



TIDES MEDICAL ARTS CENTER
CHARLESTON, SC

3Q 2014
Supplemental Information



HTA

Healthcare Trust of America, Inc.

A Leading Owner and Operator of Medical Office Buildings

NYSE: HTA

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Forward-Looking Statements:

Certain statements contained in this report constitute forward-looking statements within the meaning of the safe harbor from civil liability provided for such statements by the Private Securities Litigation Reform Act of 1995 (set forth in Section 27A of the Securities Act of 1933, as amended, 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 building market performance. Additionally, such statements are subject to certain risks and uncertainties, as well as known and unknown risks, which could cause actual results to differ materially and in adverse ways 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 the use of such terms as “expect,” “project,” “may,” “should,” “could,” “would,” “intend,” “plan,” “anticipate,” “estimate,” “believe,” “continue,” “opinion,” “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. We cannot guarantee the accuracy of any such forward-looking statements contained in this report, 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. Forward-looking statements express expectations of future events. All forward-looking statements are inherently uncertain as they are based on various expectations and assumptions concerning future events and they are subject to numerous known and unknown risks and uncertainties that could cause actual events or results to differ materially from those projected. Due to these inherent uncertainties, our stockholders are urged not to place undue reliance on forward-looking statements. Forward-looking statements speak only as of the date made. In addition, we undertake no obligation to update or revise forward-looking statements to reflect changed assumptions, the occurrence of unanticipated events or changes to projections over time, except as required by law. 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 affect our financial results, is included herein and in our other filings with the SEC.



Company Information

Healthcare Trust of America, Inc. (NYSE: HTA), a publicly traded real estate investment trust, is a full-service real estate company focused on acquiring, owning and operating high-quality medical office buildings that are predominately 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 total approximately \$3.3 billion based on purchase price and is comprised of approximately 14.6 million square feet of gross leasable area (GLA) located in 27 states. HTA has developed a national property management and leasing platform which it directs through its regional offices located in Albany, Atlanta, Boston, Charleston, Dallas, Indianapolis, Miami, Pittsburgh and Scottsdale.

Senior Management

Scott D. Peters | Chairman, Chief Executive Officer and President

Robert A. Milligan | Chief Financial Officer, Secretary and Treasurer

Mark D. Engstrom | Executive Vice President - Acquisitions

Amanda L. Houghton | Executive Vice President - Asset Management

Contact Information

Corporate Headquarters

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Current Period Highlights

Operating

- **Normalized FFO:** Increased 19.9% to \$45.5 million, compared to Q3 2013.
- **Normalized FFO Per Share:** \$0.19 per diluted share, an increase of \$0.03 per diluted share, or 19%, compared to Q3 2013.
- **Normalized FAD:** \$0.15 per diluted share, or \$37.2 million, an increase of \$0.01 per diluted share, or 7%, compared to Q3 2013.
- **Same-Property Cash NOI:** Increased 3.1% compared to Q3 2013.

Portfolio

- **Acquisitions:** During the quarter, HTA acquired \$106.1 million of high quality medical office buildings (96% leased and approximately 301,000 square feet of GLA), increasing the total year-to-date investments to \$317.6 million. The acquisitions during the quarter included properties located in Charleston, South Carolina; Clearwater, Florida and White Plains, New York.
- **Dispositions:** During the quarter, HTA initiated its asset recycling program and sold two portfolios of medical office buildings for an aggregate gross sales price of \$42.0 million. HTA realized gains of \$11.8 million from these two dispositions.
- **Leasing:** During the quarter, HTA entered into new or renewal leases on approximately 555,000 square feet of GLA, or 3.8% of its portfolio. Tenant retention for the quarter was 85% by GLA.
- **Leased Rate:** At the end of the quarter, the leased rate by GLA was 91.8%, an increase from 91.4% as of Q3 2013. The leased rate increased 30 basis points from June 30, 2014.
- **In-House Property Management and Leasing Platform:** HTA expanded its in-house property management and leasing platform by approximately 258,000 square feet of GLA during the quarter, bringing total in-house GLA to 13.3 million square feet, or 91% of HTA's total portfolio.

Balance Sheet and Liquidity

- **Balance Sheet:** At the end of the quarter, HTA had total liquidity of \$627.9 million, including \$609.5 million of availability on its unsecured revolving credit facility and \$18.4 million of cash and cash equivalents. The leverage ratio of debt to total capitalization was 34.8%.



Financial Highlights

(unaudited and in thousands, except per share data)

	Three Months Ended				
	3Q14	2Q14	1Q14	4Q13	3Q13
INCOME ITEMS					
Revenues	\$ 95,534	\$ 89,671	\$ 91,304	\$ 84,132	\$ 82,984
NOI ⁽¹⁾⁽²⁾	67,008	62,607	61,715	59,521	57,147
Annualized Adjusted EBITDA ⁽¹⁾⁽³⁾	277,728	243,248	227,320	223,948	213,280
Normalized FFO ⁽¹⁾⁽⁴⁾	45,494	43,529	42,364	40,054	37,931
Normalized FAD ⁽¹⁾⁽⁴⁾	37,164	39,285	38,727	34,928	33,777
Net Income Attributable to					
Common Stockholders per diluted share	\$ 0.07	\$ 0.01	\$ 0.02	\$ 0.02	\$ 0.02
Normalized FFO per diluted share	0.19	0.18	0.18	0.17	0.16
Normalized FAD per diluted share	0.15	0.16	0.16	0.15	0.14
Same-Property Cash NOI Growth	3.1%	3.1%	3.0%	3.0%	3.2%
Fixed Charge Coverage Ratio ⁽⁵⁾	3.81x	3.47x	3.45x	3.34x	3.19x

	As of				
	3Q14	2Q14	1Q14	4Q13	3Q13
ASSETS					
Gross Real Estate Investments ⁽⁶⁾	\$ 3,240,331	\$ 3,194,514	\$ 2,976,476	\$ 2,972,929	\$ 2,823,337
Total Assets	2,986,801	3,014,571	2,735,246	2,752,334	2,681,520

CAPITALIZATION					
Total Debt	\$ 1,497,136	\$ 1,520,445	\$ 1,232,282	\$ 1,214,241	\$ 1,125,792
Total Stockholders' Equity	1,329,099	1,346,568	1,359,204	1,387,206	1,405,806
Total Capitalization ⁽⁷⁾	4,297,469	4,426,874	3,963,924	3,570,077	3,632,471
Total Debt/Total Capitalization	34.8%	34.3%	31.1%	34.0%	31.0%

(1) Refer to page 19 for the reporting definitions of NOI, Annualized Adjusted EBITDA, Normalized FFO and Normalized FAD.

(2) Refer to page 12 for a reconciliation of GAAP Net Income to NOI.

(3) Refer to page 7 for a reconciliation of GAAP Net Income to Annualized Adjusted EBITDA.

(4) Refer to page 7 for a reconciliation of GAAP Net Income 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) and scheduled principal payments.

(6) Excludes assets held for sale as of 3Q14.

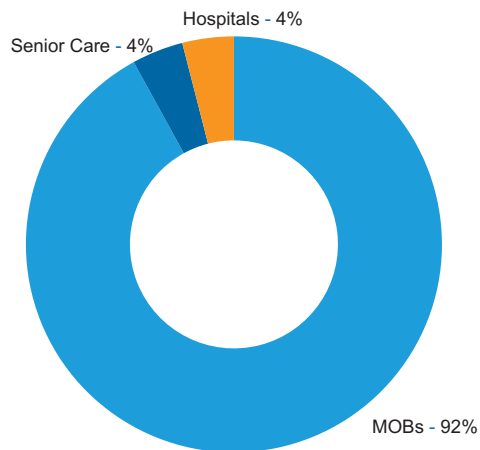
(7) Calculated as the common stock price on the last trading day of the period multiplied by the total diluted common shares outstanding at the end of the period, plus total debt outstanding at the end of the period. Refer to page 8 for details.

Company Snapshot

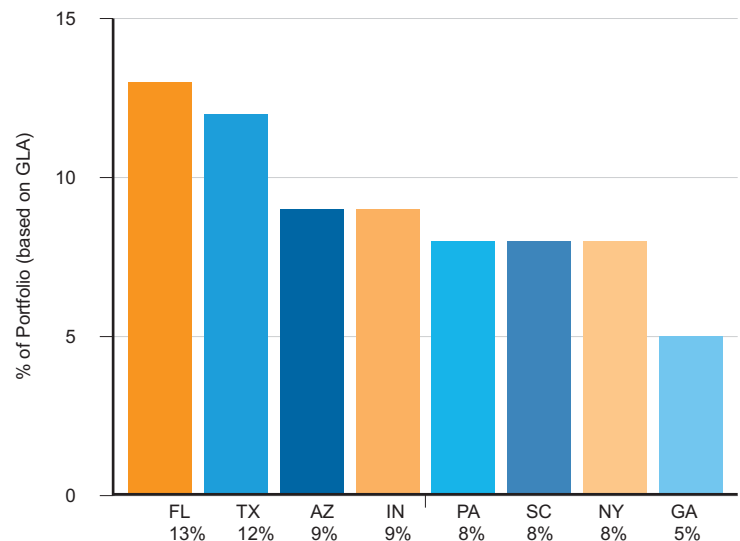
(as of September 30, 2014)

Gross real estate investments ⁽¹⁾	\$	3.3
Total portfolio GLA ⁽²⁾		14.6
Leased rate		91.8%
Portfolio tenant retention rate (YTD)		83%
Investment grade tenants ⁽³⁾		41%
Credit rated tenants ⁽³⁾		58%
% of GLA on-campus/aligned		96%
Weighted average remaining lease term for all buildings ⁽⁴⁾		6.3
Weighted average remaining lease term for single-tenant buildings ⁽⁴⁾		8.7
Weighted average remaining lease term for multi-tenant buildings ⁽⁴⁾		5.1
Credit ratings	Baa2(Stable)/BBB(Stable)	
Cash and cash equivalents ⁽²⁾	\$	18.4
Total debt to total capitalization		34.8%
Weighted average interest rate per annum on portfolio debt ⁽⁵⁾		3.7%

Building Type



Presence in 27 States



(1) Amount represented in billions and includes assets held for sale as of 3Q14.

(2) Amounts represented in millions.

(3) Amounts based on annualized base rent.

(4) Amounts presented in years.

(5) Includes the impact of interest rate swaps.



FFO, Normalized FFO, Normalized FAD and Adjusted EBITDA

(unaudited and in thousands, except share data)

	Three Months Ended		Nine Months Ended	
	3Q14	3Q13	3Q14	3Q13
Net income attributable to common stockholders	\$ 16,032	\$ 4,823	\$ 24,179	\$ 20,199
Depreciation and amortization expense	35,802	29,581	104,346	87,725
Gain on sales of real estate	(11,766)	—	(11,766)	—
FFO	\$ 40,068	\$ 34,404	\$ 116,759	\$ 107,924
Acquisition-related expenses	2,802	1,403	8,647	3,086
Listing expenses	—	—	—	4,405
Net (gain) loss on change in fair value of derivative financial instruments	(2,564)	1,955	857	(8,573)
Loss on extinguishment of debt, net	5,028	—	4,663	—
Noncontrolling income from partnership units included in diluted shares	160	173	252	384
Other normalizing items	—	(4)	209	554
Normalized FFO	\$ 45,494	\$ 37,931	\$ 131,387	\$ 107,780
Other income	(1)	(10)	(41)	(28)
Non-cash compensation expense	1,025	461	3,279	1,369
Straight-line rent adjustments, net	(2,526)	(1,565)	(6,179)	(4,934)
Amortization of below and above market leases, net	617	506	1,892	1,576
Deferred revenue - tenant improvement related	(131)	(28)	(403)	(338)
Amortization of deferred financing costs and debt discount/premium	624	809	1,738	2,456
Recurring capital expenditures, tenant improvements and leasing commissions	(7,938)	(4,327)	(16,497)	(10,377)
Normalized FAD	\$ 37,164	\$ 33,777	\$ 115,176	\$ 97,504
Net income attributable to common stockholders per diluted share	\$ 0.07	\$ 0.02	\$ 0.10	\$ 0.09
FFO adjustments per diluted share, net	0.10	0.13	0.39	0.39
FFO per diluted share	\$ 0.17	\$ 0.15	\$ 0.49	\$ 0.48
Normalized FFO adjustments per diluted share, net	0.02	0.01	0.06	0.00
Normalized FFO per diluted share	\$ 0.19	\$ 0.16	\$ 0.55	\$ 0.48
Normalized FAD adjustments per diluted share, net	(0.04)	(0.02)	(0.07)	(0.05)
Normalized FAD per diluted share	\$ 0.15	\$ 0.14	\$ 0.48	\$ 0.43
Weighted average number of diluted common shares outstanding	241,432	235,023	240,608	226,771
Adjusted EBITDA	3Q14			
Net income	\$ 16,220			
Depreciation and amortization	35,802			
Interest expense and net change in fair value of derivative financial instruments	12,988			
EBITDA	\$ 65,010			
Acquisition-related expenses	2,802			
Non-cash compensation expense	1,025			
Pro forma impact	595			
Adjusted EBITDA	69,432			
Annualized Adjusted EBITDA	\$ 277,728			

Capitalization, Interest Expense and Covenants

(as of September 30, 2014, in thousands, except share data)

Capitalization

Secured Mortgage Debt	\$ 408,786
Unsecured Term Loans	455,000
Unsecured Senior Notes	600,000
Unsecured Revolving Credit Facility	35,000
Net Premium (Discount)	(1,650)
Total Debt	\$ 1,497,136

Stock Price (as of September 30, 2014)	11.60
Total Diluted Common Shares Outstanding	241,408
Equity Capitalization	\$ 2,800,333

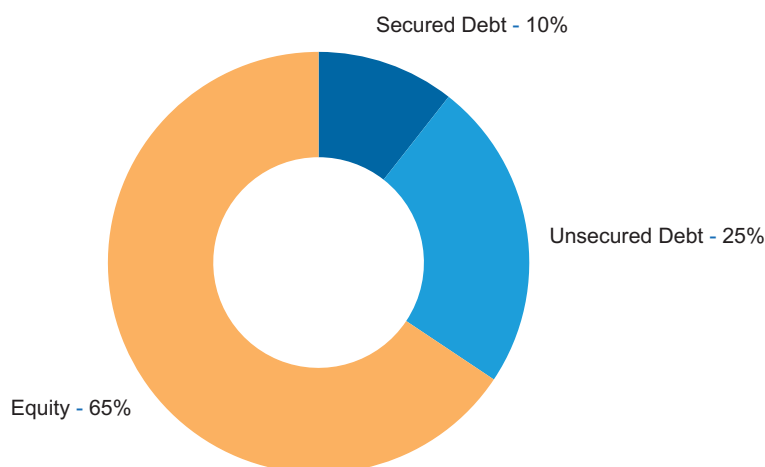
Total Capitalization **\$ 4,297,469**

Total Undepreciated Assets \$ 3,505,448

Total Debt/Total Capitalization 34.8%

Total Debt/Total Undepreciated Assets 42.7%

Total Debt/Annualized Adjusted EBITDA Ratio 5.4x



Interest Expense

	Three Months Ended		Nine Months Ended	
	3Q14	3Q13	3Q14	3Q13
Interest related to derivative financial instruments	\$ 1,433	\$ 1,087	\$ 4,148	\$ 3,448
Net (gain) loss on change in fair value of derivative financial instruments	(2,564)	1,955	857	(8,573)
Total interest expense and net change in the fair value of derivative financial instruments	(1,131)	3,042	5,005	(5,125)
Interest related to debt	14,119	12,146	37,802	35,704
Total interest expense	\$ 12,988	\$ 15,188	\$ 42,807	\$ 30,579
Interest expense excluding net change in the fair market value of derivatives	\$ 15,552	\$ 13,233	\$ 41,950	\$ 39,152

Covenants

Bank Loans	Required	3Q14	Senior Notes	Required	3Q14
Total Leverage	60%	44%	Total Leverage	60%	44%
Secured Leverage	30%	12%	Secured Leverage	40%	12%
Tangible Net Worth	\$1,297	\$1,780	Unencumbered Asset Coverage	150%	244%
Fixed Charge Coverage	1.65x	3.81x	Interest Coverage	1.5x	3.64x
Unencumbered Leverage	60%	42%			
Unencumbered Coverage	1.75x	6.41x			



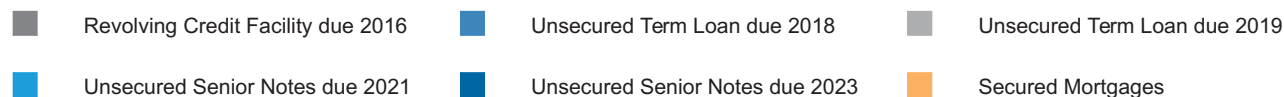
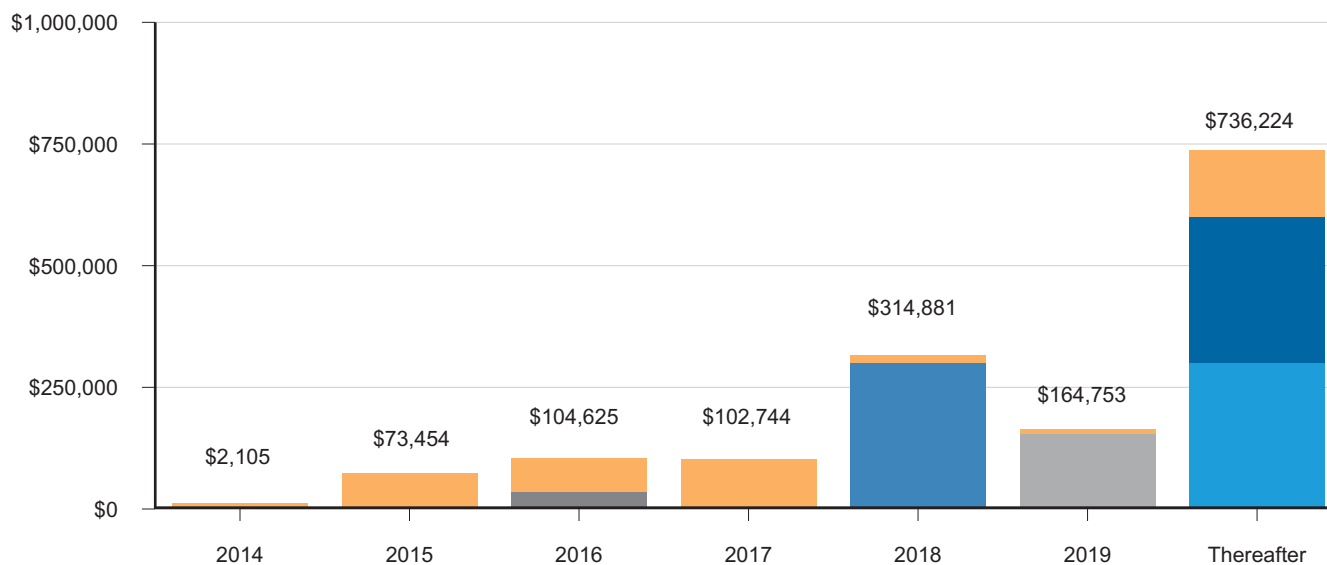
Debt Composition and Maturity Schedule

(in thousands)

Debt Composition

	Revolving Credit Facility due 2016 ⁽¹⁾⁽²⁾	Secured Mortgages	Unsecured Term Loan due 2018 ⁽²⁾	Unsecured Term Loan due 2019	Unsecured Senior Notes due 2021	Unsecured Senior Notes due 2023	Total
2014	\$ —	\$ 2,105	\$ —	\$ —	\$ —	\$ —	\$ 2,105
2015	—	73,454	—	—	—	—	73,454
2016	35,000	69,625	—	—	—	—	104,625
2017	—	102,744	—	—	—	—	102,744
2018	—	14,881	300,000	—	—	—	314,881
2019	—	9,753	—	155,000	—	—	164,753
Thereafter	—	136,224	—	—	300,000	300,000	736,224
Subtotal	35,000	408,786	300,000	155,000	300,000	300,000	1,498,786
Net premiums (discounts)	—	2,759	—	—	(2,306)	(2,103)	(1,650)
Total	\$ 35,000	\$ 411,545	\$ 300,000	\$ 155,000	\$ 297,694	\$ 297,897	\$ 1,497,136
Stated Rate ⁽³⁾	1.45%	5.31%	1.35%	1.85%	3.38%	3.70%	3.36%
Hedged Rate ⁽⁴⁾	1.45%	5.56%	2.30%	2.99%	3.38%	3.70%	3.74%

Debt Maturity Schedule



(1) Rate does not include the 25bps facility fee that is payable on the entire \$650 million revolving facility.

(2) Does not reflect the 1-year extension at the option of the borrower which could extend the Revolver to 2017 and the Term Loan to 2019.

(3) The stated rate on the debt instrument as of September 30, 2014.

(4) The effective rate incorporates any swap instruments that serve to fix variable rate debt, as of September 30, 2014.

2014 Acquisitions and Dispositions and Annual Investments

(as of September 30, 2014, in thousands)

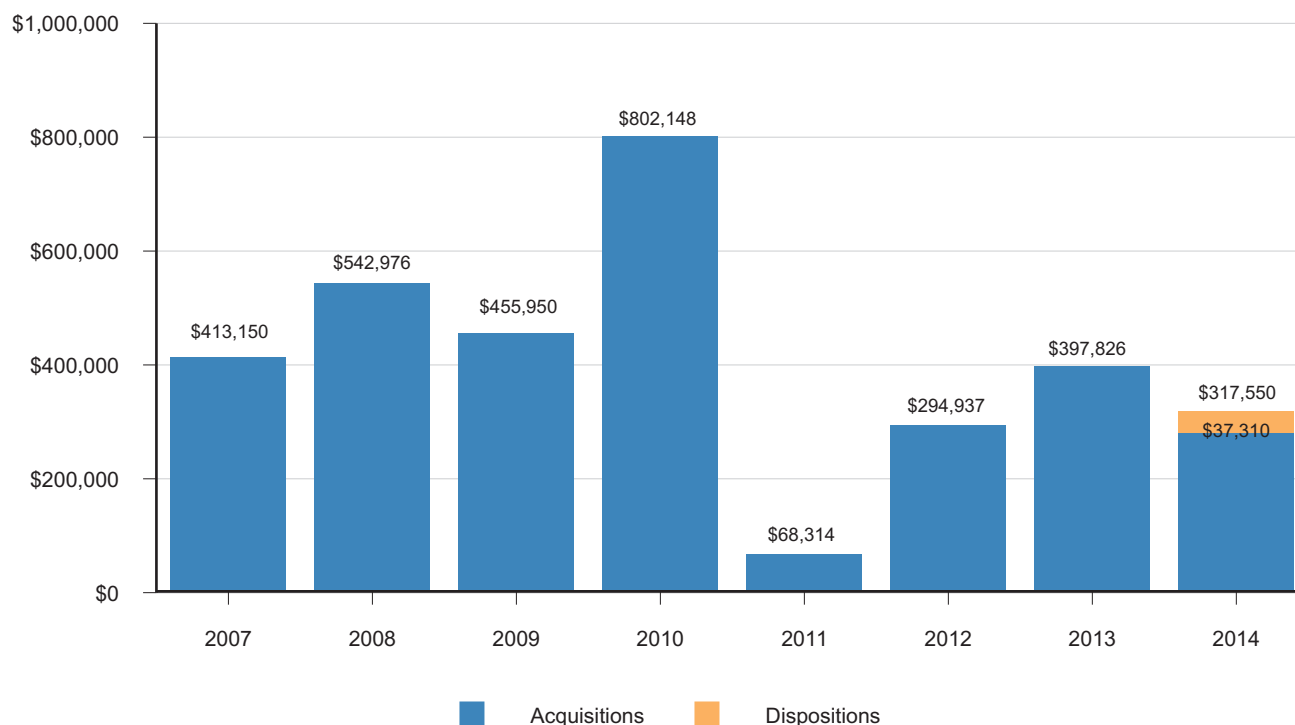
2014 Acquisitions

Property	Property Location	Date Acquired	% Leased at Acquisition	Purchase Price	GLA
Tufts Medical Center (Biewend and Tupper)	Boston, MA	June 2014	100%	\$ 148,100	252
Sunset Professional and Kendall MOB	Miami, FL	June 2014	81	27,900	112
Johnston Professional Building	Baltimore, MD	June 2014	100	24,000	79
3100 Blue Ridge	Raleigh, NC	June 2014	100	11,500	41
Westchester MOB	White Plains, NY	August 2014	93	64,000	189
Tides Medical Arts Center	Charleston, SC	August 2014	100	24,750	69
McMullen MOB	Clearwater, FL	September 2014	100	17,300	43
Total				<u>\$ 317,550</u>	<u>785</u>

2014 Dispositions

Property Location	Date Disposed	GLA	Gross Disposition Price	Gain
Lima, OH	September 2014	203	\$ 27,500	
Baltimore, MD	September 2014	62	14,500	
Total		<u>265</u>	<u>\$ 42,000</u>	<u>\$ 11,766</u>

Annual Investments⁽¹⁾



(1) Excludes real estate notes receivable.



Regional Portfolio Distribution and Key Market Concentration

(as of September 30, 2014)

Regional Portfolio Distribution

Regional Portfolio Distribution	Investment ⁽¹⁾	% of Investment	Total GLA ⁽¹⁾	% of Portfolio	Annualized Base Rent ⁽¹⁾	% of Annualized Base Rent
Southwest	\$ 1,010,428	31.0%	4,200	28.8%	\$ 90,528	30.7%
Southeast	958,634	29.5	4,486	30.7	87,636	29.8
Northeast	756,258	23.2	3,213	22.0	68,204	23.2
Midwest	530,221	16.3	2,704	18.5	48,129	16.3
Total	\$ 3,255,541	100%	14,603	100%	\$ 294,497	100%

Key Market Concentration

Key Markets	Investment ⁽¹⁾	% of Investment	Total GLA ⁽¹⁾	% of Portfolio	Annualized Base Rent ⁽¹⁾	% of Annualized Base Rent
Boston, MA	\$ 248,100	7.6%	611	4.2%	\$ 17,472	5.9%
Dallas, TX	223,448	6.9	682	4.7	18,702	6.4
Phoenix, AZ	219,571	6.7	1,152	7.9	21,054	7.2
Albany, NY	179,253	5.5	879	6.0	16,251	5.5
Greenville, SC	179,070	5.5	965	6.6	17,139	5.8
Miami, FL	155,607	4.8	752	5.1	15,234	5.2
Houston, TX	151,766	4.7	692	4.7	15,816	5.4
Pittsburgh, PA	148,612	4.6	1,094	7.5	19,897	6.8
Atlanta, GA	133,293	4.1	597	4.1	11,023	3.7
Indianapolis, IN	117,650	3.6	850	5.8	11,767	4.0
Denver, CO	75,100	2.3	260	1.8	5,980	2.0
Raleigh, NC	56,000	1.7	285	2.0	5,690	1.9
Total	\$ 1,887,470	58.0%	8,819	60.4%	\$ 176,025	59.8%

(1) In thousands.

Same-Property Performance and NOI

(as of September 30, 2014, in thousands, except number of buildings)

Same-Property Performance

	Three Months Ended			Sequential		Year-Over-Year	
	3Q14	2Q14	3Q13	Change	% Change	Change	% Change
Rental Revenue	\$ 61,879	\$ 60,877	\$ 60,396	\$ 1,002	1.6%	\$ 1,483	2.5%
Tenant Recoveries	15,841	14,665	15,974	1,176	8.0	(133)	-0.8
Total Rental Income	77,720	75,542	76,370	2,178	2.9%	1,350	1.8%
Expenses	(23,676)	(22,396)	(23,936)	(1,280)	5.7	260	-1.1
Same-Property Cash NOI	\$ 54,044	\$ 53,146	\$ 52,434	\$ 898	1.7%	\$ 1,610	3.1%

	As of		
	3Q14	2Q14	3Q13
Number of Buildings	253	253	253
GLA	12,494	12,494	12,494
Leased GLA, end of period	11,417	11,412	11,423
Leased %, end of period	91.4%	91.3%	91.4%

NOI

	Three Months Ended	
	3Q14	3Q13
Net income	\$ 16,220	\$ 5,005
General and administrative expenses	5,935	5,980
Acquisition-related expenses	2,802	1,403
Depreciation and amortization expense	35,802	29,581
Interest expense and net change in fair value of derivative financial instruments	12,988	15,188
Gain on sales of real estate	(11,766)	—
Loss on extinguishment of debt, net	5,028	—
Other income	(1)	(10)
NOI	\$ 67,008	\$ 57,147
NOI percentage growth	17.3%	

NOI	\$ 67,008	\$ 57,147
Straight-line rent adjustments, net	(2,526)	(1,565)
Amortization of below and above market leases, net	617	506
Lease termination fees	(26)	(4)
Cash NOI	65,073	56,084
Notes receivable interest income	(187)	(562)
Non Same-Property Cash NOI	(10,842)	(3,088)
Same-Property Cash NOI	\$ 54,044	\$ 52,434
Same-Property Cash NOI percentage growth	3.1%	



Portfolio Diversification by Type and Historical Campus Proximity

(as of September 30, 2014)

Portfolio Diversification by Type

	Number of Buildings	Number of States	GLA ⁽¹⁾	% of Total GLA	Annualized Base Rent ⁽¹⁾	% of Annualized Base Rent
Medical Office Buildings						
Single-tenant	78	17	3,411	23.3%	\$ 71,781	24.4%
Multi-tenant	198	23	9,956	68.2	191,131	64.9
Other Healthcare Facilities						
Hospitals	10	4	655	4.5	22,772	7.7
Seniors housing	9	3	581	4.0	8,813	3.0
Total	295	27	14,603	100%	\$ 294,497	100%

	Number of Buildings	Number of States	GLA ⁽¹⁾	% of Total GLA	Annualized Base Rent ⁽¹⁾	% of Annualized Base Rent
Net-Lease/Gross Lease						
Net-lease	183	25	9,097	62.3%	\$ 189,570	64.4%
Gross lease	112	15	5,506	37.7	104,927	35.6
Total	295	27	14,603	100%	\$ 294,497	100%

Historical Campus Proximity⁽²⁾

	As of				
	3Q14	2Q14	1Q14	4Q13	3Q13
Off-Campus Aligned	23%	21%	22%	22%	24%
On-Campus	73	75	74	74	72
On-Campus/Aligned	96%	96%	96%	96%	96%
Off-Campus Non-Aligned	4	4	4	4	4
Total	100%	100%	100%	100%	100%

(1) In thousands.

(2) Percentages shown as percent of total GLA.

Tenant Lease Expirations and Historical Leased Rate

(as of September 30, 2014)

Tenant Lease Expirations

Expiration	Number of Leases Expiring	Total GLA of Expiring Leases ⁽¹⁾	% of Leased GLA	Annualized Base Rent of Expiring Leases ⁽¹⁾	% of Total Annualized Base Rent
Month-to-month	104	181	1.4%	\$ 3,382	1.1%
2014	69	130	1.0	2,721	0.9
2015	323	760	5.7	18,121	6.2
2016	314	1,152	8.6	25,293	8.6
2017	328	1,320	9.8	28,139	9.6
2018	276	1,601	11.9	32,983	11.2
2019	219	1,119	8.3	26,361	9.0
2020	159	795	5.9	17,355	5.9
2021	172	1,414	10.5	28,667	9.7
2022	118	908	6.8	21,806	7.4
2023	49	697	5.2	13,305	4.5
Thereafter	179	3,335	24.9	76,364	25.9
Total	2,310	13,412	100%	\$ 294,497	100%

Historical Leased Rate

	As of				
	3Q14	2Q14	1Q14	4Q13	3Q13
Total Portfolio Leased Rate	91.8%	91.5%	91.2%	91.6%	91.4%
On-Campus/Aligned Leased Rate	92.1%	91.7%	91.4%	92.0%	91.8%
Off-Campus Leased Rate	85.4%	85.7%	85.2%	83.4%	82.7%

(1) In thousands.



Top 15 Health System Relationships and In-House Property Management

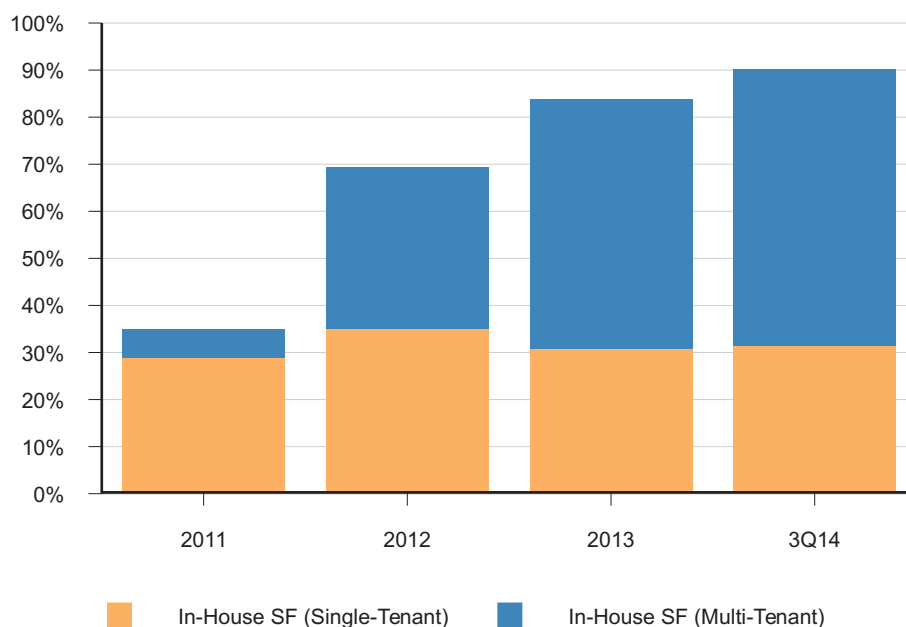
(as of September 30, 2014)

Top 15 Health System Relationships

Health System	Weighted Average Remaining Lease Term	Credit Rating	Total Leased GLA ⁽¹⁾	% of Leased GLA	Annualized Base Rent ⁽¹⁾	% of Annualized Base Rent
Highmark	8	A-	871	6.5%	\$ 16,121	5.5%
Greenville Hospital System	10	A1	761	5.7	13,724	4.7
Hospital Corp of America	5	B1	356	2.7	8,460	2.9
Community Health Systems	4	B1	327	2.4	7,231	2.4
Steward Health Care System	13	B3	321	2.4	7,433	2.5
Aurora Health Care	10	A3	315	2.3	6,684	2.3
Indiana University Health	4	Aa3	294	2.2	4,783	1.6
Deaconess Health System	9	A+	261	1.9	4,011	1.4
Tufts Medical Center	13	BBB	252	1.9	9,381	3.2
Banner Health	6	AA-	204	1.5	4,256	1.4
Capital District Physicians Health Plan	12	NR	198	1.5	3,041	1.0
Wellmont Health System	8	BBB+	158	1.2	2,693	0.9
Rush University Medical Center	5	A2	137	1.0	4,547	1.5
Tenet Healthcare	4	B1	122	0.9	3,193	1.1
Blue Cross and Blue Shield of Florida, Inc.	16	A+	117	0.9	3,189	1.1
Top 15 Total			4,694	35.0%	\$ 98,747	33.5%

In-House Property Management

During 3Q14, HTA expanded its in-house property management and leasing platform by approximately 258,000 square feet of GLA, bringing total in-house GLA to 13.3 million square feet, or 91% of our total portfolio.



(1) In thousands.

Health System Relationship Highlights

Community Health Systems, Inc. (B1), headquartered in Franklin, Tennessee, is one of the nation's leading operators of general acute care hospitals. The organization includes 207 affiliated hospitals in 29 states with approximately 31,100 licensed beds. Affiliated hospitals are dedicated to providing quality healthcare for local residents and contribute to the economic development of their communities. Based on the unique needs of each community served, these hospitals offer a wide range of diagnostic, medical and surgical services in inpatient and outpatient settings.

Forest Park Medical Center (NR), headquartered in Dallas, Texas, is leading physician-owned healthcare system focused on private-pay hospitals in key markets throughout Texas. FPMC's vision is to provide superior care and service in a vibrant and diverse environment while maintaining and enhancing their status as a leader in the healthcare industry. Patients at FPMC experience state-of-the-art medicine in world-class facilities.

Greenville Health System (A1), located in Greenville, South Carolina, is a public not-for-profit academic healthcare delivery system committed to medical excellence through clinical care, education and research. GHS is a health resource for its community and a leader in transforming the delivery of health care for the benefit of people and communities served. The University of South Carolina School of Medicine Greenville is located on GHS' Greenville Memorial Medical Campus. The medical school is focused on transforming healthcare by training physicians to connect with communities, patients, colleagues and technology in a new, more progressive way.

Highmark (A-), based in Pittsburgh, Pennsylvania, is a diversified healthcare partner that serves members across the United States through its businesses in health insurance, dental insurance, vision care and reinsurance. Highmark is the fourth largest BlueCross 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 deliver high quality, accessible, understandable and affordable experiences, outcomes and solutions to their customers.

Hospital Corporation of America (B1), Nashville-based HCA was one of the nation's first hospital companies. Today, they are a company comprised of locally managed facilities that includes about 165 hospitals, 115 freestanding surgery centers in 20 states and England 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. A single hospital started 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 (B3), located in Boston, Massachusetts, is a community-based accountable care organization and community hospital network 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 Medical Group, Steward Health Care network, and Steward Home Care.

Tenet Healthcare System (B1), located in Dallas, Texas, is a leading health care services company. Through its network, Tenet operates 80 hospitals, over 200 outpatient centers and has over 105,000 employees. Across the network, compassionate, quality care is provided to millions of patients through a wide range of services. Tenet is affiliated with Conifer Health Solutions, which helps hospitals, employers and health insurance companies improve the efficiency and performance of their operations and the health of the people they serve.

Tufts Medical Center (BBB), located in Boston, Massachusetts, is a 415-bed academic medical center, providing everything from routine and emergency care to treating the most complex diseases and injuries affecting adults and children throughout New England. Tufts Medical Center is the principal teaching hospital for Tufts University School of Medicine, and has consistently been ranked in the top quartile of major academic medical centers in the country by The University HealthSystem Consortium.



Condensed Consolidated Balance Sheets

(in thousands, except share data)

	As of	
	3Q14	4Q13
ASSETS		
Real estate investments:		
Land	\$ 272,922	\$ 203,001
Building and improvements	2,554,006	2,358,071
Lease intangibles	413,403	411,857
	3,240,331	2,972,929
Accumulated depreciation and amortization	(518,647)	(445,938)
Real estate investments, net	2,721,684	2,526,991
Assets held for sale, net	22,930	—
Real estate notes receivable	8,520	28,520
Cash and cash equivalents	18,415	18,081
Restricted cash and escrow deposits	31,329	18,114
Receivables and other assets, net	141,561	110,285
Other intangibles, net	42,362	50,343
Total assets	\$ 2,986,801	\$ 2,752,334
LIABILITIES AND EQUITY		
Liabilities:		
Debt	\$ 1,497,136	\$ 1,214,241
Accounts payable and accrued liabilities	98,163	82,893
Derivative financial instruments - interest rate swaps	4,127	5,053
Security deposits, prepaid rent and other liabilities	31,935	35,339
Intangible liabilities, net	11,520	11,797
Total liabilities	1,642,881	1,349,323
Commitments and contingencies		
Redeemable noncontrolling interest of limited partners	3,258	3,262
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 shares authorized; 238,944,761 and 236,880,614 shares issued and outstanding as of September 30, 2014 and December 31, 2013, respectively	2,389	2,369
Additional paid-in capital	2,147,688	2,126,897
Cumulative dividends in excess of earnings	(820,978)	(742,060)
Total stockholders' equity	1,329,099	1,387,206
Noncontrolling interest	11,563	12,543
Total equity	1,340,662	1,399,749
Total liabilities and equity	\$ 2,986,801	\$ 2,752,334

Condensed Consolidated Statements of Operations

(in thousands, except share data)

	Three Months Ended		Nine Months Ended	
	3Q14	3Q13	3Q14	3Q13
Revenues:				
Rental income	\$ 95,277	\$ 82,349	\$ 274,675	\$ 235,595
Interest income from real estate notes receivable	257	635	1,834	1,874
Total revenues	95,534	82,984	276,509	237,469
Expenses:				
Rental	28,526	25,837	85,179	72,435
General and administrative	5,935	5,980	18,137	18,645
Acquisition-related	2,802	1,403	8,647	3,086
Depreciation and amortization	35,802	29,581	104,346	87,725
Listing	—	—	—	4,405
Total expenses	73,065	62,801	216,309	186,296
Income before other income (expense)	22,469	20,183	60,200	51,173
Other income (expense):				
Interest expense				
Interest related to derivative financial instruments	(1,433)	(1,087)	(4,148)	(3,448)
Net gain (loss) on change in the fair value of derivative financial instruments	2,564	(1,955)	(857)	8,573
Total interest related to derivative financial instruments, including net change in the fair value of derivative financial instruments	1,131	(3,042)	(5,005)	5,125
Interest related to debt	(14,119)	(12,146)	(37,802)	(35,704)
Gain on sales of real estate	11,766	—	11,766	—
Loss on extinguishment of debt, net	(5,028)	—	(4,663)	—
Other income	1	10	41	28
Net income	\$ 16,220	\$ 5,005	\$ 24,537	\$ 20,622
Net income attributable to noncontrolling interests	(188)	(182)	(358)	(423)
Net income attributable to common stockholders	\$ 16,032	\$ 4,823	\$ 24,179	\$ 20,199
Earnings per common share - basic				
Net income attributable to common stockholders	\$ 0.07	\$ 0.02	\$ 0.10	\$ 0.09
Earnings per common share - diluted				
Net income attributable to common stockholders	\$ 0.07	\$ 0.02	\$ 0.10	\$ 0.09
Weighted average number of common shares outstanding:				
Basic	238,968	232,514	238,099	225,132
Diluted	241,432	235,023	240,608	226,771



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 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.

Annualized Base Rent: Annualized base rent is calculated by multiplying contractual base rent for September 2014 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 computes FFO in accordance with the current standards established by the National Association of Real Estate Investment Trusts, or NAREIT. NAREIT defines FFO, 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 this non-GAAP financial measure 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. Historical cost accounting assumes that the value of real estate assets diminishes ratably over time. Since real asset values have historically risen or fallen based on market conditions, many industry investors have considered presentation of operating results for real estate companies that use historical cost accounting to be insufficient by themselves. Because FFO excludes depreciation and amortization unique to real estate, among other items, it provides a perspective not immediately apparent from net income or loss attributable to common stockholders. HTA's methodology for calculating FFO may be different from methods utilized by other REITs and, accordingly, may not be comparable to such other REITs. 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 sufficient cash flow to fund all of our needs. 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 a portfolio of real estate notes receivable.

Leased Rate: Leased rate represents the percentage of total gross leasable area that is leased, including month-to-month leases and leases which have been executed, but which have not yet commenced, as of the date reported.

Net Operating Income (NOI): NOI is a non-GAAP financial measure that is defined as net income or loss (computed in accordance with GAAP) before (i) general and administrative expenses, (ii) acquisition-related expenses, (iii) depreciation and amortization expense, (iv) listing expenses, (v) interest expense and net change in the fair value of derivative financial instruments, (vi) gain or loss on sales of real estate, (vii) gain or loss on extinguishment of debt and (viii) other income or expense. 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 evaluation of REITs. However, HTA's use of the term NOI may not be comparable to that of other REITs as they may have different methodologies for computing this amount. 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. NOI should be reviewed in connection with other GAAP measurements.

Cash Net Operating Income (Cash NOI): Cash NOI is a non-GAAP financial measure which excludes from NOI (i) straight-line rent adjustments, (ii) amortization of below and above market leases and (iii) lease termination fees. HTA believes that Cash NOI provides another measurement of the operating performance of its operating assets. Additionally, HTA believes that Cash NOI is a widely accepted measure of comparative operating performance of REITs. However, HTA's use of the term Cash NOI may not be comparable to that of other REITs as they may have different methodologies for computing this amount. Cash 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. Cash NOI should be reviewed in connection with other GAAP measurements.

Normalized Funds Available for Distribution (Normalized FAD): HTA computes Normalized FAD, which excludes from Normalized FFO (i) other income or expense, (ii) non-cash compensation expense, (iii) straight-line rent adjustments, (iv) amortization of below and above market leases, (v) deferred revenue - tenant improvement related, (vi) amortization of deferred financing costs and debt premium/discount and (vii) recurring capital expenditures, tenant improvements and leasing commissions. HTA believes this non-GAAP financial measure provides a meaningful supplemental measure of its ability to fund its ongoing dividends. 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 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 sufficient cash flow to fund all of our needs. Normalized FAD should be reviewed in connection with other GAAP measurements.

Normalized Funds From Operations (Normalized FFO): HTA computes Normalized FFO, which excludes from FFO (i) acquisition-related expenses, (ii) listing expenses, (iii) net gain or loss on change in the fair value of derivative financial instruments, (iv) gain or loss on the extinguishment of debt, (v) noncontrolling income or loss from partnership units included in diluted shares and (vi) other normalizing items. HTA presents this non-GAAP financial measure because it allows for the comparison of our operating performance to other REITs and between periods on a consistent basis. HTA's methodology for calculating Normalized FFO may be different from the methods utilized by other REITs and, accordingly, may not be comparable to such other REITs. 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 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 sufficient cash flow to fund our needs. Normalized FFO should be reviewed in connection with other GAAP measurements.

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 iii) leasing commissions paid to secure new tenants. Excludes capital expenditures and tenant improvements for recent acquisitions that were contemplated in the purchase price or closing agreements.

Retention: Tenant Retention Rate is defined as the sum of the total leased GLA of tenants that renewed a lease during the period over the total GLA of leases that renewed or expired during the period.

Same-Property Cash Net Operating Income (Same-Property Cash NOI): Same-Property Cash NOI excludes properties which have not been owned and operated during the entire span of all periods presented or are intended to be sold in the near term, notes receivable interest income, and certain non-routine items. Same-Property Cash 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 Cash NOI should be reviewed in connection with other GAAP measurements.



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