the original stockholders. As a result, all outstanding shares of HTA's common stock have converted to shares of Class A common stock and are eligible to trade on the NYSE.
- **Debt Refinance:** Subsequent to the end of the quarter, HTA amended its \$300.0 million term loan which extended the initial maturity to January 2018 and decreased the interest rate to LIBOR plus 1.2% based on our upgraded credit rating.



**Financial Highlights***(unaudited and in thousands, except per share data)*

	Three Months Ended				
	12/31/2013	9/30/2013	6/30/2013	3/31/2013	12/31/2012
<b>INCOME ITEMS:</b>					
Revenues	\$ 83,687	\$ 82,541	\$ 77,244	\$ 76,427	\$ 73,475
NOI <sup>1,2</sup>	59,251	57,147	54,995	52,892	51,989
Annualized Adjusted EBITDA <sup>1,3</sup>	223,948	213,280	195,514	188,068	187,220
Normalized FFO <sup>1,4</sup>	40,054	37,931	35,699	34,150	34,233
Normalized FAD <sup>1,4</sup>	\$ 34,928	\$ 33,777	\$ 32,002	\$ 31,544	\$ 30,391
Net Income (Loss) Attributable to					
Stockholders per share - diluted	\$ 0.02	\$ 0.02	\$ 0.06	\$ 0.01	\$ (0.01)
Normalized FFO per share - diluted	0.17	0.16	0.16	0.16	0.16
Normalized FAD per share - diluted	\$ 0.15	\$ 0.14	\$ 0.14	\$ 0.14	\$ 0.14
Same Property Adjusted NOI Growth	3.0%	3.2%	3.4%	3.4%	3.8%
Fixed Charge Coverage Ratio <sup>5</sup>	3.34x	3.19x	3.11x	3.25x	3.21x

	As of				
	12/31/2013	9/30/2013	6/30/2013	3/31/2013	12/31/2012
<b>ASSETS:</b>					
Gross Real Estate Investments	\$ 2,968,160	\$ 2,818,567	\$ 2,667,131	\$ 2,663,099	\$ 2,580,648
Total Assets	\$ 2,752,334	\$ 2,681,520	\$ 2,574,753	\$ 2,590,204	\$ 2,414,090
<b>CAPITALIZATION:</b>					
Total Debt	\$ 1,214,241	\$ 1,125,792	\$ 1,114,204	\$ 1,135,693	\$ 1,037,359
Total Stockholders' Equity	1,387,206	1,405,806	1,330,518	1,328,853	1,254,266
Total Market Capitalization <sup>6</sup>	\$ 3,570,077	\$ 3,632,471	\$ 3,681,556	\$ 3,771,109	\$ 3,162,420
Total Debt/Total Market Capitalization	34.0%	31.0%	30.3%	30.1%	32.8%

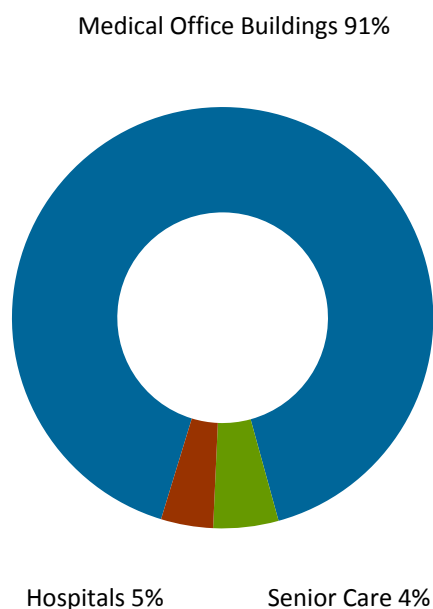
1. Refer to pages 19 and 20 for the reporting definitions on NOI, Annualized Adjusted EBITDA, Normalized FFO and Normalized FAD.
2. Refer to page 12 for a reconciliation of GAAP Net Income (Loss) to NOI.
3. Refer to page 19 for a reconciliation of GAAP Net Income (Loss) to Annualized Adjusted EBITDA.
4. Refer to page 7 for a reconciliation of GAAP Net Income (Loss) Attributable to Common Stockholders to Normalized FFO and FAD.
5. Calculated as EBITDA divided by interest expense (excluding change in the fair market value of derivatives), scheduled principal payments and limited partner minority interest distributions during the last twelve months.
6. Calculated as the common stock price on the last trading day of the period multiplied by the total diluted common shares outstanding at the end of the period plus total debt outstanding at the end of the period. Refer to Page 8 for details.



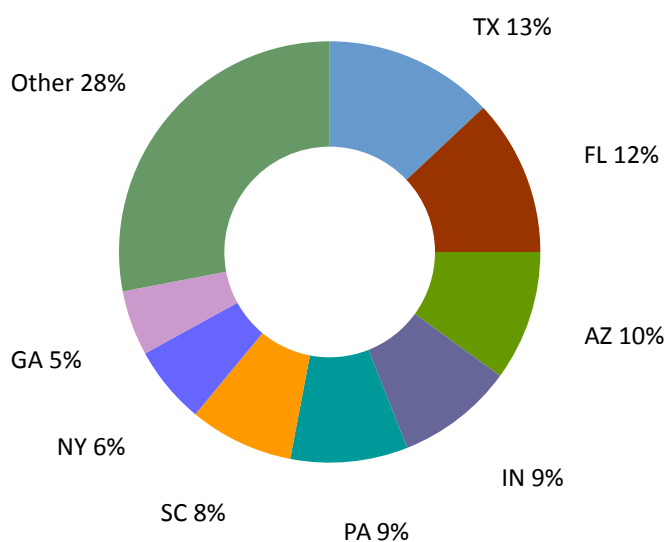
**Company Snapshot**  
as of December 31, 2013

Gross real estate investments (billions)	\$3.0
Total portfolio gross leasable area (GLA) (millions)	14.1
Occupancy	91.6%
Portfolio tenant retention rate (YTD)	85%
Investment grade tenants (based on annualized base rent)	40%
Credit rated tenants (based on annualized rent)	56%
% of GLA on-campus / aligned	96%
Average remaining lease term for all buildings (years)	6.3
Average remaining lease term for single-tenant buildings (years)	8.5
Average remaining lease term for multi-tenant buildings (years)	5.2
Credit ratings	Baa2(Stable)/BBB-(Stable)
Cash and cash equivalents (millions)	\$18.1
Total debt to capitalization	34.0%
Weighted average interest rate per annum on portfolio debt <sup>1</sup>	3.95%

**Building Type**  
(based on GLA)



**Presence in 27 States**  
(based on GLA)



1. Includes the impact of interest rate derivative swaps.



## Financial Information

**Funds From Operations (FFO),  
Normalized Funds From Operations (Normalized FFO)  
and Normalized Funds Available for Distribution (Normalized FAD)**  
*(unaudited and in thousands, except per share data)*

	Three Months Ended December 31,		Year Ended December 31,	
	2013	2012	2013	2012
Net income (loss) attributable to common stockholders	\$ 4,062	\$ (1,836)	\$ 24,261	\$ (24,424)
Depreciation and amortization expense (including amounts in discontinued operations)	33,922	28,639	121,647	116,418
FFO	\$ 37,984	\$ 26,803	\$ 145,908	\$ 91,994
FFO per share - basic	\$ 0.16	\$ 0.13	\$ 0.64	\$ 0.41
FFO per share - diluted	\$ 0.16	\$ 0.13	\$ 0.63	\$ 0.41
Acquisition-related expenses	4,437	2,210	7,523	8,843
Listing expenses	—	5,278	4,405	22,573
Net gain (loss) on change in the fair value of derivative financial instruments	(2,223)	(148)	(10,796)	7,667
Noncontrolling income (loss) from operating partnership units included in diluted shares	(13)	7	371	16
Transitional expenses	—	143	—	2,197
Debt extinguishment costs	—	—	—	1,886
Other normalizing items	(131)	(60)	423	86
Normalized FFO	\$ 40,054	\$ 34,233	\$ 147,834	\$ 135,262
Normalized FFO per share - basic	\$ 0.17	\$ 0.16	\$ 0.65	\$ 0.61
Normalized FFO per share - diluted	\$ 0.17	\$ 0.16	\$ 0.64	\$ 0.61
Normalized FFO	\$ 40,054	\$ 34,233	\$ 147,834	\$ 135,262
Other (income) expense	(14)	(22)	(42)	(89)
Non-cash compensation expense	518	599	1,887	1,756
Straight-line rent adjustments, net	(1,619)	(1,395)	(6,553)	(7,857)
Amortization of acquired below and above market leases, net	542	605	2,118	2,203
Deferred revenue - tenant improvement related	(178)	(145)	(516)	(557)
Amortization of deferred financing costs and debt discount/premium	755	840	3,211	3,312
Recurring capital expenditures, tenant improvements and leasing commissions	(5,130)	(4,324)	(14,925)	(16,126)
Normalized FAD	\$ 34,928	\$ 30,391	\$ 133,014	\$ 117,904
Normalized FAD per share - basic	\$ 0.15	\$ 0.14	\$ 0.58	\$ 0.53
Normalized FAD per share - diluted	\$ 0.15	\$ 0.14	\$ 0.58	\$ 0.53
Weighted average number of shares outstanding:				
Basic	236,805	214,412	228,075	222,713
Diluted	239,339	214,567	229,939	222,869



## Market Capitalization and Debt Composition

(in thousands)

### Market Capitalization<sup>1</sup>

As of December 31, 2013

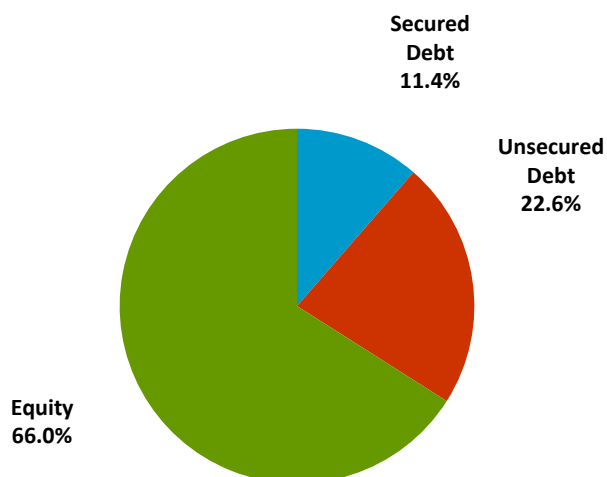
Secured Mortgage Debt	\$ 403,676
Unsecured Term Loans	455,000
Unsecured Notes	300,000
Unsecured Credit Facility	55,000
Net premium / (discount)	565
<b>Total Debt</b>	<b>\$ 1,214,241</b>

Stock Price (as of December 31, 2013)	9.84
Total Diluted Common Shares Outstanding	239,414
<b>Equity Market Capitalization</b>	<b>\$ 2,355,836</b>

<b>Total Capitalization</b>	<b>\$ 3,570,077</b>
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<b>Total Undepreciated Assets</b>	<b>\$ 3,193,503</b>
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<b>Total Debt/ Total Capitalization</b>	<b>34.0%</b>
<b>Total Debt/ Total Undepreciated Assets</b>	<b>38.0%</b>
<b>Total Net Debt/ Annualized Adjusted EBITDA</b>	<b>5.3x</b>



### Debt Composition

Security	Stated Rate <sup>2</sup>	Effective Rate <sup>3</sup>	2014	2015	2016	2017	2018	Thereafter	Total
Revolving Credit Facility due 2016 <sup>4,5</sup>	1.72%	1.72%	\$ —	\$ —	\$ 55,000	\$ —	\$ —	\$ —	\$ 55,000
Secured Mortgages	5.80%	5.80%	7,729	73,982	122,496	100,948	12,993	85,528	403,676
Unsecured Term Loan due 2016 <sup>5,6</sup>	1.67%	2.60%	—	—	300,000	—	—	—	300,000
Unsecured Term Loan due 2019	1.87%	2.99%	—	—	—	—	—	155,000	155,000
Unsecured Senior Notes due 2023	3.70%	3.70%	—	—	—	—	—	300,000	300,000
Net premium / (discount)									565
<b>Total Debt</b>	<b>3.49%</b>	<b>3.95%</b>	<b>\$ 7,729</b>	<b>\$ 73,982</b>	<b>\$477,496</b>	<b>\$100,948</b>	<b>\$ 12,993</b>	<b>\$ 540,528</b>	<b>\$ 1,214,241</b>

- Totals may not add due to rounding.
- The stated rate on the debt instrument as of December 31, 2013.
- The effective rate incorporates any swap instruments that serve to fix variable rate debt, as of December 31, 2013.
- Rate includes the 25bps facility fee that is payable on the entire \$650 million revolving commitment.
- Does not reflect the 1-year extension option which could extend the maturity to 2017.
- Term Loan was extended to 2018 with a one year extension, as of January 2014. Pricing was also reduced to an effective rate of 2.30%.





## Interest Expense and Covenants as of December 31, 2013

(in thousands)

### Interest Expense

	<u>Three Months Ended December 31, 2013</u>	<u>Year Ended December 31, 2013</u>
Interest related to derivative financial instruments	\$ 1,866	\$ 5,314
Net (gain) loss on change in fair market value of derivative financial instruments	(2,223)	(10,796)
Total interest related to derivative financial instruments, including net change in the fair value of derivative financial instruments	(357)	(5,482)
Interest related to debt	11,398	46,941
Total Interest Expense	<u>\$ 11,041</u>	<u>\$ 41,459</u>
<i>Interest Expense excluding net change in the fair market value of derivatives</i>	<i>\$ 13,264</i>	<i>\$ 52,255</i>

### Covenants

	<u>Bank Loans</u>			<u>Senior Notes</u>	
	<u>Required</u>	<u>12/31/2013</u>		<u>Required</u>	<u>12/31/2013</u>
Total Leverage	60%	39%	Total Leverage	60%	39%
Secured Leverage	40%	13%	Secured Leverage	40%	13%
Tangible Net Worth	1,288	1,757	Unencumbered Asset Coverage	150%	299%
Fixed Charge Coverage	1.65x	3.34x	Interest Coverage	1.50x	3.97x
Unencumbered Leverage	60%	35%			
Unencumbered Coverage	1.75x	5.70x			



## 2013 Acquisitions and Historical Acquisition Activity as of December 31, 2013

### 2013 Acquisition Activity

Property	Property Location	Date Acquired	% Leased at Acquisition	Purchase Price <sup>1</sup>	GLA <sup>1,2</sup>
Forest Park Medical Center Tower	Dallas, TX	3/11/2013	100%	\$ 48,779	130
Texas A&M Health Science Center	Bryan/College Station, TX	3/22/2013	100%	39,750	124
Medical Park Drive	Atlanta, GA	6/18/2013	100%	5,610	23
Monroeville Medical Office Building	Monroeville, PA	7/12/2013	98%	15,140	116
Lincoln Medical Center	Denver, CO	7/29/2013	95%	42,000	115
Forest Park Medical Center Frisco	Dallas, TX	8/30/2013	100%	27,723	91
South Florida Tenet Portfolio	Miami/West Palm Beach, FL	9/20/2013	88%	62,912	428
North Austin MOB	Austin, TX	11/13/2013	100%	9,600	30
Austin Central Heart MOB	Austin, TX	12/10/2013	100%	19,650	54
South Florida Portfolio	Tampa/Jupiter, FL	12/13/2013	98%	126,662	365
<b>Total</b>				<b>\$ 397,826</b>	<b>1,475</b>

### Historical Acquisition Activity

	Purchase Price <sup>1</sup>	% of Total	GLA <sup>1</sup>	% of Total
2007	\$ 413,150	13.8%	2,247	16.0%
2008	542,976	18.1%	2,919	20.7%
2009	455,950	15.2%	2,251	16.0%
2010	802,148	26.7%	3,530	25.0%
2011	68,314	2.3%	306	2.2%
2012	294,937	9.8%	1,358	9.6%
2013	397,826	13.3%	1,475	10.5%
Subtotal	2,975,301	99.2%	14,086	100%
Mortgage note receivable <sup>3</sup>	23,520	0.8%	N/A	N/A
<b>Total</b>	<b>\$ 2,998,821</b>	<b>100%</b>	<b>14,086</b>	<b>100%</b>

1. GLA and purchase price are in thousands. GLA is based on measurements at time of acquisition.

2. Totals may not add due to rounding.

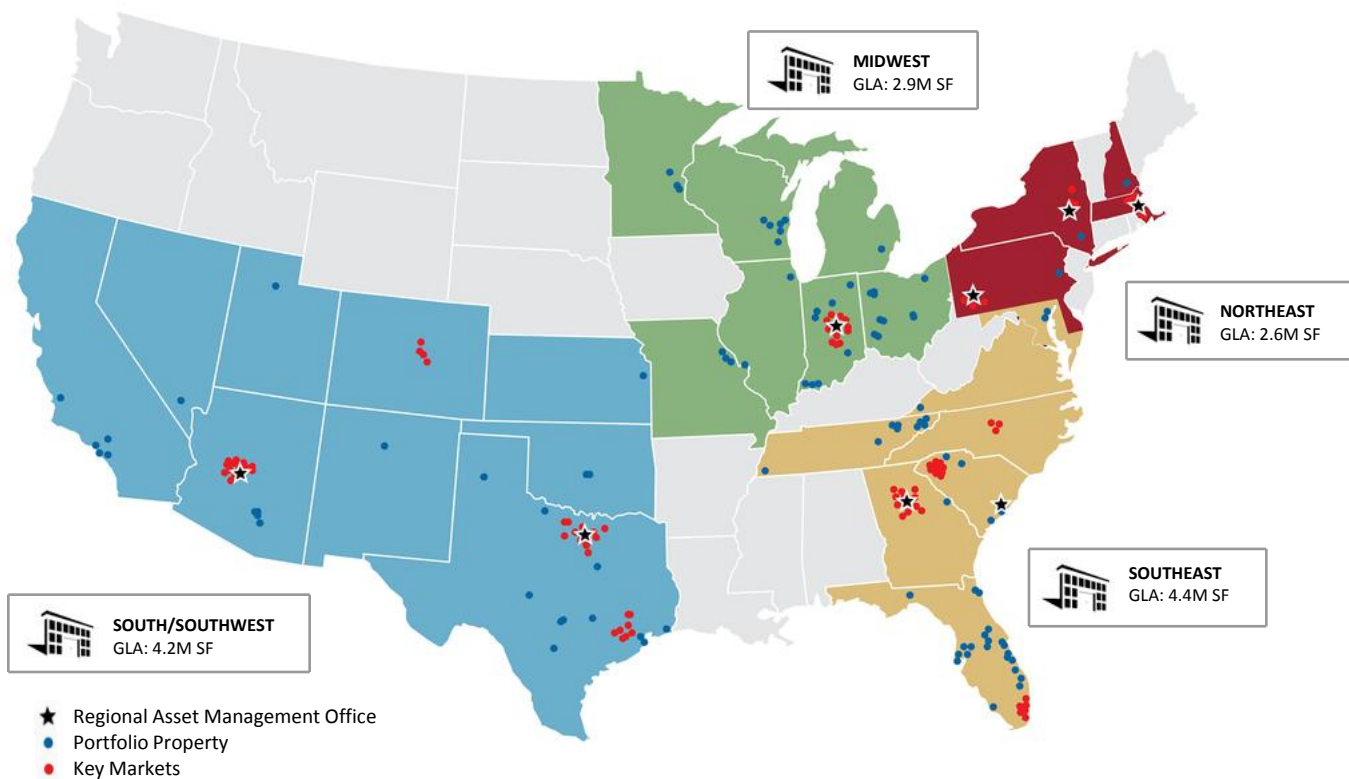
3. Includes \$8.52 million of notes receivable originated in September 2013 that are secured by 2 medical office buildings in South Florida.



Portfolio Information

Key Market Concentration and Regional Portfolio Distribution  
as of December 31, 2013

Market <sup>1</sup>	GLA <sup>2</sup>	% of Portfolio
Phoenix, AZ	1,152	8.2%
Pittsburgh, PA	1,094	7.8%
Greenville, SC	965	6.9%
Albany, NY	879	6.3%
Indianapolis, IN	850	6.1%
Houston, TX	692	4.9%
Dallas, TX	682	4.8%
Atlanta, GA	597	4.2%
Miami, FL	591	4.2%
Boston, MA	359	2.5%
Denver, CO	260	1.8%
Raleigh, NC	245	1.7%
<b>Total key market concentration</b>	<b>8,366</b>	<b>59.4%</b>



1. Top 10 cities by GLA and other markets in which HTA is focused.  
2. GLA is in thousands.



## Same-Property Performance and Net Operating Income

Same-Property Performance<sup>1</sup>

	Three Months Ended			Sequential		Year - Over - Year	
	12/31/13	9/30/13	12/31/12	Change	% Change	Change	% Change
Rental Revenue	\$ 59,917	\$ 59,682	\$ 58,621	\$ 235	0.4%	\$ 1,296	2.2%
Tenant Recoveries	12,208	13,845	12,222	(1,637)	-11.8%	(14)	-0.1%
Total Rental Income	72,125	73,527	70,843	(1,402)	-1.9%	1,282	1.8%
Expenses	20,769	22,092	20,971	(1,323)	-6.0%	(202)	-1.0%
Same-Property Adjusted NOI <sup>2</sup>	<u>\$ 51,356</u>	<u>\$ 51,435</u>	<u>\$ 49,872</u>	<u>\$ (79)</u>	<u>-0.2%</u>	<u>\$ 1,484</u>	<u>3.0%</u>

	Three Months Ended		
	12/31/13	9/30/13	12/31/12
Number of Buildings	264	264	264
GLA	12,438	12,428	12,428
Occupancy SF, end of period	11,332	11,322	11,296
Occupancy, end of period	91.1%	91.1%	90.9%

## Net Operating Income

	Three Months Ended December 31,	
	2013	2012
Net income (loss)	\$ 4,062	\$ (1,817)
General and administrative expenses	5,803	5,662
Non-traded REIT expenses	—	143
Acquisition-related expenses	4,437	2,210
Depreciation and amortization expense (including amounts in discontinued operations)	33,922	28,639
Listing expenses	—	5,278
Interest expense and net change in fair value of derivative financial instruments (including amounts in discontinued operations)	11,041	11,896
Debt extinguishment costs	—	—
Other (income) expense	(14)	(22)
NOI	<u>\$ 59,251</u>	<u>\$ 51,989</u>
NOI percentage growth	<u>14.0%</u>	
NOI	\$ 59,251	\$ 51,989
Straight-line rent adjustments, net	(1,619)	(1,395)
Amortization of acquired below and above market leases, net	542	605
Lease termination fees	—	(60)
Adjusted NOI	58,174	51,139
Notes receivable interest income	(613)	(546)
Non Same-Property Adjusted NOI	(6,205)	(721)
Same-Property Adjusted NOI	<u>\$ 51,356</u>	<u>\$ 49,872</u>
Same-Property Adjusted NOI percentage growth	<u>3.0%</u>	

1. GLA, revenues, expenses, NOI and occupancy SF are in thousands.

2. The presentation for same-property rental income and expenses was adjusted to reflect consistent accounting treatment of certain lease obligations in all periods. These adjustments did not have any impact on same-property adjusted NOI.



**Portfolio Diversification by Type and Historical Campus Proximity**  
as of December 31, 2013

	<u>Number of Buildings</u>	<u>Number of States</u>	<u>GLA<sup>1</sup></u>	<u>% of Total GLA</u>	<u>Annualized Base Rent<sup>1</sup></u>	<u>% of Annualized Base Rent</u>
<b>Medical Office Buildings:</b>						
Single-tenant	76	17	3,159	22.4%	\$ 61,737	22.5%
Multi-tenant	193	23	9,685	68.8%	181,539	66.2%
<b>Other Healthcare Facilities:</b>						
Hospitals	10	4	655	4.7%	22,596	8.2%
Seniors housing	9	3	581	4.1%	8,618	3.1%
<b>Total</b>	<u>288</u>	<u>27</u>	<u>14,080</u>	<u>100.0%</u>	<u>\$ 274,490</u>	<u>100.0%</u>

**Net-Lease/Gross Lease:**

Net-Lease	179	25	8,636	61.3%	\$ 170,705	62.2%
Gross Lease	109	15	5,444	38.7%	103,785	37.8%
<b>Total</b>	<u>288</u>	<u>27</u>	<u>14,080</u>	<u>100.0%</u>	<u>\$ 274,490</u>	<u>100.0%</u>

**Historical Campus Proximity**

	As of				
	<u>12/31/2013</u>	<u>9/30/2013</u>	<u>6/30/2013</u>	<u>3/31/2013</u>	<u>12/31/2012</u>
Off-Campus Aligned	22%	24%	24%	23%	24%
On-Campus	74%	72%	72%	73%	72%
Subtotal: On-Campus/Aligned	96%	96%	96%	96%	96%
Off-Campus Non-Aligned	4%	4%	4%	4%	4%
<b>Total</b>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>	<u>100%</u>

1. GLA and Annualized Base Rent are in thousands.



## Tenant Lease Expirations and Historical Occupancy

as of December 31, 2013

### Tenant Lease Expirations

Expiration	Number of Leases Expiring	Total GLA of Expiring Leases <sup>1</sup>	% of Leased GLA	Annualized Base Rent of Expiring Leases <sup>1</sup>	% of Total Annualized Base Rent
Month-to-month	107	181	1.4%	\$ 3,353	1.2%
First quarter 2014	120	300	2.3%	6,630	2.4%
Second quarter 2014	66	176	1.4%	3,852	1.4%
Third quarter 2014	67	153	1.2%	3,269	1.2%
Fourth quarter 2014	82	228	1.7%	4,477	1.6%
2014	335	857	6.6%	18,228	6.6%
2015	279	955	7.4%	21,673	7.9%
2016	274	1,252	9.7%	25,332	9.2%
2017	287	1,249	9.7%	25,570	9.3%
2018	260	1,522	11.8%	31,022	11.3%
2019	126	855	6.6%	20,348	7.4%
2020	141	713	5.5%	15,211	5.5%
2021	131	1,240	9.6%	24,147	8.8%
2022	92	724	5.6%	17,414	6.3%
2023	43	639	5.0%	11,847	4.3%
Thereafter	146	2,716	21.1%	60,345	22.2%
Total	2,221	12,903	100.0%	\$ 274,490	100.0%

### Historical Occupancy

(End of Period)

	As of				
	12/31/13	9/30/13	6/30/13	3/31/2013	12/31/2012
Total Portfolio Occupancy	91.6%	91.4%	91.3%	90.9%	91.1%
On-Campus/Aligned Occupancy	92.0%	91.8%	91.6%	91.3%	91.4%
Off-Campus Occupancy	83.4%	82.7%	84.3%	82.2%	83.2%

1. GLA and annualized base rent are in thousands.



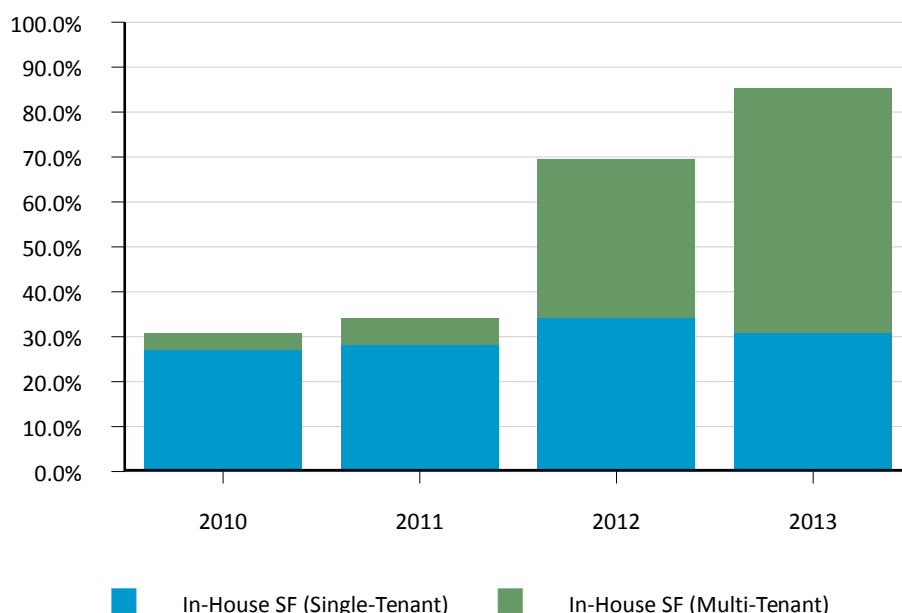


**Top 15 Health System Relationships**  
as of December 31, 2013

Tenant	Weighted Average Remaining Lease Term	Credit Rating	Total Leased GLA <sup>1</sup>	% of Leased GLA	Annualized Base Rent <sup>1</sup>	% of Annualized Base Rent
Highmark	8	A	856	6.6%	\$ 15,713	5.7%
Greenville Hospital System	10	A1	761	5.9%	13,724	5.0%
Hospital Corporation of America	5	B1	329	2.5%	7,583	2.8%
Community Health Systems	5	B1	327	2.5%	7,128	2.6%
Steward Health Care System	13	B-	317	2.5%	7,124	2.6%
Aurora Health Care	10	A	315	2.4%	6,684	2.4%
Indiana University Health	4	Aa3	294	2.3%	4,739	1.7%
Deaconess Health System	10	A+	261	2.0%	4,011	1.5%
Banner Health	2	AA+	201	1.6%	4,599	1.7%
Capital District Physicians Health Plan	3	NR	198	1.5%	3,026	1.1%
Catholic Health Partners	4	A1	177	1.4%	2,770	1.0%
Wellmont Health System	9	BBB+	160	1.2%	2,694	1.0%
Rush University Medical Center	6	A2	137	1.1%	4,425	1.6%
Diagnostic Clinic Medical Group	16	A+	119	0.9%	3,173	1.2%
Forest Park Medical Center	7	NR	112	0.9%	3,090	1.1%
<b>Top 15 Total</b>			<b>4,564</b>	<b>35.3%</b>	<b>\$ 90,483</b>	<b>33.0%</b>

**In-House Property Management**

As of December 31, 2013, 12.0 million square feet, or 85% of total portfolio GLA was managed by HTA's national property management and leasing platform. HTA continues to roll out its national property management and leasing platform to additional markets, including approximately 3.2 million square feet of GLA transitioned in the year 2013.



1. GLA and annualized base rent are in thousands.



## Health System Relationship Highlights



**Deaconess Health System (A+)**, based in Evansville, Indiana, is a premier provider of health care services in the Tri-State. Since its founding, Deaconess has grown into an award-winning, multi-facility health system providing compassionate, high-quality health care. The system includes six hospitals and over 20 primary care locations and several specialty facilities. Additionally, Deaconess has several ancillary facilities and partnerships with many other community health care providers.



**Forest Park Medical Center (NR)**, headquartered in Dallas, Texas, is a leading physician-owned health system focused on private-pay hospitals in key markets. With medical center locations in Dallas, Frisco, and Southlake, and plans to expand to Fort Worth, Austin, and San Antonio. Forest Park will include over 280 beds and 70 operating suites upon completion, in world-class facilities.



**Greenville Health System (A1)**, located in Greenville, South Carolina, is a nonprofit academic delivery system and is one of the largest health systems in the state of South Carolina with five medical campuses, outpatient centers, wellness centers, long-term care facilities, and research and academics – including the University of South Carolina School of Medicine-Greenville and Clemson University. The system has 1,268 beds, approximately 1,271 physicians included in medical staff, and approximately 11,000 employees.



**Highmark (A)**, based in Pittsburgh, Pennsylvania, is among the largest health insurers in the United States and the fourth largest Blue Cross and Blue Shield-affiliated company. In 2013, Highmark and West Penn Allegheny combined to create an integrated care delivery model which they believe will preserve an important community asset that provides high-quality, efficient health care for patients. Highmark's mission is to be the leading health and wellness company.



**Hospital Corporation of America (B1)**, Nashville-based HCA was one of the nation's first hospital companies. Today, they are the nation's leading provider of healthcare services, a company comprised of locally managed facilities that includes about 165 hospitals and 115 freestanding surgery centers in 20 states and England and employing approximately 204,000 people. Approximately four to five percent of all inpatient care delivered in the country today is provided by HCA facilities. HCA is committed to the care and improvement of human life and strives to deliver high quality, cost effective healthcare in the communities they serve.



**Indiana University Health (Aa3)**, based in Indianapolis, Indiana, is Indiana's most comprehensive healthcare system. A unique partnership with Indiana University School of Medicine, one of the nation's leading medical schools, gives patients access to innovative treatments and therapies. IU Health is comprised of hospitals, physicians and allied services dedicated to providing preeminent care throughout Indiana and beyond.



**Piedmont HealthCare (Aa3)**, based in Atlanta, Georgia, is the Atlanta region's premier community healthcare system. Founded in 1905, Piedmont is driven by the mission to create a system committed to compassion, advanced treatments, access to care and strong connections to make their patients, communities and region better. What started as a single hospital a century ago has grown into an integrated healthcare system with five hospitals and close to 100 physician and specialist offices across greater Atlanta and North Georgia.



**Steward Health Care System (B-)**, located in Boston, Massachusetts, is the largest fully integrated community care organization and community hospital network in New England. Steward is the third largest employer in Massachusetts with more than 17,000 employees serving more than one million patients annually. The system includes 11 hospitals and over 2,000 beds that reach over 150 communities in the greater Boston area. Other Steward Health Care entities include Steward Physician Network, and Steward Home Care and Hospice, Labour College and Por Cristo.



**Tenet Healthcare System (B1)**, located in Dallas, TX is a leading health care services company whose subsidiaries and affiliates, following the acquisition of Vanguard Health in 2013, operates 77 acute care hospitals, 173 outpatient centers, and Conifer Health Solutions, which provides business process solutions to more than 600 hospitals. Tenet's hospital's are concentrated in Texas, California, Florida, and Michigan. The system employs more than 100,000 employees; their mission is to improve the quality of life of every patient and deliver high-quality care while remaining well-positioned for success in the new healthcare environment.

**Consolidated Balance Sheets***(unaudited and in thousands, except share data)*

	<u>December 31, 2013</u>	<u>December 31, 2012</u>
<b>ASSETS</b>		
Real estate investments:		
Land	\$ 197,892	\$ 183,651
Building and improvements	2,339,774	2,044,113
Lease intangibles	409,356	352,884
Property held for sale, net	21,138	—
	<u>2,968,160</u>	<u>2,580,648</u>
Accumulated depreciation and amortization	(441,169)	(349,118)
Real estate investments, net	2,526,991	2,231,530
Real estate notes receivable	28,520	20,000
Cash and cash equivalents	18,081	15,956
Restricted cash and escrow deposits	18,114	17,623
Receivables and other assets, net	109,337	84,970
Other intangibles, net	50,343	44,011
Non-real estate assets of property held for sale, net	948	—
Total assets	<u>\$ 2,752,334</u>	<u>\$ 2,414,090</u>
<b>LIABILITIES AND EQUITY</b>		
Liabilities:		
Debt, net	\$ 1,214,241	\$ 1,037,359
Accounts payable and accrued liabilities	82,893	63,443
Derivative financial instruments - interest rate swaps	5,053	9,370
Security deposits, prepaid rent and other liabilities	35,339	24,450
Intangible liabilities, net	11,797	11,309
Total liabilities	<u>1,349,323</u>	<u>1,145,931</u>
Commitments and contingencies		
Redeemable noncontrolling interest of limited partners	3,262	3,564
Equity:		
Preferred stock, \$0.01 par value; 200,000,000 shares authorized; none issued and outstanding	—	—
Class A common stock, \$0.01 par value; 1,000,000,000 and 700,000,000 shares authorized as of December 31, 2013 and 2012, respectively; 236,880,614 and 100,086,387 shares issued and outstanding as of December 31, 2013 and 2012, respectively	2,369	1,001
Class B common stock, \$0.01 par value; 0 and 300,000,000 shares authorized as of December 31, 2013 and 2012, respectively; 0 and 114,566,254 shares issued as of December 31, 2013 and 2012, respectively	—	1,146
Additional paid-in capital	2,126,897	1,885,836
Cumulative dividends in excess of earnings	(742,060)	(633,717)
Total stockholders' equity	<u>1,387,206</u>	<u>1,254,266</u>
Noncontrolling interest	12,543	10,329
Total equity	<u>1,399,749</u>	<u>1,264,595</u>
Total liabilities and equity	<u>\$ 2,752,334</u>	<u>\$ 2,414,090</u>

**Consolidated Statements of Operations***(unaudited and in thousands, except per share data)*

	Three Months Ended December 31,		Year Ended December 31,	
	2013	2012	2013	2012
<b>Revenues:</b>				
Rental income	\$ 83,003	\$ 72,854	\$ 317,341	\$ 293,076
Interest income from real estate notes receivable and other income	684	621	2,558	4,304
Total revenues	83,687	73,475	319,899	297,380
<b>Expenses:</b>				
Rental	24,818	22,008	97,053	95,046
General and administrative	5,803	5,662	24,448	21,741
Non-traded REIT	—	143	—	4,340
Acquisition-related	4,437	2,210	7,523	8,843
Depreciation and amortization	33,922	28,406	121,476	115,497
Listing	—	5,278	4,405	22,573
Total expenses	68,980	63,707	254,905	268,040
<b>Income (loss) before other income (expense)</b>	14,707	9,768	64,994	29,340
Other income (expense):				
Interest expense:				
Interest related to derivative financial instruments	(1,866)	(2,693)	(5,314)	(4,944)
Net gain (loss) on change in the fair value of derivative financial instruments	2,223	148	10,796	(7,667)
Total interest related to derivative financial instruments, including net change in the fair value of derivative financial instruments	357	(2,545)	5,482	(12,611)
Interest related to debt	(11,398)	(9,220)	(46,941)	(39,868)
Debt extinguishment costs	—	—	—	(1,886)
Other income (expense)	14	22	42	89
<b>Income (loss) from continuing operations</b>	3,680	(1,975)	23,577	(24,936)
Income from discontinued operations	382	158	1,107	568
<b>Net income (loss)</b>	\$ 4,062	\$ (1,817)	\$ 24,684	\$ (24,368)
Net income attributable to noncontrolling interests	—	(19)	(423)	(56)
<b>Net income (loss) attributable to common stockholders</b>	\$ 4,062	\$ (1,836)	\$ 24,261	\$ (24,424)
<b>Earnings (losses) per common share - basic:</b>				
Income (loss) from continuing operations attributable to common stockholders	\$ 0.02	\$ (0.01)	\$ 0.10	\$ (0.11)
Discontinued operations	0.00	0.00	0.00	0.00
Net income (loss) attributable to common stockholders	\$ 0.02	\$ (0.01)	\$ 0.10	\$ (0.11)
<b>Earnings (losses) per common share - diluted:</b>				
Income (loss) from continuing operations attributable to common stockholders	\$ 0.02	\$ (0.01)	\$ 0.10	\$ (0.11)
Discontinued operations	0.00	0.00	0.00	0.00
Net income (loss) attributable to common stockholders	\$ 0.02	\$ (0.01)	\$ 0.10	\$ (0.11)
<b>Weighted average number of common shares outstanding:</b>				
Basic	236,805	214,412	228,075	222,713
Diluted	239,339	214,412	229,939	222,713



## Reporting Definitions

Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization (Adjusted EBITDA): Is presented on an assumed annualized basis. We define Adjusted EBITDA for HTA as net (loss) income computed in accordance with GAAP plus depreciation, amortization, interest expense and net change in the fair value of derivative financial instruments, acquisition-related expenses and non-cash compensation expense. We consider Adjusted EBITDA an important measure because it provides additional information to allow management, investors, and our current and potential creditors to evaluate and compare our core operating results and our ability to service debt. The following is a reconciliation of our net income (loss), the most directly comparable GAAP financial measure, to Adjusted EBITDA. The Pro Forma Impact is presented to show the additional EBITDA that would have resulted if all acquisitions were completed on the first day of the quarter.

	<b>For the Three Months December 31, 2013</b>	
<b>Adjusted EBITDA</b>		
Net Income	\$	4,062
Add:		
Depreciation and amortization (including amounts in discontinued operations)		33,922
Interest expense, and net change in fair value of derivative financial instruments (including amounts in discontinued operations)		11,041
<b>EBITDA</b>		<u>49,025</u>
Acquisition-related expenses		4,437
Non-cash compensation expense		518
Pro Forma Impact		<u>2,007</u>
<b>Adjusted EBITDA</b>		<u>55,987</u>
<b>Annualized Adjusted EBITDA</b>	\$	<u><u>223,948</u></u>

**Annualized Base Rent:** Annualized base rent is calculated by multiplying contractual base rent for December 2013 by 12 (excluding the impact of abatements, concessions, and straight-line rent).

**Credit Ratings:** Credit ratings of our tenants or their parent companies.

**Funds from Operations (FFO):** HTA defines FFO, a non-GAAP measure, as net income or loss attributable to common stockholders computed in accordance with GAAP, excluding gains or losses from sales of property and impairment write downs of depreciable assets, plus depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures. HTA presents FFO because it considers it an important supplemental measure of its operating performance and believes it is frequently used by securities analysts, investors and other interested parties in the evaluation of REITs, many which present FFO when reporting their results. FFO is intended to exclude GAAP historical cost depreciation and amortization of real estate and related assets, which assumes that the value of real estate diminishes ratably over time. Historically, however, real estate values have risen or fallen with market conditions. Because FFO excludes depreciation and amortization unique to real estate, gains and losses from property dispositions and extraordinary items, it provides a performance measure that, when compared year over year, reflects the impact to operations from trends in occupancy rates, rental rates, operating costs, development activities and interest costs, providing perspective not immediately apparent from net income or loss attributable to controlling interest. FFO should not be considered as an alternative to net income or loss attributable to common stockholders (computed in accordance with GAAP) as an indicator of our financial performance or to cash flow from operating activities (computed in accordance with GAAP) as an indicator of our liquidity, nor is it indicative of funds available to fund HTA's cash needs, including its ability to make distributions. FFO should be reviewed in connection with other GAAP measurements.

**Gross Leasable Area (GLA):** Gross leasable area (in square feet).

**Gross Real Estate Investments:** Based on acquisition price and includes two portfolios of real estate notes receivable.

**Net Operating Income (NOI):** NOI is a non-GAAP financial measure that is defined as net income or loss, computed in accordance with GAAP, generated from HTA's total portfolio of properties before general and administrative expenses, acquisition-related expenses, depreciation and amortization expense, listing expenses, non-traded REIT expenses, interest expense and net change in the fair value of derivative financial instruments, and other income. HTA believes that NOI provides an accurate measure of the operating performance of its operating assets because NOI excludes certain items that are not associated with management of the properties. Additionally, HTA believes that NOI is a widely accepted measure of comparative operating performance in the real estate community. However, HTA's use of the term NOI may not be comparable to that of other real estate companies as they may have different methodologies for computing this amount.



## Reporting Definitions (continued)

**Adjusted Net Operating Income (NOI):** Adjusted NOI is a non-GAAP financial measure which excludes from NOI straight-line rent adjustments, amortization of acquired below and above market leases and lease termination fees. HTA believes that Adjusted NOI provides an accurate measure of the operating performance of its operating assets because it excludes certain items that are not associated with management of the properties. Additionally, HTA believes that Adjusted NOI is a widely accepted measure of comparative operating performance in the real estate community. However, HTA's use of the term Adjusted NOI may not be comparable to that of other real estate companies as such other companies may have different methodologies for computing this amount.

**Normalized Funds Available for Distribution (Normalized FAD):** HTA defines Normalized FAD, a non-GAAP measure, which excludes from Normalized FFO other income, non-cash compensation expense, straight-line rent adjustments, amortization of acquired below and above market leases, deferred revenue - tenant improvement related, amortization of deferred financing costs, and debt discount/premium and recurring capital expenditures, tenant improvements and leasing commissions. HTA believes Normalized FAD provides a meaningful supplemental measure of its ability to fund its ongoing distributions. In order to understand and analyze HTA's liquidity, Normalized FAD should be compared with cash flow (computed in accordance with GAAP). Normalized FAD should not be considered as an alternative to net income or loss attributable to common stockholders (computed in accordance with GAAP) as an indicator of HTA's financial performance or to cash flow from operating activities (computed in accordance with GAAP) as an indicator of HTA's liquidity. Normalized FAD should be reviewed in connection with other GAAP measurements.

**Normalized Funds From Operations (Normalized FFO):** Changes in the accounting and reporting rules under GAAP have prompted a significant increase in the amount of non-operating items included in FFO, as defined. Therefore, HTA uses Normalized FFO, which excludes from FFO acquisition-related expenses, listing expenses, net change in fair value of derivative financial instruments, noncontrolling income from operating partnership units included in diluted shares, transitional expenses, debt extinguishment costs and other normalizing items, to further evaluate how its portfolio might perform after its acquisition stage is complete and the sustainability of its distributions in the future. However, HTA's use of the term Normalized FFO may not be comparable to that of other real estate companies as they may have different methodologies for computing this amount. Normalized FFO should not be considered as an alternative to net income or loss attributable to common stockholders (computed in accordance with GAAP) as an indicator of HTA's financial performance or to cash flow from operating activities (computed in accordance with GAAP) as an indicator of HTA's liquidity, nor is it indicative of funds available to fund HTA's cash needs, including its ability to make distributions. Normalized FFO should be reviewed in connection with other GAAP measurements.

**Occupancy:** Occupancy represents the percentage of total gross leasable area that is leased, including month-to-month leases and leases that are signed but not yet commenced, as of the date reported.

**Off-Campus:** A building or portfolio that is not located on or adjacent to key hospital based-campus and is not aligned with recognized healthcare systems.

**On-Campus / Aligned:** On-campus refers to a property that is located on or adjacent to a healthcare system. Aligned refers to a property that is not on the campus of a healthcare system, but anchored by a healthcare system.

**Recurring Capital Expenditures, Tenant Improvements, Leasing Commissions:** Represents amounts paid for (i) recurring capital expenditures required to maintain and re-tenant our properties, (ii) second generation tenant improvements, and 3) leasing commissions paid to secure new tenants.

**Retention:** Tenant Retention Rate is defined as the sum of the total leased GLA of tenants that renew an expiring lease over the total GLA of expiring leases.

**Same-Property Adjusted Net Operating Income:** To facilitate the comparison of Adjusted NOI between periods, HTA calculates comparable amounts for a subset of its owned properties referred to as "same-property." Same-property Adjusted NOI excludes properties recently acquired, disposed of, held for sale, notes receivable interest income and certain non-routine items. Same-Property Adjusted NOI should not be considered as an alternative to net income or loss (computed in accordance with GAAP) as an indicator of our financial performance. Same-Property Adjusted NOI should be reviewed in connection with other GAAP measurements.





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