COLONIAL PROPERTIES TRUST
Form 425
August 06, 2013

Filed by Mid-America Apartment Communities, Inc.

Pursuant to Rule 425 under the Securities Act of 1933

and deemed filed pursuant to Rule 14a-12

under the Securities Exchange Act of 1934

Subject Company: Colonial Properties Trust

Commission File No.: 1-12358

The following presentation was presented to investors on August 6, 2013:

Capital Markets Update
August 2013
Exhibit 99.1

2
MAA overview
$4.7
billion
total
market
capitalization,
165
Properties,

49,113
Units

$8.7 billion total market capitalization, post merger

Second largest multifamily REIT based on unit count: 85,000 units, post merger
19+ year established public company platform
Diversified across 13 states and 45 markets

14 states and 50 markets, post merger
Long-tenured management team; sophisticated public company board of directors
A+ to B quality portfolio; appealing to broadest segment of rental market
Average age of 15 years
96% same store occupancy at June 30
Average same store revenue per unit of $971 for 2Q13
Focus on the
High-Growth
Sunbelt
Region
High Quality
Portfolio
Compelling
Growth Model
Investment
Grade Balance
Sheet
Significant
deal
flow;
$1.1
billion
in
acquisitions
(avg
age
4.4
years)
over
last
5
years
$232 million development and lease-up pipeline (6 properties with 1,774 units)

$439 million active multifamily development and lease-up pipeline (12 properties
with 3,274 units), post merger
Active in both large and secondary markets across Sunbelt region
Investment grade rated balance sheet
Debt/Market Capitalization of 36%
Debt/Gross Assets of 43%
Unencumbered asset gross book value $2.2 billion

2Q13 results ahead of expectations
FFO per diluted share and unit of $1.27, 12% growth over 2Q12 and $0.05 above the midpoint of guidance previously provided.
1
Same store results over 2Q12:

NOI increased 5.5%

Revenue increased 4.4%, supported by a 4.1% increase in average effective rent

Occupancy increased 0.1%, ending the quarter at 96.0%
(1) Excludes $5.7 million of merger related expenses.
Acquired 2 properties totaling 576 units for $71.1 million
and sold 4 properties totaling 1,044 units for $74.0 million.
3

$2.87
$3.00
$3.20
$3.33
$3.55
$3.73
$3.79
$3.77
$3.98
$4.57

$4.93
2003[3]
2004
2005
2006
2007
2008
2009
2010
2011
2012
2013E
FFO / share
$2.34
$2.34
$2.35
$2.38
$2.42
$2.46
$2.46
$2.46
$2.51
$2.64
$2.78
2003
2004
2005
2006
2007
2008
2009
2010
2011
2012
2013E
Dividend / share
-50
0
50
100
150
200
250
300
350
06/30/03
06/29/04
06/29/05
06/29/06
06/29/07

06/28/08
06/28/09
06/28/10
06/28/11
06/27/12
06/28/13
MAA
MSCIUS REIT Index
Multifamily peers
%
Proven strategy and long term
outperformance
(2) 1Q & 2Q 2013 dividends / share annualized
Note: Multifamily peers include AIV, AVB, BRE, CLP, CPT, EQR, ESS, HME, PPS, UDR
2
4
321%
219%
179%
(3) Excludes the write-off of original issuance costs for preferred shares redeemed
(4) Mid point of 2013E FFO / share guidance
4
3
MAA dividend growth 10 years
MAA FFO growth 10 years
Total return performance 10 years

5
Strategy
5
Build
Consistent
Growing Cash
Flow
Reduce
Volatility

Establish
Competitive
Strengths
Disciplined
Capital
Deployment
Maintain
Strong
Balance Sheet
Strategy
Retain ready access to unsecured debt market; retain balanced debt strategy
Focus on high-growth region and markets
Appeal to wide range of rental market
Maintain young portfolio
Diversify across both large and secondary markets
Maintain strong balance sheet; access to capital
Maintain organizational stability
Maintain disciplined approach to new development
Capture significant deal flow; leverage cost of capital and execution capabilities
Use scale to drive higher operating margins
Attract and retain top-tier talent
IRR focused capital deployment model
Regional expertise provides in-depth market knowledge
Robust due diligence program
Maintain investment grade metrics
Maintain minimal and very manageable new development exposure

Full cycle outperformance
MAA has generated higher average growth combined with lower volatility than peers
Same store NOI growth
6
MAA average: 3.2%
Peer average: 3.1%
MAA 2009
trough: (1.8%)
(8.0)%
(6.0)%

(4.0)%
(2.0)%
0.0%
2.0%
4.0%
6.0%
8.0%
10.0%
2005
2006
2007
2008
2009
2010
2011
2012
2013
MAA
Multifamily peers
Peer 2009
trough: (4.7%)
Source: Green Street Residential Sector Update May 30, 2013
Note: Multifamily peers include BRE, CLP, CPT, ESS, HME, PPS, UDR

Enhanced diversification across
high-growth Sunbelt Region post merger
Continued commitment to a portfolio strategy focused on high-growth markets across the Sunbelt Region allocated across both large and secondary markets, to capture superior risk-adjusted performance over the full market cycles
Portfolio distribution
by total units [1]
less than 2,000 Units
2,000 5,000
Units
greater than 5,000 Units

Note: Includes all multifamily properties, including stabilized, lease up and joint venture communities

(1) Breakdown based on number of total multifamily 2Q13 NOI, including stabilized, lease-up and joint venture communities (at share)

Distribution by large markets

Large Markets

% of Same Store 2Q13 NOI

1

Dallas / Fort Worth

11.5%

2

Raleigh

6.8%

3

Atlanta

6.7%

4

Austin

6.4%

5

Charlotte

6.1%

6

Nashville

4.7%

7

Jacksonville

4.5%

8

Tampa

3.4%

9

Orlando

3.3%

10

Houston

3.1%

61

%

of total

Distribution by secondary markets

Secondary Markets

% of Same Store 2Q13 NOI

1

Memphis

3.9%

2

Charleston

3.5%

3
Savannah
3.4%
4
Birmingham
2.7%
5
Richmond
2.6%
6
Greenville
1.9%
7
Jackson
1.7%
8
Little Rock
1.4%
9
Columbus
1.3%
10
Lexington
1.1%
39
%
of total
Note: Other large markets includes 3 additional MSAs; Other secondary markets includes 27 additional MSAs
(2) Distribution
based
on
number
of
same
store
multifamily
2Q13
NOI
7
Nevada
Arizona
Texas
Missouri
Arkansas
Alabama
Kentucky
Virginia
North
Carolina
South

Carolina
Georgia
Florida
Mississippi
Tennessee
2
2

Synergy and enhanced value creation potential through merger

Significant overlap in asset footprint creates potential for overhead synergies and operating margin improvement

Significant overlap in technology to drive and track performance, leading to minimal business disruption

Opportunity to improve cost structure by leveraging a combined business platform across a significantly larger asset portfolio; efficiencies from scale

Estimated total run-rate annual synergies of $25mm
Potential for additional synergies include improved debt costs and opportunities for scale efficiencies
Strengthened platform through integration of best practices of both companies
Dominant Sunbelt region platform drives superior deal flow and execution capabilities
Market Station -
Kansas City, MO
Colonial Grand at Double Creek -
Austin, TX
8

Merger timeline
Announcement
June 3, 2013
Expected Close
September 2013
Full Integration
December 2014
April 2014
Identified $25M of synergies:

75% personnel
25% non-personnel
Numerous due-diligence site visits
Exchange of non-public financial information; extensive due diligence and valuation analysis
Pre-announcement review with Rating Agencies; day of announcement up-grade by S&P and reaffirmation of ratings by Moody s and Fitch
Lender consents on $2.6 billion in debt
Numerous joint management site visits
Final management structure in place
Formally launch new corporate identity
Estimate 40-50% of synergies realized
Consolidated financial reporting and forecasting capabilities fully in place
Early integration efforts complete
Estimate capturing 70-80% of synergy opportunity
Realize 100% of synergy opportunity
Full systems integration complete
All legacy CLP commercial assets sold
9

Significant presence in both large and
secondary, high growth markets
Source: Moody s
Note: Highlighted markets represent 59% of New MAA s multifamily portfolio (weighted by units)
U.S. average: 2.0%
Large markets with meaningful presence
Major non-MAA markets
10
3.7%

3.2%
3.2%
3.0%
2.8%
2.6%2.6%
2.5%
2.3%
2.3%
2.1%
2.0%
2.8%
2.4%
2.1%
2.0%
2.0%
1.8%1.8%1.8%
1.6%
1.5%
1.4%
1.2%
0.8%
5-year projected employment growth CAGR (%)
MAA s combined new, large markets are on a weighted average basis projected to show 2.8%
j

New MAA will have an enhanced full cycle
market focus across the Sunbelt region
Top 10 markets by NOI
2Q13 unit count by market
% of 2Q13 same store NOI by market
1
2
3
4
5

6
7
8
9
10
MAA
DFW
Jacksonville
Nashville
Memphis
Houston
Atlanta
Raleigh
Austin
Tampa
Greenville
CLP
Charlotte
DFW
Raleigh
Austin
Atlanta
Orlando
Charleston
Savannah
Birmingham
Richmond
New MAA
DFW
Raleigh
Atlanta
Austin
Charlotte
Nashville
Jacksonville
Memphis
Charleston
Tampa
Markets with 5-year projected employment growth above national average
11
54.8%
69.1%
61.0%
45.2%
30.9%
39.0%
MAA
CLP
New MAA
Large markets

Secondary markets
24,866
24,252
49,118
23,091
10,037
33,128
MAA
CLP
New MAA
Large markets
Secondary markets
47,957
34,289
82,246

External growth
acquisition activity
Price
Cap
(000s)
Units
Rate
Age
MAA Acquisitions by Year
(wholly-owned):

2009
78,300
$
1,064

6.9%
4

2010
230,050
$
2,138

6.0%
1

2011
362,515
$
3,055

5.9%
3

2012
345,075
$
2,451

5.6%
6

2013 YTD
103,642
$
886

5.9%
4

1,119,582
$
9,594

5.9%
4

MAA Dispositions by Year
(wholly-owned):
2009

29,800
$
840

7.0%
27

2010
-
$
-

2011
23,950
$
534

6.5%
27

2012
113,200
$
2,254

6.8%
23

2013 YTD
74,000
$
1,044

6.6%
23

240,950
$
4,672

6.7%
24

12
Active capital redeployment

New MAA will have enhanced deal flow opportunities

MAA purchase: Sept. 2011

MSA: Dallas, TX

Acquisition price: $47mm

Total units: 456

Year built: 2008

Occupancy: 96%

MAA purchased: July 2012

MSA: Atlanta, GA

Acquisition price: $64mm

Total units: 349

Year built: 2008

Occupancy: 92%

CLP purchase: March 2013

MSA: Orlando, FL

Acquisition price: $43mm

Total units: 280

Year built: 2009

Occupancy: 95%

CLP purchase: Nov. 2012

MSA: Dallas, TX

Acquisition price: $43mm

Total units: 306

Year built: 2006

Occupancy: 95%
13
Legends at Lowe s Farm
Colonial Reserve at Las Colinas
Colonial Grand at Windemere
Allure at Brookwood

New MAA will maintain a disciplined
approach to new development
Expected stabilized NOI yield between 7% and 8%
Active multifamily development pipeline ($mm, except per unit costs)
Total
1,802
$120.0
$122.8
$242.8
$135

Total
Expected
MSA
Units
to Date
to Complete
Total
Per Unit
Stabilization
MAA
River's Walk
Charleston
270

27.1
$
6.3
$
33.4
$
124
$
4Q14
220 Riverside
Jacksonville
294

10.7
$
29.7
$
40.4
$
137
$
4Q15
Subtotal: MAA
564

37.8
$
36.0
$
73.8
$
131
$
CLP
CR at South End
Charlotte

353

38.6
$
20.7
$
59.3
$
168
$
4Q14
CG at Ayrsley Phase II
Charlotte
81

8.3
$
0.8
$
9.1
$
112
$
4Q13
CG at Randal Lakes
Orlando
462

35.7
$
21.3
$
57.0
$
123
$
1Q15
CG at Lake Mary III
Orlando
132

3.8
$
12.3
$
16.1
$
122
$
2Q14

CG at Bellevue Phase II
Nashville
220

4.0
$
25.3
$
29.3
$
133
$
Subtotal: CLP
1,248

90.4
$
80.4
$
170.8
$
131
$
Total
1,812

128.2
$
116.4
$
244.6
$
135
$
Cost
Expected Cost
14

% of unencumbered assets
New MAA capital structure
39.2%
debt / market capitalization
Note: As of 8/1/13. Includes pro rata share of unconsolidated joint venture debt
Floating vs. fixed rate debt
Unsecured vs. secured debt
Strong investment grade balance sheet
capital structure profile
15

Debt / LTM EBITDA
LTM fixed charge coverage ratio
Source: Company filings, SNL Financial
(1) EBITDA includes $25mm of synergies pro forma for the transaction
Debt / gross assets
Secured debt / gross assets
Moody s
Baa1
BBB
BBB+

BBB
BBB
BBB
S&P
BBB+
BBB+
Baa1
Baa3
Baa2
Baa2
Baa2
Baa2
Moody s
Baa1
BBB
BBB+
BBB
BBB
BBB
S&P
BBB+
BBB+
Baa1
Baa3
Baa2
Baa2
Baa2
Baa2
Moody s
Baa1
BBB+
BBB
BBB+
BBB
BBB
S&P
BBB
BBB+
Baa3
Baa1
Baa2
Baa2
Baa2
Baa2
Moody s
Baa3
BBB
BBB+
BBB+
BBB

BBB
S&P
BBB+
BBB
Baa1
Baa2
Baa1
Baa2
Baa2
Baa2
1
BBB+
BBB+
BBB+
NR
BBB+
Fitch
NR
NR
BBB+
NR
BBB+
NR
BBB+
Fitch
BBB+
NR
GAV($bn)$17.3
$3.3
$7.1
$4.3
$28.0
$8.8
$6.2
GAV($bn)
$3.3
$7.1
$4.3
$17.3
$28.0
$8.8
$6.2
$7.8
$7.8
NR
BBB+
BBB+
BBB+
NR
Fitch

BBB+
NR
NR
BBB+
BBB+
BBB+
NR
Fitch
BBB+
NR
Investment grade balance sheet metrics
16
1
4.5x
6.0x
6.0x
6.3x
6.4x
6.5x
7.9x
8.1x
3.0x
4.0x
5.0x
6.0x
7.0x
8.0x
9.0x
AVB
CPT
PPS
EQR
BRE
New
MAA
ESS
UDR
4.6x
3.8x
3.5x
3.5x
3.4x
3.0x
2.7x
2.7x
0.0x
0.5x
1.0x
1.5x
2.0x

2.5x
3.0x
3.5x
4.0x
4.5x
5.0x
AVB
CPT
PPS
EQR
New
MAA
ESS
BRE
UDR
14%
15%
17%
22%
22%
23%
24%
29%
0%
5%
10%
15%
20%
25%
30%
35%
PPS
CPT
BRE
AVB
EQR
New
MAA
UDR
ESS
33%
35%
38%
39%
42%
43%
47%
51%
30%
35%

40%
45%
50%
55%
AVB
PPS
CPT
BRE
EQR
New
MAA
UDR
ESS

Opportunity

MAA is currently priced at a multiple and implied cap rate discount to the sector average.

Implies long term same store earnings growth rate is 100bps lower than sector; actual is fully in line with sector

Actual historical results and current position
suggest otherwise

MAA s historical long-term internal same
store growth (and overall FFO growth)
performance exceeds the sector average;
established record of exceeding regional
market
performance levels and sector
averages .
Implied 10 Year IRR

MAA outperforms by 100 bps on unleveraged basis
with continued cap rate discount.

MAA
outperforms
by
175
bps
on
a
leveraged
basis.
1

MAA outperforms by 370 bps on a leveraged basis by
capturing the sector s current average cap rate.
17
5.4%
6.4%
3.0%
3.0%
0%
2%
4%
6%
8%
10%
Sector Average
MAA
Market Implied Cap Rate
Same Store Growth
Total Implied Unleveraged Return
Source: Current cap rates from BMO REIT Equity Weekly July 29, 2013; 2004-2013YTD
(1)
Represents amplification of outperformance on a margin basis: 50%/50% cash/debt and
5% interest rate.
same store growth from Green Street Residential Sector Update May 30, 2013

Strategy and long-term outlook
Optimize cash flow growth through full-cycle
Support growing and secure dividend
Deliver superior long-term risk-adjusted returns
Focus on high-growth Sunbelt markets
Prudent capital deployment practices
Disciplined approach to new development
Proactive capital recycling program
Build competitive advantages in local markets
Develop New MAA brand value

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High quality, well located properties in
large markets
19
Bella Casita at Las Colinas
Tattersall at Tapestry Park
Allure at Brookwood
1225 South Church
Charlotte, NC Phase I 2010 Acquisition
Phase II Development

Atlanta, GA 2012 Acquisition
Jacksonville, FL 2011 Acquisition
Dallas, TX 2010 Acquisition

High quality, well located properties in
secondary markets
20
Haven at Blanco
Rivers Walk
Charleston, SC   Development
Market Station
Kansas City, MO   2012 Acquisition
San Antonio, TX   2012 Acquisition
Ridge at Chenal Valley

Little Rock, AR   Development

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Certain matters in this presentation may constitute forward-looking statements within the meaning of Section 27-A of the Securities Act of 1933 and Section 21E of the Securities and Exchange Act of 1934. Such statements include, but are not limite to, statements made about anticipated economic and market conditions, expectations for future demographics, the impact of competition, general changes in the apartment industry, expectations for acquisition and joint venture performance, ability to pay dividends and the ability to obtain financing at reasonable rates. Actual results and the timing of certain events could diffe materially from those projected in or contemplated by the forward-looking statements due to a number of factors, including a downturn in general economic conditions or the capital markets, competitive factors including overbuilding or other supply/demand imbalances in some or all of our markets, changes in interest rates and other items that are difficult to control such as the impact of legislation, as well as the other general risks inherent in the apartment and real estate businesses. Reference is hereby made to the filings of Mid-America Apartment Communities, Inc., with the Securities and Exchange Commission, including quarterly reports on Form 10-Q, reports on Form 8-K, and its annual report on Form 10-K, particularly including the risk factors contained in the latter filing.

Additional Information about the Proposed Merger Transaction and Where to Find It

In
connection
with
the
proposed
transaction,
MAA
expects

to file with the SEC a registration statement on Form S-4 that will include a definitive joint proxy statement of MAA and Colonial Properties Trust that also constitutes a prospectus of MAA. MAA and Colonial Properties Trust also plan to file other relevant documents with the SEC regarding the proposed transaction.

INVESTORS
ARE
URGED TO READ THE JOINT PROXY STATEMENT/PROSPECTUS AND OTHER RELEVANT DOCUMENTS FILED
SEC
IF
AND
WHEN
THEY
BECOME
AVAILABLE,
BECAUSE
THEY
WILL
CONTAIN
IMPORTANT
INFORMATION.
You
may
obtain a free copy of the definitive joint proxy statement/prospectus and other relevant documents filed by MAA and Colonial
Properties
Trust
with
the
SEC
at
the
SEC s
website
at
www.sec.gov.
Copies
of
the
documents
filed
by
MAA
with
the
SEC
will
be
available
free
of
charge
on
MAA s
website
at

www.maac.com or by contacting MAA Investor Relations at 901-682-6600. Copies of the documents filed by Colonial Properties Trust with the SEC will be available free of charge on Colonial Properties Trust s at www.colonialprop.com or by contacting Colonial Properties Trust Investor Relations at 205-250-8700. MAA and Colonial Properties Trust and their respective directors and executive officers and other members of management and employees may be deemed to be participants in the solicitation of proxies in respect of the proposed transaction. You can find information about MAA s executive officers and directors in MAA s definitive proxy statement filed with the SEC on March 2013.

You can find information about Colonial Properties Trust s executive officers and directors in Colonial Properties Trust s definitive proxy statement filed with the SEC on March 13, 2013. Additional information regarding the interests of such potential participants will be included in the joint proxy statement/prospectus and other relevant documents filed with the SEC if and wh become available. You may obtain free copies of these documents from MAA or Colonial Properties Trust using the sources indicated above.

This document shall not constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. No offering of securities shall be made except by means of a prospectus meeting the requirements of Section 10 of the U.S. Securities Act of 1933, as amended.

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