

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 10-Q**

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended September 30, 2020

or

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(D) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_



**AMERICAN ASSETS TRUST, INC.**

(Exact Name of Registrant as Specified in its Charter)

Commission file number: 001-35030

**AMERICAN ASSETS TRUST, L.P.**

(Exact Name of Registrant as Specified in its Charter)

Commission file number: 333-202342-01

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Maryland (American Assets Trust, Inc.)  
Maryland (American Assets Trust, L.P.)  
(State or other jurisdiction of incorporation or organization)

27-3338708 (American Assets Trust, Inc.)  
27-3338894 (American Assets Trust, L.P.)  
(IRS Employer Identification No.)

11455 El Camino Real, Suite 200  
San Diego, California 92130  
(Address of Principal Executive Offices and Zip Code)

(858) 350-2600  
(Registrant's Telephone Number, Including Area Code)

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Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the Registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

American Assets Trust, Inc.  Yes  No  
American Assets Trust, L.P.  Yes  No

(American Assets Trust, L.P. became subject to filing requirements under Section 13 of the Securities Exchange Act of 1934, as amended, upon effectiveness of its Registration Statement on Form S-3 on February 6, 2015 and has filed all required reports subsequent to that date.)

Indicate by check mark whether the Registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T during the preceding 12 months (or for such shorter period that the Registrant was required to submit such files).

American Assets Trust, Inc.  Yes  No  
American Assets Trust, L.P.  Yes  No

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company or an emerging growth company. See definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

American Assets Trust, Inc.

Large Accelerated Filer  Accelerated Filer   
Non-Accelerated Filer  (Do not check if a smaller reporting company) Smaller reporting company   
Emerging growth company

American Assets Trust, L.P.

Large Accelerated Filer  Accelerated Filer   
Non-Accelerated Filer  (Do not check if a smaller reporting company) Smaller reporting company   
Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

American Assets Trust, Inc.  Yes  No  
American Assets Trust, L.P.  Yes  No

Securities registered pursuant to Section 12(b) of the Act:

<u>Name of Registrant</u>	<u>Title of each class</u>	<u>Trading Symbol</u>	<u>Name of each exchange on which registered</u>
American Assets Trust, Inc.	Common Stock, par value \$0.01 per share	AAT	New York Stock Exchange
American Assets Trust, L.P.	None	None	None

American Assets Trust, Inc. had 60,282,929 shares of common stock, par value \$0.01 per share, outstanding as of October 30, 2020.

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## EXPLANATORY NOTE

This report combines the quarterly reports on Form 10-Q for the quarter ended September 30, 2020 of American Assets Trust, Inc., a Maryland corporation, and American Assets Trust, L.P., a Maryland limited partnership, of which American Assets Trust, Inc. is the parent company and sole general partner. Unless otherwise indicated or unless the context requires otherwise, all references in this report to “we,” “us,” “our” or “the company” refer to American Assets Trust, Inc. together with its consolidated subsidiaries, including American Assets Trust, L.P. Unless otherwise indicated or unless the context requires otherwise, all references in this report to “our Operating Partnership” or “the Operating Partnership” refer to American Assets Trust, L.P. together with its consolidated subsidiaries.

American Assets Trust, Inc. operates as a real estate investment trust, or REIT, and is the sole general partner of the Operating Partnership. As of September 30, 2020, American Assets Trust, Inc. owned an approximate 78.7% partnership interest in the Operating Partnership. The remaining 21.3% partnership interests are owned by non-affiliated investors and certain of our directors and executive officers. As the sole general partner of the Operating Partnership, American Assets Trust, Inc. has full, exclusive and complete authority and control over the Operating Partnership’s day-to-day management and business, can cause it to enter into certain major transactions, including acquisitions, dispositions and refinancings, and can cause changes in its line of business, capital structure and distribution policies.

The company believes that combining the quarterly reports on Form 10-Q of American Assets Trust, Inc. and the Operating Partnership into a single report will result in the following benefits:

- better reflects how management and the analyst community view the business as a single operating unit;
- enhance investors' understanding of American Assets Trust, Inc. and the Operating Partnership by enabling them to view the business as a whole and in the same manner as management;
- greater efficiency for American Assets Trust, Inc. and the Operating Partnership and resulting savings in time, effort and expense; and
- greater efficiency for investors by reducing duplicative disclosure by providing a single document for their review.

Management operates American Assets Trust, Inc. and the Operating Partnership as one enterprise. The management of American Assets Trust, Inc. and the Operating Partnership are the same.

There are a few differences between American Assets Trust, Inc. and the Operating Partnership, which are reflected in the disclosures in this report. We believe it is important to understand the differences between American Assets Trust, Inc. and the Operating Partnership in the context of how American Assets Trust, Inc. and the Operating Partnership operate as an interrelated consolidated company. American Assets Trust, Inc. is a REIT, whose only material asset is its ownership of partnership interests of the Operating Partnership. As a result, American Assets Trust, Inc. does not conduct business itself, other than acting as the sole general partner of the Operating Partnership, issuing public equity from time to time and guaranteeing certain debt of the Operating Partnership. American Assets Trust, Inc. itself does not hold any indebtedness. The Operating Partnership holds substantially all the assets of the company, directly or indirectly holds the ownership interests in the company’s real estate ventures, conducts the operations of the business and is structured as a partnership with no publicly-traded equity. Except for net proceeds from public equity issuances by American Assets Trust, Inc., which are generally contributed to the Operating Partnership in exchange for partnership units, the Operating Partnership generates the capital required by the company’s business through the Operating Partnership’s operations, by the Operating Partnership’s direct or indirect incurrence of indebtedness or through the issuance of operating partnership units.

Noncontrolling interests and stockholders’ equity and partners’ capital are the main areas of difference between the consolidated financial statements of American Assets Trust, Inc. and those of American Assets Trust, L.P. The partnership interests in the Operating Partnership that are not owned by American Assets Trust, Inc. are accounted for as partners’ capital in the Operating Partnership’s financial statements and as noncontrolling interests in American Assets Trust, Inc.’s financial statements. To help investors understand the significant differences between the company and the Operating Partnership, this report presents the following separate sections for each of American Assets Trust, Inc. and the Operating Partnership:

- consolidated financial statements;
  - the following notes to the consolidated financial statements:
    - Debt;
    - Equity/Partners' Capital; and
    - Earnings Per Share/Unit; and
  - Liquidity and Capital Resources in Management's Discussion and Analysis of Financial Condition and Results of Operations.
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This report also includes separate Item 4. Controls and Procedures sections and separate Exhibit 31 and 32 certifications for each of American Assets Trust, Inc. and the Operating Partnership in order to establish that the Chief Executive Officer and the Chief Financial Officer of American Assets Trust, Inc. have made the requisite certifications and American Assets Trust, Inc. and the Operating Partnership are compliant with Rule 13a-15 or Rule 15d-15 of the Securities Exchange Act of 1934 and 18 U.S.C. §1350.

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## AMERICAN ASSETS TRUST, INC. AND AMERICAN ASSETS TRUST, L.P.

QUARTERLY REPORT ON FORM 10-Q  
FOR THE QUARTER ENDED SEPTEMBER 30, 2020

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## PART 1 - FINANCIAL INFORMATION

## ITEM 1. FINANCIAL STATEMENTS

**American Assets Trust, Inc.**  
**Consolidated Balance Sheets**  
(In Thousands, Except Share Data)

	September 30, 2020 (unaudited)	December 31, 2019
<b>ASSETS</b>		
Real estate, at cost		
Operating real estate	\$ 3,147,237	\$ 3,096,886
Construction in progress	81,485	91,264
Held for development	547	547
	<u>3,229,269</u>	<u>3,188,697</u>
Accumulated depreciation	(730,705)	(665,222)
Net real estate	2,498,564	2,523,475
Cash and cash equivalents	155,327	99,303
Restricted cash	1,231	10,148
Accounts receivable, net	12,018	12,016
Deferred rent receivables, net	68,752	52,171
Other assets, net	108,222	93,220
<b>TOTAL ASSETS</b>	<u><u>\$ 2,844,114</u></u>	<u><u>\$ 2,790,333</u></u>
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES:</b>		
Secured notes payable, net	\$ 110,913	\$ 161,879
Unsecured notes payable, net	1,196,547	1,195,780
Unsecured line of credit, net	99,049	—
Accounts payable and accrued expenses	71,837	62,576
Security deposits payable	6,530	8,316
Other liabilities and deferred credits, net	93,256	68,110
Total liabilities	<u>1,578,132</u>	<u>1,496,661</u>
Commitments and contingencies (Note 11)		
<b>EQUITY:</b>		
American Assets Trust, Inc. stockholders' equity		
Common stock, \$0.01 par value, 490,000,000 shares authorized, 60,282,929 and 60,068,228 shares issued and outstanding at September 30, 2020 and December 31, 2019, respectively	603	601
Additional paid-in capital	1,443,764	1,452,014
Accumulated dividends in excess of net income	(164,462)	(144,378)
Accumulated other comprehensive income	1,034	5,680
Total American Assets Trust, Inc. stockholders' equity	<u>1,280,939</u>	<u>1,313,917</u>
Noncontrolling interests	(14,957)	(20,245)
Total equity	<u>1,265,982</u>	<u>1,293,672</u>
<b>TOTAL LIABILITIES AND EQUITY</b>	<u><u>\$ 2,844,114</u></u>	<u><u>\$ 2,790,333</u></u>

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

**American Assets Trust, Inc.**  
**Consolidated Statements of Comprehensive Income**  
**(Unaudited)**  
**(In Thousands, Except Shares and Per Share Data)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>REVENUE:</b>				
Rental income	\$ 80,759	\$ 93,147	\$ 252,059	\$ 249,634
Other property income	3,615	5,215	11,167	18,160
Total revenue	84,374	98,362	263,226	267,794
<b>EXPENSES:</b>				
Rental expenses	19,208	23,989	58,757	66,611
Real estate taxes	11,491	10,942	31,497	29,263
General and administrative	6,438	6,479	19,937	18,495
Depreciation and amortization	26,914	26,568	80,869	69,733
Total operating expenses	64,051	67,978	191,060	184,102
<b>OPERATING INCOME</b>	<b>20,323</b>	<b>30,384</b>	<b>72,166</b>	<b>83,692</b>
Interest expense	(13,302)	(13,734)	(40,105)	(40,212)
Gain on sale of real estate	—	—	—	633
Other (expense) income, net	(531)	(131)	(261)	(410)
<b>NET INCOME</b>	<b>6,490</b>	<b>16,519</b>	<b>31,800</b>	<b>43,703</b>
Net income attributable to restricted shares	(87)	(92)	(260)	(277)
Net income attributable to unitholders in the Operating Partnership	(1,365)	(3,565)	(6,778)	(10,553)
<b>NET INCOME ATTRIBUTABLE TO AMERICAN ASSETS TRUST, INC. STOCKHOLDERS</b>	<b>\$ 5,038</b>	<b>\$ 12,862</b>	<b>\$ 24,762</b>	<b>\$ 32,873</b>
<b>EARNINGS PER COMMON SHARE</b>				
Earnings per common share, basic	\$ 0.08	\$ 0.22	\$ 0.41	\$ 0.63
Weighted average shares of common stock outstanding - basic	59,825,174	59,441,887	59,757,709	52,239,668
Earnings per common share, diluted	\$ 0.08	\$ 0.22	\$ 0.41	\$ 0.63
Weighted average shares of common stock outstanding - diluted	76,118,032	75,832,435	76,115,456	69,010,772
<b>DIVIDENDS DECLARED PER COMMON SHARE</b>	<b>\$ 0.25</b>	<b>\$ 0.28</b>	<b>\$ 0.75</b>	<b>\$ 0.84</b>
<b>COMPREHENSIVE INCOME</b>				
Net income	\$ 6,490	\$ 16,519	\$ 31,800	\$ 43,703
Other comprehensive income (loss) - unrealized income (loss) on swap derivatives during the period	1,201	(1,094)	(4,900)	(7,117)
Other comprehensive income - unrealized gain on forward-starting interest rate swaps	—	513	—	513
Reclassification of amortization of forward-starting swap included in interest expense	(332)	(333)	(997)	(972)
Comprehensive income	7,359	15,605	25,903	36,127
Comprehensive income attributable to non-controlling interests	(1,555)	(3,364)	(5,530)	(8,582)
Comprehensive income attributable to American Assets Trust, Inc.	\$ 5,804	\$ 12,241	\$ 20,373	\$ 27,545

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

**American Assets Trust, Inc.**  
**Consolidated Statement of Equity**  
**(Unaudited)**  
**(In Thousands, Except Share Data)**

	Common Shares		Additional Paid-in Capital	Accumulated Dividends in Excess of Net Income	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interests - Unitholders in the Operating Partnership	Total
	Shares	Amount					
<b>Balance at December 31, 2019</b>	60,068,228	\$ 601	\$ 1,452,014	\$ (144,378)	\$ 5,680	\$ (20,245)	\$ 1,293,672
Net income	—	—	—	12,172	—	3,312	15,484
Dividends declared and paid	—	—	—	(18,020)	—	(4,917)	(22,937)
Stock-based compensation	—	—	1,250	—	—	—	1,250
Other comprehensive loss - change in value of interest rate swaps	—	—	—	—	(4,816)	(1,299)	(6,115)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(261)	(72)	(333)
<b>Balance at March 31, 2020</b>	60,068,228	\$ 601	\$ 1,453,264	\$ (150,226)	\$ 603	\$ (23,221)	\$ 1,281,021
Net income	—	—	—	7,725	—	2,101	9,826
Issuance of restricted stock	6,008	—	—	—	—	—	—
Forfeiture of restricted stock	(318)	—	—	—	—	—	—
Dividends declared and paid	—	—	—	(12,015)	—	(3,278)	(15,293)
Stock-based compensation	—	—	1,252	—	—	—	1,252
Other comprehensive income - change in value of interest rate swaps	—	—	—	—	10	4	14
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(261)	(71)	(332)
<b>Balance at June 30, 2020</b>	60,073,918	\$ 601	\$ 1,454,516	\$ (154,516)	\$ 352	\$ (24,465)	\$ 1,276,488
Net income	—	—	—	5,125	—	1,365	6,490
Conversion of operating partnership units	209,011	2	(12,003)	—	3	11,998	—
Dividends declared and paid	—	—	—	(15,071)	—	(4,045)	(19,116)
Stock-based compensation	—	—	1,251	—	—	—	1,251
Other comprehensive income - change in value of interest rate swaps	—	—	—	—	940	261	1,201
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(261)	(71)	(332)
<b>Balance at September 30, 2020</b>	<u>60,282,929</u>	<u>\$ 603</u>	<u>\$ 1,443,764</u>	<u>\$ (164,462)</u>	<u>\$ 1,034</u>	<u>\$ (14,957)</u>	<u>\$ 1,265,982</u>

	Common Shares		Additional Paid-in Capital	Accumulated Dividends in Excess of Net Income	Accumulated Other Comprehensive Income (Loss)	Noncontrolling Interests - Unitholders in the Operating Partnership	Total
	Shares	Amount					
<b>Balance at December 31, 2018</b>	47,335,409	\$ 474	\$ 920,661	\$ (128,778)	\$ 10,620	\$ (506)	\$ 802,471
Net income	—	—	—	11,188	—	4,055	15,243
Common shares issued	162,531	1	7,033	—	—	—	7,034
Forfeiture of restricted stock	(11,046)	—	—	—	—	—	—
Dividends declared and paid	—	—	—	(13,251)	—	(4,810)	(18,061)
Stock-based compensation	—	—	1,098	—	—	—	1,098
Other comprehensive loss - change in value of interest rate swaps	—	—	—	—	(1,561)	(571)	(2,132)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(234)	(86)	(320)
<b>Balance at March 31, 2019</b>	47,486,894	\$ 475	\$ 928,792	\$ (130,841)	\$ 8,825	\$ (1,918)	\$ 805,333
Net income	—	—	—	9,008	—	2,933	11,941
Common shares issued	11,444,382	114	495,866	—	—	—	495,980
Issuance of restricted stock	4,412	—	—	—	—	—	—
Conversion of operating partnership units	787,060	8	12,979	—	148	(13,135)	—
Dividends declared and paid	—	—	—	(13,664)	—	(4,589)	(18,253)
Stock-based compensation	—	—	1,131	—	—	—	1,131
Other comprehensive loss - change in value of interest rate swaps	—	—	—	—	(2,857)	(1,034)	(3,891)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(240)	(79)	(319)
<b>Balance at June 30, 2019</b>	59,722,748	\$ 597	\$ 1,438,768	\$ (135,497)	\$ 5,876	\$ (17,822)	\$ 1,291,922
Net income	—	—	—	12,954	—	3,565	16,519
Common shares issued	234,814	2	10,918	—	—	—	10,920
Forfeiture of restricted stock	(590)	—	—	—	—	—	—
Dividends declared and paid	—	—	—	(16,764)	—	(4,589)	(21,353)
Stock-based compensation	—	—	1,130	—	—	—	1,130
Other comprehensive income - change in value of interest rate swaps	—	—	—	—	(841)	(253)	(1,094)
Other comprehensive income - unrealized gain on forward-starting interest rate swaps	—	—	—	—	388	125	513
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(261)	(72)	(333)
<b>Balance at September 30, 2019</b>	59,956,972	\$ 599	\$ 1,450,816	\$ (139,307)	\$ 5,162	\$ (19,046)	\$ 1,298,224

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

**American Assets Trust, Inc.**  
**Consolidated Statements of Cash Flows**  
**(Unaudited)**  
**(In Thousands)**

	Nine Months Ended September 30,	
	2020	2019
<b>OPERATING ACTIVITIES</b>		
Net income	\$ 31,800	\$ 43,703
Adjustments to reconcile net income to net cash provided by operating activities:		
Deferred rent revenue and amortization of lease intangibles	(20,025)	(3,652)
Depreciation and amortization	80,869	69,733
Amortization of debt issuance costs and debt fair value adjustments	1,109	1,096
Provision for uncollectable rental income	10,803	933
Gain on sale of real estate	—	(633)
Stock-based compensation expense	3,753	3,359
Settlement of derivative instruments	—	513
Lease termination income	—	(4,518)
Unrealized loss on hedging activities	551	—
Other noncash interest expense	(997)	(972)
Other, net	(3,208)	795
Changes in operating assets and liabilities		
Change in accounts receivable	(7,502)	732
Change in other assets	1,453	(22)
Change in accounts payable and accrued expenses	13,787	16,461
Change in security deposits payable	(1,787)	(1,433)
Change in other liabilities and deferred credits	(1,457)	(3,983)
<b>Net cash provided by operating activities</b>	<b>109,149</b>	<b>122,112</b>
<b>INVESTING ACTIVITIES</b>		
Acquisition of real estate	—	(507,780)
Capital expenditures	(48,690)	(65,549)
Proceeds from sale of real estate, net of selling costs	—	8,191
Leasing commissions	(4,884)	(8,892)
<b>Net cash used in investing activities</b>	<b>(53,574)</b>	<b>(574,030)</b>
<b>FINANCING ACTIVITIES</b>		
Repayment of secured notes payable	(51,003)	(20,468)
Proceeds from unsecured line of credit	100,000	59,000
Repayment of unsecured line of credit	—	(123,000)
Proceeds from unsecured notes payable	—	150,000
Debt issuance costs	—	(1,091)
Proceeds from issuance of common stock, net	(119)	513,934
Dividends paid to common stock and unitholders	(57,346)	(57,667)
<b>Net cash (used in) provided by financing activities</b>	<b>(8,468)</b>	<b>520,708</b>
Net increase (decrease) in cash and cash equivalents	47,107	68,790
Cash, cash equivalents and restricted cash, beginning of period	109,451	57,272
Cash, cash equivalents and restricted cash, end of period	<b>\$ 156,558</b>	<b>\$ 126,062</b>

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported within the consolidated balance sheets that sum to the total of the same amounts shown in the consolidated statement of cash flows:

	Nine Months Ended September 30,	
	2020	2019
Cash and cash equivalents	155,327	115,568
Restricted cash	1,231	10,494
Total cash, cash equivalents and restricted cash shown in the consolidated statement of cash flows	<b>\$ 156,558</b>	<b>\$ 126,062</b>

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

**American Assets Trust, L.P.**  
**Consolidated Balance Sheets**  
(In Thousands, Except Unit Data)

	September 30, 2020 (unaudited)	December 31, 2019
<b>ASSETS</b>		
Real estate, at cost		
Operating real estate	\$ 3,147,237	\$ 3,096,886
Construction in progress	81,485	91,264
Held for development	547	547
	<u>3,229,269</u>	<u>3,188,697</u>
Accumulated depreciation	(730,705)	(665,222)
Net real estate	2,498,564	2,523,475
Cash and cash equivalents	155,327	99,303
Restricted cash	1,231	10,148
Accounts receivable, net	12,018	12,016
Deferred rent receivables, net	68,752	52,171
Other assets, net	108,222	93,220
<b>TOTAL ASSETS</b>	<u><u>\$ 2,844,114</u></u>	<u><u>\$ 2,790,333</u></u>
<b>LIABILITIES AND CAPITAL</b>		
<b>LIABILITIES:</b>		
Secured notes payable, net	\$ 110,913	\$ 161,879
Unsecured notes payable, net	1,196,547	1,195,780
Unsecured line of credit, net	99,049	—
Accounts payable and accrued expenses	71,837	62,576
Security deposits payable	6,530	8,316
Other liabilities and deferred credits	93,256	68,110
Total liabilities	<u>1,578,132</u>	<u>1,496,661</u>
Commitments and contingencies (Note 11)		
<b>CAPITAL:</b>		
Limited partners' capital, 16,181,537 and 16,390,548 units issued and outstanding as of September 30, 2020 and December 31, 2019, respectively	(15,742)	(22,281)
General partner's capital, 60,282,929 and 60,068,228 units issued and outstanding as of September 30, 2020 and December 31, 2019, respectively	1,279,905	1,308,237
Accumulated other comprehensive income	1,819	7,716
Total capital	<u>1,265,982</u>	<u>1,293,672</u>
<b>TOTAL LIABILITIES AND CAPITAL</b>	<u><u>\$ 2,844,114</u></u>	<u><u>\$ 2,790,333</u></u>

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

**American Assets Trust, L.P.**  
**Consolidated Statements of Comprehensive Income**  
**(Unaudited)**  
**(In Thousands, Except Shares and Per Unit Data)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>REVENUE:</b>				
Rental income	\$ 80,759	\$ 93,147	\$ 252,059	\$ 249,634
Other property income	3,615	5,215	11,167	18,160
Total revenue	<u>84,374</u>	<u>98,362</u>	<u>263,226</u>	<u>267,794</u>
<b>EXPENSES:</b>				
Rental expenses	19,208	23,989	58,757	66,611
Real estate taxes	11,491	10,942	31,497	29,263
General and administrative	6,438	6,479	19,937	18,495
Depreciation and amortization	26,914	26,568	80,869	69,733
Total operating expenses	<u>64,051</u>	<u>67,978</u>	<u>191,060</u>	<u>184,102</u>
<b>OPERATING INCOME</b>	<b>20,323</b>	<b>30,384</b>	<b>72,166</b>	<b>83,692</b>
Interest expense	(13,302)	(13,734)	(40,105)	(40,212)
Gain on sale of real estate	—	—	—	633
Other (expense) income, net	(531)	(131)	(261)	(410)
<b>NET INCOME</b>	<b>6,490</b>	<b>16,519</b>	<b>31,800</b>	<b>43,703</b>
Net income attributable to restricted shares	(87)	(92)	(260)	(277)
<b>NET INCOME ATTRIBUTABLE TO AMERICAN ASSETS TRUST, L.P.</b>	<b>\$ 6,403</b>	<b>\$ 16,427</b>	<b>\$ 31,540</b>	<b>\$ 43,426</b>
<b>EARNINGS PER UNIT - BASIC</b>				
Earnings per unit, basic	\$ 0.08	\$ 0.22	\$ 0.41	\$ 0.63
Weighted average units outstanding - basic	<u>76,118,032</u>	<u>75,832,435</u>	<u>76,115,456</u>	<u>69,010,772</u>
<b>EARNINGS PER UNIT - DILUTED</b>				
Earnings per unit, diluted	\$ 0.08	\$ 0.22	\$ 0.41	\$ 0.63
Weighted average units outstanding - diluted	<u>76,118,032</u>	<u>75,832,435</u>	<u>76,115,456</u>	<u>69,010,772</u>
<b>DISTRIBUTIONS PER UNIT</b>	<b>\$ 0.25</b>	<b>\$ 0.28</b>	<b>\$ 0.75</b>	<b>\$ 0.84</b>
<b>COMPREHENSIVE INCOME</b>				
Net income	\$ 6,490	\$ 16,519	\$ 31,800	\$ 43,703
Other comprehensive income (loss) - unrealized income (loss) on swap derivative during the period	1,201	(1,094)	(4,900)	(7,117)
Other comprehensive income - unrealized gain on forward-starting interest rate swaps	—	513	—	513
Reclassification of amortization of forward-starting swap included in interest expense	(332)	(333)	(997)	(972)
Comprehensive income	<u>7,359</u>	<u>15,605</u>	<u>25,903</u>	<u>36,127</u>
Comprehensive income attributable to Limited Partners	(1,555)	(3,364)	(5,530)	(8,582)
Comprehensive income attributable to General Partner	<u>\$ 5,804</u>	<u>\$ 12,241</u>	<u>\$ 20,373</u>	<u>\$ 27,545</u>

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

**American Assets Trust, L.P.**  
**Consolidated Statement of Partners' Capital**  
**(Unaudited)**  
**(In Thousands, Except Unit Data)**

	Limited Partners' Capital <sup>(1)</sup>		General Partner's Capital <sup>(2)</sup>		Accumulated Other Comprehensive Income (Loss)	Total Capital
	Units	Amount	Units	Amount		
<b>Balance at December 31, 2019</b>	16,390,548	\$ (22,281)	60,068,228	\$ 1,308,237	\$ 7,716	\$ 1,293,672
Net income	—	3,312	—	12,172	—	15,484
Distributions	—	(4,917)	—	(18,020)	—	(22,937)
Stock-based compensation	—	—	—	1,250	—	1,250
Other comprehensive loss - change in value of interest rate swap	—	—	—	—	(6,115)	(6,115)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(333)	(333)
<b>Balance at March 31, 2020</b>	16,390,548	\$ (23,886)	60,068,228	\$ 1,303,639	\$ 1,268	\$ 1,281,021
Net income	—	2,101	—	7,725	—	9,826
Issuance of restricted units	—	—	6,008	—	—	—
Forfeiture of restricted units	—	—	(318)	—	—	—
Distributions	—	(3,278)	—	(12,015)	—	(15,293)
Stock-based compensation	—	—	—	1,252	—	1,252
Other comprehensive income - change in value of interest rate swap	—	—	—	—	14	14
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(332)	(332)
<b>Balance at June 30, 2020</b>	16,390,548	\$ (25,063)	60,073,918	\$ 1,300,601	\$ 950	\$ 1,276,488
Net income	—	1,365	—	5,125	—	6,490
Conversion of operating partnership units	(209,011)	12,001	209,011	(12,001)	—	—
Distributions	—	(4,045)	—	(15,071)	—	(19,116)
Stock-based compensation	—	—	—	1,251	—	1,251
Other comprehensive income - change in value of interest rate swap	—	—	—	—	1,201	1,201
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(332)	(332)
<b>Balance at September 30, 2020</b>	16,181,537	\$ (15,742)	60,282,929	\$ 1,279,905	\$ 1,819	\$ 1,265,982

	Limited Partners' Capital <sup>(1)</sup>		General Partner's Capital <sup>(2)</sup>		Accumulated Other Comprehensive Income (Loss)	Total Capital
	Units	Amount	Units	Amount		
<b>Balance at December 31, 2018</b>	17,177,608	\$ (4,477)	47,335,409	\$ 792,357	\$ 14,591	\$ 802,471
Net income	—	4,055	—	11,188	—	15,243
Contributions from American Assets Trust, Inc.	—	—	162,531	7,034	—	7,034
Forfeiture of restricted units	—	—	(11,046)	—	—	—
Distributions	—	(4,810)	—	(13,251)	—	(18,061)
Stock-based compensation	—	—	—	1,098	—	1,098
Other comprehensive loss - change in value of interest rate swap	—	—	—	—	(2,132)	(2,132)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(320)	(320)
<b>Balance at March 31, 2019</b>	17,177,608	\$ (5,232)	47,486,894	\$ 798,426	\$ 12,139	\$ 805,333
Net income	—	2,933	—	9,008	—	11,941
Contributions from American Assets Trust, Inc.	—	—	11,444,382	495,980	—	495,980
Issuance of restricted units	—	—	4,412	—	—	—
Conversion of operating partnership units	(787,060)	(12,987)	787,060	12,987	—	—
Distributions	—	(4,589)	—	(13,664)	—	(18,253)
Stock-based compensation	—	—	—	1,131	—	1,131
Other comprehensive loss - change in value of interest rate swap	—	—	—	—	(3,891)	(3,891)
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(319)	(319)
<b>Balance at June 30, 2019</b>	16,390,548	\$ (19,875)	59,722,748	\$ 1,303,868	\$ 7,929	\$ 1,291,922
Net income	—	3,565	—	12,954	—	16,519
Contributions from American Assets Trust, Inc.	—	—	234,814	10,920	—	10,920
Forfeiture of restricted units	—	—	(590)	—	—	—
Distributions	—	(4,589)	—	(16,764)	—	(21,353)
Stock-based compensation	—	—	—	1,130	—	1,130
Other comprehensive income - change in value of interest rate swap	—	—	—	—	(1,094)	(1,094)
Other comprehensive income - unrealized gain on forward-starting interest rate swaps	—	—	—	—	513	513
Reclassification of amortization of forward-starting swap included in interest expense	—	—	—	—	(333)	(333)
<b>Balance at September 30, 2019</b>	16,390,548	\$ (20,899)	59,956,972	\$ 1,312,108	\$ 7,015	\$ 1,298,224

(1) Consists of limited partnership interests held by third parties.

(2) Consists of general partnership interests held by American Assets Trust, Inc.

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

**American Assets Trust, L.P.**  
**Consolidated Statements of Cash Flows**  
**(Unaudited, In Thousands)**

	Nine Months Ended September 30,	
	2020	2019
<b>OPERATING ACTIVITIES</b>		
Net income	\$ 31,800	\$ 43,703
Adjustments to reconcile net income to net cash provided by operating activities:		
Deferred rent revenue and amortization of lease intangibles	(20,025)	(3,652)
Depreciation and amortization	80,869	69,733
Amortization of debt issuance costs and debt fair value adjustments	1,109	1,096
Provision for uncollectable rental income	10,803	933
Gain on sale of real estate	—	(633)
Stock-based compensation expense	3,753	3,359
Settlement of derivative instruments	—	513
Lease termination income	—	(4,518)
Unrealized loss on hedging activities	551	—
Other noncash interest expense	(997)	(972)
Other, net	(3,208)	795
Changes in operating assets and liabilities		
Change in accounts receivable	(7,502)	732
Change in other assets	1,453	(22)
Change in accounts payable and accrued expenses	13,787	16,461
Change in security deposits payable	(1,787)	(1,433)
Change in other liabilities and deferred credits	(1,457)	(3,983)
<b>Net cash provided by operating activities</b>	<b>109,149</b>	<b>122,112</b>
<b>INVESTING ACTIVITIES</b>		
Acquisition of real estate	—	(507,780)
Capital expenditures	(48,690)	(65,549)
Proceeds from sale of real estate, net of selling costs	—	8,191
Leasing commissions	(4,884)	(8,892)
<b>Net cash used in investing activities</b>	<b>(53,574)</b>	<b>(574,030)</b>
<b>FINANCING ACTIVITIES</b>		
Repayment of secured notes payable	(51,003)	(20,468)
Proceeds from unsecured line of credit	100,000	59,000
Repayment of unsecured line of credit	—	(123,000)
Proceeds from unsecured notes payable	—	150,000
Debt issuance costs	—	(1,091)
Contributions from American Assets Trust, Inc.	(119)	513,934
Distributions	(57,346)	(57,667)
<b>Net cash (used in) provided by financing activities</b>	<b>(8,468)</b>	<b>520,708</b>
Net increase (decrease) in cash and cash equivalents	47,107	68,790
Cash, cash equivalents and restricted cash, beginning of period	109,451	57,272
Cash, cash equivalents and restricted cash, end of period	<b>\$ 156,558</b>	<b>\$ 126,062</b>

The following table provides a reconciliation of cash, cash equivalents and restricted cash reported within the consolidated balance sheets that sum to the total of the same amounts shown in the consolidated statement of cash flows:

	Nine Months Ended September 30,	
	2020	2019
Cash and cash equivalents	\$ 155,327	\$ 115,568
Restricted cash	1,231	10,494
Total cash, cash equivalents and restricted cash shown in the consolidated statement of cash flows	<b>\$ 156,558</b>	<b>\$ 126,062</b>

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

**Notes to Consolidated Financial Statements**  
**September 30, 2020**  
**(Unaudited)**

**NOTE 1. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES*****Business and Organization***

American Assets Trust, Inc. (which may be referred to in these financial statements as the “Company,” “we,” “us,” or “our”) is a Maryland corporation formed on July 16, 2010 that did not have any operating activity until the consummation of our initial public offering on January 19, 2011. The Company is the sole general partner of American Assets Trust, L.P., a Maryland limited partnership formed on July 16, 2010 (the “Operating Partnership”). The Company’s operations are carried on through our Operating Partnership and its subsidiaries, including our taxable real estate investment trust (“REIT”) subsidiary (“TRS”). Since the formation of our Operating Partnership, the Company has controlled our Operating Partnership as its general partner and has consolidated its assets, liabilities and results of operations.

We are a full service, vertically integrated, and self-administered REIT with approximately 199 employees providing substantial in-house expertise in asset management, property management, property development, leasing, tenant improvement construction, acquisitions, repositioning, redevelopment and financing.

As of September 30, 2020, we owned or had a controlling interest in 28 office, retail, multifamily and mixed-use operating properties, the operations of which we consolidate. Additionally, as of September 30, 2020, we owned land at three of our properties that we classify as held for development and/or construction in progress. A summary of the properties owned by us is as follows:

***Retail***

Carmel Country Plaza	Gateway Marketplace	Alamo Quarry Market
Carmel Mountain Plaza	Del Monte Center	Hassalo on Eighth - Retail
South Bay Marketplace	Geary Marketplace	
Lomas Santa Fe Plaza	The Shops at Kalakaua	
Solana Beach Towne Centre	Waikale Center	

***Office***

La Jolla Commons	One Beach Street
Torrey Reserve Campus	First & Main
Torrey Point	Lloyd District Portfolio
Solana Crossing (formerly Solana Beach Corporate Centre)	City Center Bellevue
The Landmark at One Market	

***Multifamily***

Loma Palisades	Hassalo on Eighth - Residential
Imperial Beach Gardens	
Mariner's Point	
Santa Fe Park RV Resort	
Pacific Ridge Apartments	

***Mixed-Use***

Waikiki Beach Walk Retail and Embassy Suites™ Hotel

***Held for Development and/or Construction in Progress***

La Jolla Commons – Land  
Solana Crossing – Land  
Lloyd District Portfolio – Construction in Progress

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**Basis of Presentation**

Our consolidated financial statements include the accounts of the Company, our Operating Partnership and our subsidiaries. The equity interests of other investors in our Operating Partnership are reflected as noncontrolling interests.

All significant intercompany transactions and balances are eliminated in consolidation.

The accompanying consolidated financial statements of the Company and the Operating Partnership have been prepared in accordance with the rules applicable to Form 10-Q and include all information and footnotes required for interim financial statement presentation, but do not include all disclosures required under accounting principles generally accepted in the United States (“GAAP”) for annual financial statements. In the opinion of management, all adjustments (consisting of normal recurring adjustments, except as otherwise noted) considered necessary for a fair presentation have been included. These financial statements should be read in conjunction with the audited consolidated financial statements and notes therein included in the Company’s and Operating Partnership’s annual report on Form 10-K for the year ended December 31, 2019.

The preparation of financial statements in conformity with GAAP requires us to make estimates and assumptions that in certain circumstances affect the reported amounts of assets and liabilities, disclosure of contingent assets and liabilities, and revenues and expenses. These estimates are prepared using our best judgment, after considering past, current and expected events and economic conditions. Actual results could differ from these estimates.

Any reference to the number of properties, number of units, square footage, employee numbers or percentages of beneficial ownership of our shares are unaudited and outside the scope of our independent registered public accounting firm’s review of our financial statements in accordance with the standards of the United States Public Company Accounting Oversight Board.

**Consolidated Statements of Cash Flows—Supplemental Disclosures**

The following table provides supplemental disclosures related to the Consolidated Statements of Cash Flows (in thousands):

	Nine Months Ended September 30,	
	2020	2019
<b>Supplemental cash flow information</b>		
Total interest costs incurred	\$ 40,892	\$ 40,592
Interest capitalized	\$ 787	\$ 380
Interest expense	\$ 40,105	\$ 40,212
Cash paid for interest, net of amounts capitalized	\$ 41,547	\$ 39,375
Cash paid for income taxes	\$ 684	\$ 601
<b>Supplemental schedule of noncash investing and financing activities</b>		
Accounts payable and accrued liabilities for construction in progress	\$ 14,421	\$ 16,025
Accrued leasing commissions	\$ 989	\$ 2,939

**Significant Accounting Policies**

We describe our significant accounting policies in Note 1 to the consolidated financial statements in Item 8 of our Annual Report on Form 10-K for the year ended December 31, 2019. Except for the adoption of the accounting standards during the first quarter of 2020 as discussed below, there have been no changes to our significant accounting policies during the nine months ended September 30, 2020.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**Segment Information**

Segment information is prepared on the same basis that our chief operating decision maker reviews information for operational decision-making purposes. We operate in four business segments: the acquisition, redevelopment, ownership and management of retail real estate, office real estate, multifamily real estate and mixed-use real estate. The products for our retail segment primarily include rental of retail space and other tenant services, including tenant reimbursements, parking and storage space rental. The products for our office segment primarily include rental of office space and other tenant services, including tenant reimbursements, parking and storage space rental. The products for our multifamily segment include rental of apartments and other tenant services. The products of our mixed-use segment include rental of retail space and other tenant services, including tenant reimbursements, parking and storage space rental and operation of a 369-room all-suite hotel.

**Revenue Recognition and Accounts Receivable**

Our leases with tenants are classified as operating leases. Substantially all such leases contain fixed rent escalations which occur at specified times during the term of the lease. Base rents are recognized on a straight-line basis from when the tenant controls the space through the term of the related lease, net of valuation adjustments, based on management's assessment of credit, collection and other business risks.

We make estimates of the collectability of our current accounts receivable and straight-line rents receivable which requires significant judgment by management. The collectability of receivables is affected by numerous different factors including current economic conditions, including the impact of the tenant bankruptcies, the status of collectability of current cash rents receivable, tenants' recent and historical financial and operating results, changes in our tenants' credit ratings, communications between our operating personnel and tenants, the extent of security deposits and letters of credits held with respect to tenants, and the ability of the tenant to perform under the terms of their lease agreement. The provision for doubtful accounts at September 30, 2020 and December 31, 2019 was approximately \$10.0 million and \$1.7 million, respectively.

**Rent Concessions – COVID-19**

During the third quarter of 2020, we provided lease concessions to certain tenants, primarily within the retail segment, as a result of the COVID-19 pandemic, in the form of rent deferrals and abatements. These lease concessions generally included an increase in our rights as a lessor. We assess each lease concession and determine whether it represents a lease modifications under Accounting Standards Codification Topic 842, Leases ("ASC 842"). As of September 30, 2020, we have entered into lease modifications that resulted in COVID-19 adjustments (including rent deferrals and other monetary lease concessions) for approximately 2% of the rent originally contracted for the three months ended September 30, 2020.

**Recent Accounting Pronouncements**

In June 2016, the Financial Accounting Standards Board (the "FASB") issued Accounting Standards Update ("ASU") No. 2016-13, *Financial Instruments - Credit Topics*. The pronouncement requires companies to adopt a new approach to estimating credit losses on certain types of financial instruments, such as trade and other receivables and loans. The standard requires entities to estimate a lifetime expected credit loss for most financial instruments, including trade receivables. In November 2018, the FASB issued ASU 2018-19, *Codification Improvements to Topic 326, Financial Instruments - Credit Losses*, which clarifies that receivables arising from operating leases are not within the scope of the pronouncement. We adopted the provisions of ASU No. 2016-13 effective January 1, 2020 and the adoption did not have a material impact on our consolidated financial statements as the majority of our receivables are derived from operating leases and are excluded from this standard.

**NOTE 2. ACQUIRED IN-PLACE LEASES AND ABOVE/BELOW MARKET LEASES**

The following summarizes our acquired lease intangibles and leasing costs, which are included in other assets and other liabilities and deferred credits, as of September 30, 2020 and December 31, 2019 (in thousands):

	September 30, 2020	December 31, 2019
In-place leases	\$ 61,150	\$ 63,896
Accumulated amortization	(33,807)	(32,672)
Above market leases	5,416	7,534
Accumulated amortization	(5,287)	(7,351)
Acquired lease intangible assets, net	<u>\$ 27,472</u>	<u>\$ 31,407</u>
Below market leases	\$ 56,873	\$ 62,126
Accumulated accretion	(34,265)	(36,674)
Acquired lease intangible liabilities, net	<u>\$ 22,608</u>	<u>\$ 25,452</u>

**NOTE 3. FAIR VALUE OF FINANCIAL INSTRUMENTS**

A fair value measurement is based on the assumptions that market participants would use in pricing an asset or liability. The hierarchy for inputs used in measuring fair value is as follows:

1. Level 1 Inputs—quoted prices in active markets for identical assets or liabilities
2. Level 2 Inputs—observable inputs other than quoted prices in active markets for identical assets and liabilities
3. Level 3 Inputs—unobservable inputs

Except as disclosed below, the carrying amounts of our financial instruments approximate their fair value. In certain cases, the inputs used to measure fair value may fall into different levels of the fair value hierarchy. In such cases, for disclosure purposes, the level within which the fair value measurement is categorized is based on the lowest level input that is significant to the fair value measurement.

We measure the fair value of our deferred compensation liability, which is included in other liabilities and deferred credits on the consolidated balance sheet, on a recurring basis using Level 2 inputs. We measure the fair value of this liability based on prices provided by independent market participants that are based on observable inputs using market-based valuation techniques.

The fair value of the interest rate swap agreements are based on the estimated amounts we would receive or pay to terminate the contract at the reporting date and are determined using interest rate pricing models and interest rate related observable inputs. The changes in the fair value of the derivatives that are designated as cash flow hedges are being recorded in accumulated other comprehensive income (loss) and will be subsequently reclassified into earnings during the period in which the hedged forecasted transaction affects earnings.

We incorporate credit valuation adjustments to appropriately reflect both our own non-performance risk and the respective counterparty's non-performance risk in the fair value measurements. In adjusting the fair value of our derivative contracts for the effect of non-performance risk, we considered the impact of netting and any applicable credit enhancements, such as collateral postings, thresholds, mutual puts, and guarantees.

Although we have determined that the majority of the inputs used to value our derivatives fall within Level 2 of the fair value hierarchy, the credit valuation adjustments associated with its derivatives utilize Level 3 inputs, such as estimates of current credit spreads to evaluate the likelihood of default by itself and its counterparties. However, as of September 30, 2020 we have assessed the significance of the impact of the credit valuation adjustments on the overall valuation of our derivative position and have determined that the credit valuation adjustments are not significant to the overall valuation of our derivative. As a result, we have determined that our derivative valuation in its entirety is classified in Level 2 of the fair value hierarchy.

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

A summary of our financial liabilities that are measured at fair value on a recurring basis, by level within the fair value hierarchy is as follows (in thousands):

	September 30, 2020				December 31, 2019			
	Level 1	Level 2	Level 3	Total	Level 1	Level 2	Level 3	Total
Deferred compensation liability	\$ —	\$ 1,919	\$ —	\$ 1,919	\$ —	\$ 1,669	\$ —	\$ 1,669
Interest rate swap asset	\$ —	\$ —	\$ —	\$ —	\$ —	\$ 434	\$ —	\$ 434
Interest rate swap liability	\$ —	\$ 6,333	\$ —	\$ 6,333	\$ —	\$ 1,317	\$ —	\$ 1,317

The fair value of our secured notes payable and unsecured senior guaranteed notes are sensitive to fluctuations in interest rates. Discounted cash flow analysis using observable market interest rates (Level 2) is generally used to estimate the fair value of our secured notes payable, using rates ranging from 2.2% to 2.8%.

Considerable judgment is necessary to estimate the fair value of financial instruments. The estimates of fair value presented herein are not necessarily indicative of the amounts that could be realized upon disposition of the financial instruments. The carrying values of our revolving line of credit and term loan set forth below are deemed to be at fair value since the outstanding debt is directly tied to monthly LIBOR contracts. A summary of the carrying amount and fair value of our secured financial instruments, all of which are based on Level 2 inputs, is as follows (in thousands):

	September 30, 2020		December 31, 2019	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Secured notes payable, net	\$ 110,913	\$ 114,267	\$ 161,879	\$ 166,885
Unsecured term loans, net	\$ 249,234	\$ 250,000	\$ 248,864	\$ 250,000
Unsecured senior guaranteed notes, net	\$ 947,312	\$ 1,030,472	\$ 946,916	\$ 975,291
Unsecured line of credit, net	\$ 99,049	\$ 100,000	\$ —	\$ —

**NOTE 4. DERIVATIVE AND HEDGING ACTIVITIES**

Our objectives in using interest rate derivatives are to add stability to interest expense and to manage our exposure to interest rate movements. To accomplish these objectives, we primarily use interest rate swaps as part of our interest rate risk management strategy. Interest rate swaps designated as cash flow hedges involve the receipt of variable-rate amounts from a counterparty in exchange for us making fixed-rate payments over the life of the agreements without exchange of the underlying notional amount.

On June 20, 2019, we entered into a treasury lock contract (the "June 2019 Treasury Lock") with Wells Fargo Bank, N.A., to reduce the interest rate variability exposure of the projected interest cash flows of our then prospective eleven-year private placement. The treasury lock contract has a notional amount of \$100 million, termination date of July 31, 2019, a fixed pay rate of 1.9925%, and a receive rate equal to the ten years treasury rate on the settlement date.

On July 17, 2019, we settled the June 2019 Treasury Lock, resulting in a gain of approximately \$0.5 million, which is included in accumulated other comprehensive income and will be amortized to interest expense over ten years. The treasury lock contract has been deemed to be a highly effective cash flow hedge and we elected to designate the treasury lock contract as an accounting hedge.

On August 11, 2020, we entered into a treasury lock contract (the "August 2020 Treasury Lock") with Wells Fargo Bank, N.A., to reduce the interest rate variability exposure of the projected interest cash flows of a then prospective future financing. The treasury lock contract has a notional amount of \$200 million, termination date of November 12, 2020, a fixed pay rate of 0.7115%, and a receive rate equal to the ten years treasury rate on the settlement date.

We determined that there was no compelling reason from a capital requirement perspective to move forward with the prospective financing at prevailing rates and, as a result, on October 1, 2020, we settled the August 2020 Treasury Lock, resulting in no gain or loss. The treasury lock contract was deemed to not be an effective cash flow hedge and, as a result, the unrealized accrued loss at September 30, 2020 was charged to other (expense) income, net on the consolidated statements of comprehensive income.

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

The following is a summary of the terms of our outstanding interest rate swaps as of September 30, 2020 (dollars in thousands):

Swap Counterparty	Notional Amount	Effective Date	Maturity Date	Fair Value
Bank of America, N.A.	\$ 100,000	1/9/2019	1/9/2021	\$ (779)
U.S. Bank N.A.	\$ 100,000	3/1/2016	3/1/2023	\$ (3,344)
Wells Fargo Bank, N.A.	\$ 50,000	5/2/2016	3/1/2023	\$ (1,659)
Wells Fargo Bank, N.A.	\$ 200,000	8/11/2020	11/12/2020	\$ (551)

The effective portion of changes in the fair value of the derivatives that are designated as cash flow hedges are being recorded in accumulated other comprehensive income and will be subsequently reclassified into earnings during the period in which the hedged forecasted transaction affects earnings for as long as hedged cash flows remain probable. During the next twelve months, we estimate that \$1.3 million will be reclassified as a decrease to interest expense.

The valuation of these instruments is determined using widely accepted valuation techniques including discounted cash flow analysis on the expected cash flows of the derivative. This analysis reflects the contractual terms of the derivative, including the period to maturity, counter party credit risk and uses observable market-based inputs, including interest rate curves, and implied volatilities. The fair value of the interest rate swap is determined using the market standard methodology of netting the discounted future fixed cash receipts (or payments) and the discounted expected variable cash payments (or receipts). The variable cash payments (or receipts) are based on an expectation of future interest rates (forward curves) derived from observable market interest rate curves.

**NOTE 5. OTHER ASSETS**

Other assets consist of the following (in thousands):

	September 30, 2020	December 31, 2019
Leasing commissions, net of accumulated amortization of \$33,718 and \$30,775, respectively	\$ 39,725	\$ 42,539
Interest rate swap asset	—	434
Acquired above market leases, net	128	183
Acquired in-place leases, net	27,343	31,224
Lease incentives, net of accumulated amortization of \$771 and \$565, respectively	1,513	2,603
Other intangible assets, net of accumulated amortization of \$1,151 and \$1,031, respectively	2,646	2,893
Debt issuance costs, net of accumulated amortization of \$0 and \$814, respectively	—	1,256
Right-of-use lease asset, net	30,111	4,863
Prepaid expenses and other	6,756	7,225
Total other assets	\$ 108,222	\$ 93,220

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**NOTE 6. OTHER LIABILITIES AND DEFERRED CREDITS**

Other liabilities and deferred credits consist of the following (in thousands):

	September 30, 2020	December 31, 2019
Acquired below market leases, net	\$ 22,608	\$ 25,452
Prepaid rent and deferred revenue	11,868	16,969
Interest rate swap liability	6,333	1,317
Deferred rent expense and lease intangible	19	28
Deferred compensation	1,919	1,669
Deferred tax liability	501	332
Straight-line rent liability	19,326	16,903
Lease liability	30,644	5,380
Other liabilities	38	60
Total other liabilities and deferred credits, net	<u>\$ 93,256</u>	<u>\$ 68,110</u>

Straight-line rent liability relates to leases which have rental payments that decrease over time or one-time upfront payments for which the rental revenue is deferred and recognized on a straight-line basis.

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

## NOTE 7. DEBT

*Debt of American Assets Trust, Inc.*

American Assets Trust, Inc. does not hold any indebtedness. All debt is held directly or indirectly by the Operating Partnership; however, American Assets Trust, Inc. has guaranteed the Operating Partnership's obligations under the (i) amended and restated credit facility, (ii) term loans, and (iii) senior guaranteed notes. Additionally, American Assets Trust, Inc. has provided a carve-out guarantee on the property-level mortgage debt at City Center Bellevue.

*Debt of American Assets Trust, L.P.***Secured notes payable**

The following is a summary of our total secured notes payable outstanding as of September 30, 2020 and December 31, 2019 (in thousands):

Description of Debt	Principal Balance as of		Stated Interest Rate as of September 30, 2020	Stated Maturity Date
	September 30, 2020	December 31, 2019		
Torrey Reserve—VCI, VCII, VCIII <sup>(1)(2)</sup>	\$ —	\$ 6,498	6.36 %	June 1, 2020
Solana Crossing I-II <sup>(1)(2)</sup>	—	10,270	5.91 %	June 1, 2020
Solana Beach Towne Centre <sup>(1)(2)</sup>	—	34,235	5.91 %	June 1, 2020
City Center Bellevue <sup>(3)</sup>	111,000	111,000	3.98 %	November 1, 2022
	111,000	162,003		
Debt issuance costs, net of accumulated amortization of \$334 and \$449, respectively	(87)	(124)		
<b>Total Secured Notes Payable Outstanding</b>	<b>\$ 110,913</b>	<b>\$ 161,879</b>		

(1) Loan repaid in full, without premium or penalty, on March 2, 2020.

(2) Principal payments based on a 30-year amortization schedule.

(3) Interest only.

Certain loans require us to comply with various financial covenants. As of September 30, 2020, the Operating Partnership was in compliance with these financial covenants.

**American Assets Trust, Inc. and American Assets Trust, L.P.**
**Notes to Consolidated Financial Statements—(Continued)**
**September 30, 2020**
**(Unaudited)**
**Unsecured notes payable**

The following is a summary of the Operating Partnership's total unsecured notes payable outstanding as of September 30, 2020 and December 31, 2019 (in thousands):

Description of Debt	Principal Balance as of		Stated Interest Rate as of September 30, 2020	Stated Maturity Date
	September 30, 2020	December 31, 2019		
Term Loan A	\$ 100,000	\$ 100,000	Variable <sup>(1)</sup>	January 9, 2021
Senior Guaranteed Notes, Series A	150,000	150,000	4.04 % <sup>(2)</sup>	October 31, 2021
Term Loan B	100,000	100,000	Variable <sup>(3)</sup>	March 1, 2023
Term Loan C	50,000	50,000	Variable <sup>(4)</sup>	March 1, 2023
Senior Guaranteed Notes, Series F	100,000	100,000	3.78 % <sup>(5)</sup>	July 19, 2024
Senior Guaranteed Notes, Series B	100,000	100,000	4.45 %	February 2, 2025
Senior Guaranteed Notes, Series C	100,000	100,000	4.50 %	April 1, 2025
Senior Guaranteed Notes, Series D	250,000	250,000	4.29 % <sup>(6)</sup>	March 1, 2027
Senior Guaranteed Notes, Series E	100,000	100,000	4.24 % <sup>(7)</sup>	May 23, 2029
Senior Guaranteed Notes, Series G	150,000	150,000	3.91 % <sup>(8)</sup>	July 30, 2030
	<u>1,200,000</u>	<u>1,200,000</u>		
Debt issuance costs, net of accumulated amortization of \$8,601 and \$7,835, respectively	(3,453)	(4,220)		
<b>Total Unsecured Notes Payable</b>	<b>\$ <u>1,196,547</u></b>	<b>\$ <u>1,195,780</u></b>		

- (1) The Operating Partnership has entered into an interest rate swap agreement that is intended to fix the interest rate associated with Term Loan A at approximately 4.08% through its stated maturity date, subject to adjustments based on our consolidated leverage ratio. In October 2020, the operating partnership exercised an option to extend the maturity date of Term Loan A to January 9, 2022.
- (2) The Operating Partnership entered into a one-month forward-starting seven years swap contract on August 19, 2014, which was settled on September 19, 2014 at a gain of approximately \$1.6 million. The forward-starting seven-year swap contract was deemed to be a highly effective cash flow hedge, accordingly, the effective interest rate is approximately 3.88% per annum.
- (3) The Operating Partnership has entered into an interest rate swap agreement that is intended to fix the interest rate associated with Term Loan B at approximately 3.15% through its maturity date, subject to adjustments based on our consolidated leverage ratio. Effective March 1, 2018, the effective interest rate associated with Term Loan B is approximately 2.65%, subject to adjustments based on our consolidated leverage ratio.
- (4) The Operating Partnership has entered into an interest rate swap agreement that is intended to fix the interest rate associated with Term Loan C at approximately 3.14% through its maturity date, subject to adjustments based on our consolidated leverage ratio. Effective March 1, 2018, the effective interest rate associated with Term Loan C is approximately 2.64%, subject to adjustments based on our consolidated leverage ratio.
- (5) The Operating Partnership entered into a treasury lock contract on May 31, 2017, which was settled on June 23, 2017 at a loss of approximately \$0.5 million. The treasury lock contract was deemed to be a highly effective cash flow hedge, accordingly, the effective interest rate is approximately 3.85% per annum.
- (6) The Operating Partnership entered into forward-starting interest rate swap contracts on March 29, 2016 and April 7, 2016, which were settled on January 18, 2017 at a gain of approximately \$10.4 million. Each of the forward-starting interest swap rate contracts were deemed to be a highly effective cash flow hedge, accordingly, the effective interest rate is approximately 3.87% per annum.
- (7) The Operating Partnership entered into a treasury lock contract on April 25, 2017, which was settled on May 11, 2017 at a gain of approximately \$0.7 million. The treasury lock contract was deemed to be a highly effective cash flow hedge, accordingly, the effective interest rate is approximately 4.18% per annum.
- (8) The Operating Partnership entered into a treasury lock contract on June 20, 2019, which was settled on July 17, 2019 at a gain of approximately \$0.5 million. The treasury lock contract was deemed to be a highly effective cash flow hedge, accordingly, the effective interest rate is approximately 3.88% per annum.

On July 30, 2019, the Operating Partnership entered into a Note Purchase Agreement for the private placement of \$150 million of 3.91% Senior Guaranteed Notes, Series G, due July 30, 2030 (the "Series G Notes"). The Series G Notes were issued on July 30, 2019 and will pay interest semi-annually on the 30th of July and January until their maturity.

The Operating Partnership may prepay at any time all, or from time to time any part of, the Series G Notes, in an amount not less than 5% of the aggregate principal amount of any series of the Series G Notes then outstanding in the case of a partial prepayment, at 100% of the principal amount so prepaid plus a Make-Whole Amount (as defined in the Note Purchase Agreement for the Series G Notes).

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)**

The Note Purchase Agreement for the Series G Notes contains a number of customary financial covenants, including, without limitation, secured and unsecured leverage ratios and fixed charge coverage ratios. Subject to the terms of the Note Purchase Agreement for the Series G Notes, upon certain events of default, including, but not limited to, (i) a default in the payment of any principal, Make-Whole Amount or interest under the Series G Notes, and (ii) a default in the payment of certain other indebtedness of the Operating Partnership, the Company or their subsidiaries, the principal and accrued and unpaid interest and the Make-Whole Amount on the outstanding Series G Notes will become due and payable at the option of the Purchasers (as defined in the Note Purchase Agreement for the Series G Notes).

The Operating Partnership's obligations under the Series G Notes are fully and unconditionally guaranteed by the Company.

Certain loans require us to comply with various financial covenants. As of September 30, 2020, the Operating Partnership was in compliance with these financial covenants.

***Amended Term Loan Agreement***

On January 9, 2018, we entered into the Third Amendment to the Term Loan Agreement (as so amended, the "Term Loan Agreement"), which maintains the seven years \$150 million unsecured term loan (referred to herein as Term Loan B and Term Loan C) to the Operating Partnership that matures on March 1, 2023 (the "\$150mm Term Loan"). Effective as of March 1, 2018, borrowings under the Term Loan Agreement with respect to the \$150mm Term Loan bear interest at floating rates equal to, at the Operating Partnership's option, either (1) LIBOR, plus a spread which ranges from 1.20% to 1.70% based on the Operating Partnership's consolidated leverage ratio, or (2) a base rate equal to the highest of (a) 0%, (b) the prime rate, (c) the federal funds rate plus 50 bps or (d) the Eurodollar rate plus 100 bps, in each case plus a spread which ranges from 0.70% to 1.35% based on the Operating Partnership's consolidated leverage ratio. Additionally, the Operating Partnership may elect for borrowings to bear interest based on a ratings-based pricing grid as per the Operating Partnership's then-applicable investment grade debt ratings under the terms set forth in the Term Loan Agreement.

***Second Amended and Restated Credit Facility***

On January 9, 2018, we entered into a second amended and restated credit agreement (the "Second Amended and Restated Credit Facility"). The Second Amended and Restated Credit Facility provides for aggregate, unsecured borrowing of \$450 million, consisting of a revolving line of credit of \$350 million (the "Revolver Loan") and a term loan of \$100 million (the "Term Loan A"). The Second Amended and Restated Credit Facility has an accordion feature that may allow us to increase the availability thereunder up to an additional \$250 million, subject to meeting specified requirements and obtaining additional commitments from lenders. At September 30, 2020, there was \$100 million outstanding under the Revolver Loan and we had incurred approximately \$1.0 million of debt issuance costs, net.

Borrowings under the Second Amended and Restated Credit Agreement initially bear interest at floating rates equal to, at our option, either (1) LIBOR, plus a spread which ranges from (a) 1.05% to 1.50% (with respect to the Revolver Loan) and (b) 1.30% to 1.90% (with respect to Term Loan A), in each case based on our consolidated leverage ratio, or (2) a base rate equal to the highest of (a) the prime rate, (b) the federal funds rate plus 50 bps or (c) LIBOR plus 100 bps, plus a spread which ranges from (i) 0.10% to 0.50% (with respect to the Revolver Loan) and (ii) 0.30% to 0.90% (with respect to Term Loan A), in each case based on our consolidated leverage ratio. For the nine months ended September 30, 2020, the weighted average interest rate on the Revolver Loan was 1.38%.

The Revolver Loan initially matures on January 9, 2022, subject to our option to extend the Revolver Loan up to two times, with each such extension for a six months period. The extension options are exercisable by us subject to the satisfaction of certain conditions.

On January 9, 2019, we entered into the first amendment ("First Amendment") to the Second Amended and Restated Credit Facility, which extended the maturity date of Term Loan A to January 9, 2021, subject to three, one year extension options. In October 2020, we exercised an option to extend the maturity date of Term Loan A to January 9, 2022, subject to certain conditions. Additionally, in connection with the First Amendment, borrowings under the Second Amended and Restated Credit Facility with respect to Term Loan A bear interest at floating rates equal to, at our option, either (1) LIBOR, plus a spread which ranges from 1.20% to 1.70% based on our consolidated total leverage ratio, or (2) a base rate equal to the highest of (a) the prime rate, (b) the federal funds rate plus 50 bps or (c) the Eurodollar rate plus 100 bps, in each case plus a spread

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)**

which ranges from 0.20% to 0.70% based on our consolidated total leverage ratio. The foregoing rates are intended to be more favorable than previously contained in the Second Amended and Restated Credit Facility (prior to entry into the First Amendment) with respect to Term Loan A.

Additionally, the Second Amended and Restated Credit Facility includes a number of customary financial covenants, including:

- A maximum leverage ratio (defined as total indebtedness net of certain cash and cash equivalents to total asset value) of 60%,
- A maximum secured leverage ratio (defined as total secured debt to secured total asset value) of 40%,
- A minimum fixed charge coverage ratio (defined as consolidated earnings before interest, taxes, depreciation and amortization to consolidated fixed charges) of 1.50x,
- A minimum unsecured interest coverage ratio of 1.75x,
- A maximum unsecured leverage ratio of 60%, and
- Recourse indebtedness at any time cannot exceed 15% of total asset value.

The Second Amended and Restated Credit Facility provides that our annual distributions may not exceed the greater of (1) 95% of our funds from operation ("FFO") or (2) the amount required for us to (a) qualify and maintain our REIT status and (b) avoid the payment of federal or state income or excise tax. If certain events of default exist or would result from a distribution, we may be precluded from making distributions other than those necessary to qualify and maintain our status as a REIT.

As of September 30, 2020, the Operating Partnership was in compliance with the financial covenants in the Second Amended and Restated Credit Facility.

**NOTE 8. PARTNERS' CAPITAL OF AMERICAN ASSETS TRUST, L.P.**

Noncontrolling interests in our Operating Partnership are interests in the Operating Partnership that are not owned by us. Noncontrolling interests consisted of 16,181,537 common units (the "noncontrolling common units"), and represented approximately 21.3% of the ownership interests in our Operating Partnership at September 30, 2020. Common units and shares of our common stock have essentially the same economic characteristics in that common units and shares of our common stock share equally in the total net income or loss distributions of our Operating Partnership. Investors who own common units have the right to cause our Operating Partnership to redeem any or all of their common units for cash equal to the then-current market value of one share of our common stock, or, at our election, shares of our common stock on a one-for-one basis.

During the three and nine months ended September 30, 2020, 209,011 common units were converted into shares of our common stock.

***Earnings Per Unit of the Operating Partnership***

Basic earnings (loss) per unit ("EPU") of the Operating Partnership is computed by dividing income applicable to unitholders by the weighted average Operating Partnership units outstanding, as adjusted for the effect of participating securities. Operating Partnership units granted in equity-based payment transactions that have non-forfeitable dividend equivalent rights are considered participating securities prior to vesting. The impact of unvested Operating Partnership unit awards on EPU has been calculated using the two-class method whereby earnings are allocated to the unvested Operating Partnership unit awards based on distributions and the unvested Operating Partnership units' participation rights in undistributed earnings.

The calculation of diluted EPU for the three months ended September 30, 2020 and 2019 does not include the weighted average of 346,434 and 329,652 unvested Operating Partnership units, respectively, as these equity securities are either considered contingently issuable or the effect of including these equity securities was anti-dilutive to income from continuing operations and net income attributable to the unitholders. The calculation of diluted EPU for the nine months ended September 30, 2020 and 2019 does not include the weighted average of 345,613 and 331,245 unvested Operating Partnership units, respectively.

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**NOTE 9. EQUITY OF AMERICAN ASSETS TRUST, INC.*****Stockholders' Equity***

On May 27, 2015, we entered into an at-the-market ("ATM") equity program with five sales agents in which we may, from time to time, offer and sell shares of our common stock having an aggregate offering price of up to \$250.0 million. On March 2, 2018, we amended certain of these equity programs, terminated one such program and entered into a new equity program with one new sales agent. The sales of shares of our common stock made through the ATM equity program, as amended, are made in "at-the-market" offerings as defined in Rule 415 of the Securities Act of 1933, as amended. During the nine months ended September 30, 2020, no shares of common stock were sold through the ATM equity program.

We intend to use the net proceeds from the ATM equity program to fund our development or redevelopment activities, repay amounts outstanding from time to time under our revolving line of credit or other debt financing obligations, fund potential acquisition opportunities and/or for general corporate purposes. As of September 30, 2020, we had the capacity to issue up to an additional \$132.6 million in shares of our common stock under our ATM equity program. Actual future sales will depend on a variety of factors including, but not limited to, market conditions, the trading price of our common stock and our capital needs. We have no obligation to sell the remaining shares available for sale under the ATM equity program.

***Dividends***

The following table lists the dividends declared and paid on our shares of common stock and noncontrolling common units during the nine months ended September 30, 2020:

Period	Amount per Share/Unit	Period Covered	Dividend Paid Date
First Quarter 2020	\$ 0.30	January 1, 2020 to March 31, 2020	March 26, 2020
Second Quarter 2020	\$ 0.20	April 1, 2020 to June 30, 2020	June 25, 2020
Third Quarter 2020	\$ 0.25	July 1, 2019 to September 30, 2019	September 24, 2020

***Taxability of Dividends***

Earnings and profits, which determine the taxability of distributions to stockholders and holders of common units, may differ from income reported for financial reporting purposes due to the differences for federal income tax purposes in the treatment of revenue recognition and compensation expense and in the basis of depreciable assets and estimated useful lives used to compute depreciation.

***Stock-Based Compensation***

We follow the FASB guidance related to stock compensation which establishes financial accounting and reporting standards for stock-based employee compensation plans, including all arrangements by which employees receive shares of stock or other equity instruments of the employer. The guidance also defines a fair value-based method of accounting for an employee stock option or similar equity instrument.

The following table summarizes the activity of restricted stock awards during the nine months ended September 30, 2020:

	Units	Weighted Average Grant Date Fair Value
Nonvested at January 1, 2020	345,153	\$28.75
Granted	6,008	33.29
Vested	(4,412)	45.35
Forfeited	(318)	29.58
Nonvested at September 30, 2020	346,431	\$28.62

We recognize noncash compensation expense ratably over the vesting period, and accordingly, we recognized \$1.3 million and \$1.1 million in noncash compensation expense for the three-month periods ended September 30, 2020 and 2019, respectively, which is included in general and administrative expense on the consolidated statements of comprehensive income. We recognized \$3.8 million and \$3.4 million in noncash compensation expense for the nine months ended September 30, 2020 and 2019, respectively. Unrecognized compensation expense was \$3.6 million at September 30, 2020.

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**Earnings Per Share**

We have calculated earnings per share (“EPS”) under the two-class method. The two-class method is an earnings allocation methodology whereby EPS for each class of common stock and participating security is calculated according to dividends declared and participation rights in undistributed earnings. The weighted average unvested shares outstanding, which are considered participating securities, were 346,434 and 329,652 for the three months ended September 30, 2020 and 2019, respectively and 345,613 and 331,245 for the nine months ended September 30, 2020 and 2019, respectively. Therefore, we have allocated our earnings for basic and diluted EPS between common shares and unvested shares as these unvested shares have nonforfeitable dividend equivalent rights.

Diluted EPS is calculated by dividing the net income applicable to common stockholders for the period by the weighted average number of common and dilutive instruments outstanding during the period using the treasury stock method. For the three and nine months ended September 30, 2020 and 2019, diluted shares exclude incentive restricted stock as these awards are considered contingently issuable. Additionally, the unvested restricted stock awards subject to time vesting are anti-dilutive for all periods presented, and accordingly, have been excluded from the weighted average common shares used to compute diluted EPS.

The computation of basic and diluted EPS is presented below (dollars in thousands, except share and per share amounts):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>NUMERATOR</b>				
Net income	\$ 6,490	\$ 16,519	\$ 31,800	\$ 43,703
Less: Net income attributable to restricted shares	(87)	(92)	(260)	(277)
Less: Income from operations attributable to unitholders in the Operating Partnership	(1,365)	(3,565)	(6,778)	(10,553)
<b>Net income attributable to common stockholders—basic</b>	<b>\$ 5,038</b>	<b>\$ 12,862</b>	<b>\$ 24,762</b>	<b>\$ 32,873</b>
Income from operations attributable to American Assets Trust, Inc. common stockholders—basic	\$ 5,038	\$ 12,862	\$ 24,762	\$ 32,873
Plus: Income from operations attributable to unitholders in the Operating Partnership	1,365	3,565	6,778	10,553
<b>Net income attributable to common stockholders—diluted</b>	<b>\$ 6,403</b>	<b>\$ 16,427</b>	<b>\$ 31,540</b>	<b>\$ 43,426</b>
<b>DENOMINATOR</b>				
Weighted average common shares outstanding—basic	59,825,174	59,441,887	59,757,709	52,239,668
Effect of dilutive securities—conversion of Operating Partnership units	16,292,858	16,390,548	16,357,747	16,771,104
Weighted average common shares outstanding—diluted	76,118,032	75,832,435	76,115,456	69,010,772
<b>Earnings per common share, basic</b>	<b>\$ 0.08</b>	<b>\$ 0.22</b>	<b>\$ 0.41</b>	<b>\$ 0.63</b>
<b>Earnings per common share, diluted</b>	<b>\$ 0.08</b>	<b>\$ 0.22</b>	<b>\$ 0.41</b>	<b>\$ 0.63</b>

**NOTE 10. INCOME TAXES**

We elected to be taxed as a REIT and operate in a manner that allows us to qualify as a REIT for federal income tax purposes commencing with our initial taxable year. As a REIT, we are generally not subject to corporate level income tax on the earnings distributed currently to our stockholders that we derive from our REIT qualifying activities. Taxable income from non-REIT activities managed through our TRS is subject to federal and state income taxes.

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)**

We lease our hotel property to a wholly owned TRS that is subject to federal and state income taxes. We account for income taxes using the asset and liability method, under which deferred tax assets and liabilities are recognized for the future tax consequences attributable to differences between GAAP carrying amounts and their respective tax bases. Additionally, we classify certain state taxes as income taxes for financial reporting purposes in accordance with ASC Topic 740, *Income Taxes*.

A deferred tax liability is included in our consolidated balance sheets of \$0.5 million and \$0.3 million as of September 30, 2020 and December 31, 2019, respectively, in relation to real estate asset basis differences of property subject to state taxes based on income and certain prepaid expenses of our TRS.

Income tax expense is recorded in other (expense) income, net on our consolidated statements of comprehensive income. For the three and nine months ended September 30, 2020, we recorded income tax benefit of \$0.0 million and income tax expense of \$0.1 million, respectively. For the three and nine months ended September 30, 2019, we recorded income tax expense of \$0.3 million and \$0.7 million, respectively.

**NOTE 11. COMMITMENTS AND CONTINGENCIES*****Legal***

We are sometimes involved in various disputes, lawsuits, warranty claims, environmental, and other matters arising in the ordinary course of business. Management makes assumptions and estimates concerning the likelihood and amount of any potential loss relating to these matters.

We are currently a party to various legal proceedings. We accrue a liability for litigation if an unfavorable outcome is probable and the amount of loss can be reasonably estimated. If an unfavorable outcome is probable and a reasonable estimate of the loss is a range, we accrue the best estimate within the range; however, if no amount within the range is a better estimate than any other amount, the minimum within the range is accrued. Legal fees related to litigation are expensed as incurred. We do not believe that the ultimate outcome of these matters, either individually or in the aggregate, could have a material adverse effect on our financial position or overall trends in results of operations; however, litigation is subject to inherent uncertainties. Also, under our leases, tenants are typically obligated to indemnify us from and against all liabilities, costs and expenses imposed upon or asserted against us as owner of the properties due to certain matters relating to the operation of the properties by the tenant.

***Commitments***

See Footnote 12 for description of our leases, as a lessee.

We have management agreements with Outrigger Hotels & Resorts or an affiliate thereof (“Outrigger”) pursuant to which Outrigger manages each of the retail and hotel portions of the Waikiki Beach Walk property. Under the management agreement with Outrigger relating to the retail portion of Waikiki Beach Walk (the “retail management agreement”), we pay Outrigger a monthly management fee of 3.0% of net revenues from the retail portion of Waikiki Beach Walk. Pursuant to the terms of the retail management agreement, if the agreement is terminated in certain instances, including our election not to repair damage or destruction at the property, a condemnation or our failure to make required working capital infusions, we would be obligated to pay Outrigger a termination fee equal to the sum of the management fees paid for the two months immediately preceding the termination date. The retail management agreement may not be terminated by us or by Outrigger without cause. Under our management agreement with Outrigger relating to the hotel portion of Waikiki Beach Walk (the “hotel management agreement”), we pay Outrigger a monthly management fee of 6.0% of the hotel's gross operating profit, as well as 3.0% of the hotel's gross revenues; provided that the aggregate management fee payable to Outrigger for any year shall not exceed 3.5% of the hotel's gross revenues for such fiscal year. Pursuant to the terms of the hotel management agreement, if the agreement is terminated in certain instances, including upon a transfer by us of the hotel or upon a default by us under the hotel management agreement, we would be required to pay a cancellation fee calculated by multiplying (1) the management fees for the previous 12 months by (2) (a) eight, if the agreement is terminated in the first 11 years of its term, or (b) four, three, two or one, if the agreement is terminated in the twelfth, thirteenth, fourteenth or fifteenth year, respectively, of its term. The hotel management agreement may not be terminated by us or by Outrigger without cause.

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)**

A wholly owned subsidiary of our Operating Partnership, WBW Hotel Lessee LLC, entered into a franchise license agreement with Embassy Suites Franchise LLC, the franchisor of the brand “Embassy Suites™,” to obtain the non-exclusive right to operate the hotel under the Embassy Suites™ brand for 20 years. The franchise license agreement provides that WBW Hotel Lessee LLC must comply with certain management, operational, record keeping, accounting, reporting and marketing standards and procedures. In connection with this agreement, we are also subject to the terms of a product improvement plan pursuant to which we expect to undertake certain actions to ensure that our hotel's infrastructure is maintained in compliance with the franchisor's brand standards. In addition, we must pay to Embassy Suites Franchise LLC a monthly franchise royalty fee equal to 4.0% of the hotel's gross room revenue through December 2021 and 5.0% of the hotel's gross room revenue thereafter, as well as a monthly program fee equal to 4.0% of the hotel's gross room revenue. If the franchise license is terminated due to our failure to make required improvements or to otherwise comply with its terms, we may be liable to the franchisor for a termination payment, which could be as high as \$6.1 million based on operating performance through September 30, 2020.

Our Del Monte Center property has ongoing environmental remediation related to ground water contamination. The environmental issue existed at purchase and remains in remediation. The final stages of the remediation will include routine, long term ground monitoring by the appropriate regulatory agency over the next five years to seven years. The work performed is financed through an escrow account funded by the seller upon purchase of the Del Monte Center. We believe the funds in the escrow account are sufficient for the remaining work to be performed. However, if further work is required costing more than the remaining escrow funds, we could be required to pay such overage, although we may have a contractual claim for such costs against the prior owner or our environmental remediation consultant.

***Concentrations of Credit Risk***

Our properties are located in Southern California, Northern California, Hawaii, Oregon, Texas, and Washington. The ability of the tenants to honor the terms of their respective leases is dependent upon the economic, regulatory, social, and health factors affecting the markets in which the tenants operate including, without limitation, the impact the COVID-19 pandemic has had on our tenants. Fourteen of our consolidated properties are located in Southern California, which exposes us to greater economic risks than if we owned a more geographically diverse portfolio. Tenants in the retail industry accounted for 25.8% of total revenues for the nine months ended September 30, 2020. This makes us susceptible to demand for retail rental space and subject to the risks associated with an investment in real estate with a concentration of tenants in the retail industry. Furthermore, tenants in the office industry accounted for 50.6% of total revenues for the nine months ended September 30, 2020. This makes us susceptible to demand for office rental space and subject to the risks associated with an investment in real estate with a concentration of tenants in the office industry. For the nine months ended September 30, 2020 and 2019, no tenant accounted for more than 10% of our total rental revenue.

**NOTE 12. LEASES*****Lessors Operating Leases***

We determine if an arrangement is a lease at inception. Our lease agreements are generally for real estate, and the determination of whether such agreements contain leases generally does not require significant estimates or judgments. We lease real estate under operating leases.

Our leases with office, retail, mixed-use and residential tenants are classified as operating leases. Leases at our office and retail properties and the retail portion of our mixed-use property generally range from three years to ten years (certain leases with anchor tenants may be longer), and in addition to minimum rents, usually provide for cost recoveries for the tenant's share of certain operating costs. Our leases may also include variable lease payments in the form of percentage rents based on the tenant's level of sales achieved in excess of a breakpoint threshold. Leases on apartments generally range from 7 to 15 months, with a majority having 12-month lease terms. Rooms at the hotel portion of our mixed-use property are rented on a nightly basis.

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)**

Leases at our office and retail properties and the retail portion of our mixed-use property may contain lease extension options, at our lessee's discretion. The extension options are generally for 3 to 10 years and contain primarily rent at fixed rates or the prevailing market rent. The extension options are generally exercisable 6 to 12 months prior to the expiration of the lease and require the lessee to not be in default of the lease terms.

We attempt to maximize the amount we expect to derive from the underlying real estate property following the end of a lease, to the extent it is not extended. We maintain a proactive leasing and capital improvement program that, combined with the quality and locations of our properties, has made our properties attractive to tenants. However, the residual value of a real estate property is still subject to various market-specific, asset-specific, and tenant-specific risks and characteristics.

As of September 30, 2020, minimum future rentals from noncancelable operating leases, before any reserve for uncollectible amounts and assuming no early lease terminations, at our office and retail properties and the retail portion of our mixed-use property are as follows (in thousands):

Year Ending December 31,		
2020 (three months ending December 31, 2020)	\$	41,459
2021		221,581
2022		208,346
2023		190,521
2024		160,681
Thereafter		571,721
Total	\$	<u>1,394,309</u>

The above future minimum rentals exclude residential leases, which typically have a term of 12 months or less, and exclude the hotel, as rooms are rented on a nightly basis.

***Lessee Operating Leases***

We determine if an arrangement is a lease at inception. Our lease agreements are generally for real estate, and the determination of whether such agreements contain leases generally does not require significant estimates or judgments. We lease real estate under operating leases.

At the Landmark at One Market, we lease, as lessee, a building adjacent to the Landmark at One Market under an operating lease effective through June 30, 2026, which we have the option to extend until 2031 by way of the remaining five years extension option (the "Annex Lease"). The lease payments under the extension option provided for under the Annex Lease will be equal to the fair rental value at the time the extension option is exercised. The extension option is included in the calculation of the right-of-use asset and lease liability as we are reasonably certain of exercising the extension option. In March 2020, we exercised a five years extension option to extend the Annex Lease through June 30, 2026, which was memorialized in a lease amendment executed in August 2020 that additionally modified other certain lease payment terms.

At Waikiki Beach Walk, we lease a portion of the building of which Quiksilver is currently in possession, under an operating lease effective through December 31, 2021.

Our lease agreements do not contain any residual value guarantees or material restrictive covenants. As our leases do not provide an implicit rate, we use our incremental borrowing rate based on the information available at commencement in determining the present value of lease payments.

**American Assets Trust, Inc. and American Assets Trust, L.P.**
**Notes to Consolidated Financial Statements—(Continued)**
**September 30, 2020**
**(Unaudited)**

Current annual payments under the operating leases are as follows, as of September 30, 2020 (in thousands):

Year Ending December 31,		
2020 (three months ending December 31, 2020)	\$	865
2021		3,215
2022		3,232
2023		3,328
2024		3,428
Thereafter		23,241
Total lease payments	\$	37,309
Imputed interest	\$	(6,665)
Present value of lease liability	\$	30,644

Lease costs under the operating leases are as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Operating lease cost	\$ 999	\$ 833	\$ 2,788	\$ 2,500
Variable lease cost	—	—	—	—
Sublease income	(1,182)	(975)	(3,123)	(2,233)
Total lease (income) cost	\$ (183)	\$ (142)	\$ (335)	\$ 267
Weighted-average remaining lease term - operating leases (in years)			10.4	
Weighted-average discount rate - operating leases			3.22 %	

Supplemental cash flow information and non-cash activity related to our operating leases are as follow (in thousands):

	Nine Months Ended September 30,	
	2020	2019
Operating cash flow information:		
Cash paid for amounts included in the measurement of lease liabilities	\$ 2,557	\$ 2,501
Non-cash activity:		
Right-of-use assets obtained in exchange for operating lease obligations	\$ 27,321	\$ 7,661

**Subleases**

At the Landmark at One Market, we (as sublandlord) sublease the Annex Lease building under operating leases effective through December 31, 2029. The subleases contain extension options, subject to our ability to extend the Annex Lease, that can extend the subleases through December 31, 2039 at the fair rental value at the time the extension option is exercised.

At Waikiki Beach Walk, we (as sublandlord) sublease a portion of the building to Quiksilver under an operating lease effective through December 31, 2021.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

**NOTE 13. COMPONENTS OF RENTAL INCOME AND EXPENSE**

The principal components of rental income are as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Lease rental income				
Office	\$ 43,193	\$ 40,187	\$ 127,890	\$ 94,899
Retail	18,334	25,065	64,198	74,535
Multifamily	11,770	11,723	35,380	35,694
Mixed-use	902	3,869	7,338	11,632
Percentage rent	1,353	553	1,677	1,108
Hotel revenue	4,680	11,257	13,948	30,365
Other	527	493	1,628	1,401
Total rental income	\$ 80,759	\$ 93,147	\$ 252,059	\$ 249,634

Lease rental income include \$6.0 million and \$5.2 million for the three months ended September 30, 2020 and 2019, respectively, and \$17.3 million and \$0.9 million for the nine months ended September 30, 2020 and 2019, respectively, to recognize lease rental income on a straight-line basis. In addition, net amortization of above and below market leases included in lease rental income were \$0.9 million and \$1.1 million for the three months ended September 30, 2020 and 2019, respectively, and \$2.8 million and \$2.8 million for the nine months ended September 30, 2020 and 2019, respectively.

The principal components of rental expenses are as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Rental operating	\$ 9,501	\$ 10,175	\$ 28,078	\$ 27,734
Hotel operating	3,153	6,564	10,893	18,573
Repairs and maintenance	4,199	4,134	12,816	11,564
Marketing	498	631	1,384	1,745
Rent	1,029	841	2,834	2,531
Hawaii excise tax	556	1,099	1,928	2,957
Management fees	272	545	824	1,507
Total rental expenses	\$ 19,208	\$ 23,989	\$ 58,757	\$ 66,611

**NOTE 14. OTHER (EXPENSE) INCOME, NET**

The principal components of other expense, net, are as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Interest and investment income	\$ 32	\$ 137	\$ 415	\$ 299
Income tax expense	(12)	(268)	(127)	(709)
Other non-operating expense	(551)	—	(549)	—
Total other (expense) income, net	\$ (531)	\$ (131)	\$ (261)	\$ (410)

**American Assets Trust, Inc. and American Assets Trust, L.P.****Notes to Consolidated Financial Statements—(Continued)****September 30, 2020****(Unaudited)****NOTE 15. RELATED PARTY TRANSACTIONS**

During the first quarter of 2019, we terminated a lease agreement with American Assets, Inc. ("AAI"), an entity owned and controlled by Ernest Rady, our CEO, President, and Chairman of Board, and entered into a new lease agreement with AAI for office space at Torrey Reserve Campus. Rents commenced on March 1, 2019 for an initial lease term of three years at an average annual rental rate of \$0.2 million. Rental revenue recognized on the AAI leases of \$0.1 million and \$0.2 million for the nine months ended September 30, 2020 and 2019, respectively, is included in rental income on the statements of comprehensive income.

During the third quarter of 2020, we entered into a new lease with AAI for office space at Torrey Point to replace its existing lease at Torrey Reserve Campus. Rents are expected to begin in January 2021 for an initial lease term of ten years at an average annual rental rate of \$0.2 million.

At Torrey Reserve Campus, we lease office space to EDisability, LLC, an entity majority owned and controlled by Mr. Rady. Rental revenue recognized on the lease of \$0.1 million and \$0.1 million, respectively, for the nine months ended September 30, 2020 and 2019, is included in rental income on the consolidated statements of comprehensive income.

On occasion, the Company utilizes aircraft services provided by AAI Aviation, Inc. ("AAIA"), an entity owned and controlled by Mr. Rady. For the nine months ended September 30, 2020 and 2019, we incurred approximately \$0.0 million and \$0.2 million, respectively, of expenses related to aircraft services of AAIA or reimbursement to Mr. Rady (or the Ernest Rady Trust U/D/T March 13, 1983) for use of the aircraft owned by AAIA. These expenses are recorded as general and administrative expenses in our consolidated statements of comprehensive income.

The Waikiki Beach Walk entities have a 47.7% investment in WBW CHP LLC, an entity that was formed to, among other things, construct a chilled water plant to provide air conditioning to the property and other adjacent facilities. The operating expenses of WBW CHP LLC are recovered through reimbursements from its members, and reimbursements to WBW CHP LLC of \$0.8 million and \$0.9 million for the nine months ended September 30, 2020 and 2019, respectively, are included in rental expenses on the consolidated statements of comprehensive income.

**NOTE 16. SEGMENT REPORTING**

Segment information is prepared on the same basis that our management reviews information for operational decision-making purposes. We operate in four business segments: the acquisition, redevelopment, ownership and management of retail real estate, office real estate, multifamily real estate and mixed-use real estate. The products for our retail segment primarily include rental of retail space and other tenant services, including tenant reimbursements, parking and storage space rental. The products for our office segment primarily include rental of office space and other tenant services, including tenant reimbursements, parking and storage space rental. The products for our multifamily segment include rental of apartments and other tenant services. The products of our mixed-use segment include rental of retail space and other tenant services, including tenant reimbursements, parking and storage space rental and operation of a 369-room all-suite hotel.

We evaluate the performance of our segments based on segment profit, which is defined as property revenue less property expenses. We do not use asset information as a measure to assess performance and make decisions to allocate resources. Therefore, depreciation and amortization expense is not allocated among segments. General and administrative expenses, interest expense, depreciation and amortization expense and other income and expense are not included in segment profit as our internal reporting addresses these items on a corporate level.

Segment profit is not a measure of operating income or cash flows from operating activities as measured by GAAP, and it is not indicative of cash available to fund cash needs and should not be considered an alternative to cash flows as a measure of liquidity. Not all companies calculate segment profit in the same manner. We consider segment profit to be an appropriate supplemental measure to net income because it assists both investors and management in understanding the core operations of our properties.

**American Assets Trust, Inc. and American Assets Trust, L.P.**
**Notes to Consolidated Financial Statements—(Continued)**
**September 30, 2020**
**(Unaudited)**

The following table represents operating activity within our reportable segments (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>Total Office</b>				
Property revenue	44,821	42,810	\$ 133,210	\$ 100,816
Property expense	(11,595)	(11,627)	(34,989)	(29,385)
Segment profit	33,226	31,183	98,221	71,431
<b>Total Retail</b>				
Property revenue	\$ 20,621	\$ 25,848	67,939	81,156
Property expense	(7,795)	(7,806)	(20,033)	(22,691)
Segment profit	12,826	18,042	47,906	58,465
<b>Total Multifamily</b>				
Property revenue	12,564	12,655	37,852	38,451
Property expense	(5,603)	(5,367)	(16,426)	(15,323)
Segment profit	6,961	7,288	21,426	23,128
<b>Total Mixed-Use</b>				
Property revenue	6,368	17,049	24,225	47,371
Property expense	(5,706)	(10,131)	(18,806)	(28,475)
Segment profit	662	6,918	5,419	18,896
<b>Total segments' profit</b>	<b>\$ 53,675</b>	<b>\$ 63,431</b>	<b>\$ 172,972</b>	<b>\$ 171,920</b>

The following table is a reconciliation of segment profit to net income attributable to stockholders (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Total segments' profit	\$ 53,675	\$ 63,431	\$ 172,972	\$ 171,920
General and administrative	(6,438)	(6,479)	(19,937)	(18,495)
Depreciation and amortization	(26,914)	(26,568)	(80,869)	(69,733)
Interest expense	(13,302)	(13,734)	(40,105)	(40,212)
Gain on sale of real estate	—	—	—	633
Other income (expense), net	(531)	(131)	(261)	(410)
<b>Net income</b>	<b>6,490</b>	<b>16,519</b>	<b>31,800</b>	<b>43,703</b>
Net income attributable to restricted shares	(87)	(92)	(260)	(277)
Net income attributable to unitholders in the Operating Partnership	(1,365)	(3,565)	(6,778)	(10,553)
<b>Net income attributable to American Assets Trust, Inc. stockholders</b>	<b>\$ 5,038</b>	<b>\$ 12,862</b>	<b>\$ 24,762</b>	<b>\$ 32,873</b>

## American Assets Trust, Inc. and American Assets Trust, L.P.

## Notes to Consolidated Financial Statements—(Continued)

September 30, 2020

(Unaudited)

The following table shows net real estate and secured note payable balances for each of the segments (in thousands):

	September 30, 2020	December 31, 2019
<b>Net Real Estate</b>		
Office	\$ 1,313,885	\$ 1,317,854
Retail	612,718	624,912
Multifamily	392,506	401,152
Mixed-Use	179,455	179,557
	<u>\$ 2,498,564</u>	<u>\$ 2,523,475</u>
<b>Secured Notes Payable <sup>(1)</sup></b>		
Office	\$ 111,000	\$ 127,768
Retail	—	34,235
	<u>\$ 111,000</u>	<u>\$ 162,003</u>

(1) Excludes debt issuance costs of \$0.1 million and \$0.1 million for each of the periods ended September 30, 2020 and December 31, 2019, respectively.

Capital expenditures for each segment for the three and nine months ended September 30, 2020 and 2019 were as follows (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
<b>Capital Expenditures <sup>(1)</sup></b>				
Office	\$ 12,572	\$ 16,548	\$ 40,053	\$ 50,449
Retail	747	5,290	7,110	16,731
Multifamily	800	1,297	2,944	2,753
Mixed-Use	322	845	3,467	4,508
	<u>\$ 14,441</u>	<u>\$ 23,980</u>	<u>\$ 53,574</u>	<u>\$ 74,441</u>

(1) Capital expenditures represent cash paid for capital expenditures during the period and include leasing commissions paid.

## ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### **Forward-Looking Statements**

The following discussion should be read in conjunction with the consolidated financial statements and notes thereto appearing elsewhere in this report. We make statements in this report that are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (set forth in 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). In particular, statements pertaining to our capital resources, portfolio performance and results of operations contain forward-looking statements. Likewise, all of our statements regarding anticipated growth in our funds from operations and anticipated market conditions, demographics and results of operations are forward-looking statements. You can identify forward-looking statements by the use of forward-looking terminology such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "pro forma," "estimates" or "anticipates" or the negative of these words and phrases or similar words or phrases which are predictions of or indicate future events or trends and which do not relate solely to historical matters. Currently, one of the most significant risk factors, is the potential adverse effect of the current COVID-19 pandemic on our financial condition, results of operations, cash flows and performance or that of, our tenants and guests, the real estate market and the global economy and financial markets. The extent to which COVID-19 impacts us, our tenants and guests will depend on future developments, which are highly uncertain and cannot be predicted with confidence, including the scope, severity and duration of the pandemic, the actions taken to contain the pandemic or mitigate its impact, and the direct and indirect economic effects of the pandemic and containment measures, among others. You can also identify forward-looking statements by discussions of strategy, plans or intentions.

Forward-looking statements involve numerous risks and uncertainties and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods which may be incorrect or imprecise and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). The following factors, among others, could cause actual results and future events to differ materially from those set forth or contemplated in the forward-looking statements:

- the impact of epidemics, pandemics, or other outbreaks of illness, disease or virus (such as the COVID-19 outbreak) and the actions taken by government authorities and others related thereto, including the ability of our company, our properties and our tenants to operate;
- adverse economic or real estate developments in our markets;
- our failure to generate sufficient cash flows to service our outstanding indebtedness;
- defaults on, early terminations of or non-renewal of leases by tenants, including significant tenants;
- difficulties in identifying properties to acquire and completing acquisitions;
- difficulties in completing dispositions;
- our failure to successfully operate acquired properties and operations;
- our inability to develop or redevelop our properties due to market conditions;
- fluctuations in interest rates and increased operating costs;
- risks related to joint venture arrangements;
- our failure to obtain necessary outside financing;
- on-going litigation;
- general economic conditions;
- financial market fluctuations;
- risks that affect the general retail, office, multifamily and mixed-use environment;
- the competitive environment in which we operate;
- decreased rental rates or increased vacancy rates;
- conflicts of interests with our officers or directors;
- lack or insufficient amounts of insurance;
- environmental uncertainties and risks related to adverse weather conditions and natural disasters;

- *other factors affecting the real estate industry generally;*
- *limitations imposed on our business and our ability to satisfy complex rules in order for us to continue to qualify as a real estate investment trust, or REIT, for U.S. federal income tax purposes; and*
- *changes in governmental regulations or interpretations thereof, such as real estate and zoning laws and increases in real property tax rates and taxation of REITs.*

*While forward-looking statements reflect our good faith beliefs, they are not guarantees of future performance. We disclaim any obligation to publicly update or revise any forward-looking statement to reflect changes in underlying assumptions or factors, new information, data or methods, future events or other changes. For a further discussion of these and other factors, see the section entitled “Item 1A. Risk Factors” contained herein and in our annual report on Form 10-K for the year ended December 31, 2019 and quarterly report on Form 10-Q for the quarter ended March 31, 2020.*

## **Overview**

References to “we,” “our,” “us” and “our company” refer to American Assets Trust, Inc., a Maryland corporation, together with our consolidated subsidiaries, including American Assets Trust, L.P., a Maryland limited partnership, of which we are the sole general partner and which we refer to in this report as our Operating Partnership.

We are a full service, vertically integrated and self-administered REIT that owns, operates, acquires and develops high quality retail, office, multifamily and mixed-use properties in attractive, high-barrier-to-entry markets in Southern California, Northern California, Oregon, Washington, Texas and Hawaii. As of September 30, 2020, our portfolio was comprised of twelve retail shopping centers; nine office properties; a mixed-use property consisting of a 369-room all-suite hotel and a retail shopping center; and six multifamily properties. Additionally, as of September 30, 2020, we owned land at three of our properties that we classified as held for development and/or construction in progress. Our core markets include San Diego; the San Francisco Bay Area; Portland, Oregon; Bellevue, Washington; and Oahu, Hawaii. We are a Maryland corporation formed on July 16, 2010 to acquire the entities owning various controlling and noncontrolling interests in real estate assets owned and/or managed by Ernest S. Rady or his affiliates, including the Ernest Rady Trust U/D/T March 13, 1983, or the Rady Trust, and did not have any operating activity until the consummation of our initial public offering on January 19, 2011. Our Company, as the sole general partner of our Operating Partnership, has control of our Operating Partnership and owned 78.7% of our Operating Partnership as of September 30, 2020. Accordingly, we consolidate the assets, liabilities and results of operations of our Operating Partnership.

## **Critical Accounting Policies**

We identified certain critical accounting policies that affect certain of our more significant estimates and assumptions used in preparing our consolidated financial statements in our annual report on Form 10-K for the year ended December 31, 2019. We have not made any material changes to these policies during the periods covered by this report, other than those described in Footnote 1.

## **Same-store**

We have provided certain information on a total portfolio, same-store and redevelopment same-store basis. Information provided on a same-store basis includes the results of properties that we owned and operated for the entirety of both periods being compared except for properties for which significant redevelopment or expansion occurred during either of the periods being compared, properties under development, properties classified as held for development and properties classified as discontinued operations. Information provided on a redevelopment same-store basis includes the results of properties undergoing significant redevelopment for the entirety or portion of both periods being compared. Same-store and redevelopment same-store is considered by management to be important measures because they assist in eliminating disparities due to the development, acquisition or disposition of properties during the particular period presented, and thus provides a more consistent performance measure for the comparison of the Company’s stabilized and redevelopment properties, as applicable. Additionally, redevelopment same-store is considered by management to be an important measure because it assists in evaluating the timing of the start and stabilization of our redevelopment opportunities and the impact that these redevelopments have in enhancing our operating performance.

While there is judgment surrounding changes in designations, we typically reclassify significant development, redevelopment or expansion properties into same-store properties once they are stabilized. Properties are deemed stabilized typically at the earlier of (i) reaching 90% occupancy or (ii) four quarters following a property’s inclusion in operating real estate. We typically remove properties from same-store properties when the development, redevelopment or expansion has or is expected to have a significant impact on the property’s annualized base rent, occupancy and operating income within the

calendar year. Our evaluation of significant impact related to development, redevelopment or expansion activity is based on quantitative and qualitative measures including, but not limited to the following: the total budgeted cost of planned construction activity compared to the property's annualized base rent, occupancy and property operating income within the calendar year; percentage of development, redevelopment or expansion square footage to total property square footage; and the ability to maintain historic occupancy and rental rates. In consideration of these measures, we generally remove properties from same-store properties when we see a decline in a property's annualized base rent, occupancy and operating income within the calendar year as a direct result of ongoing redevelopment, development or expansion activity. Acquired properties are classified into same-store properties once we have owned such properties for the entirety of comparable period(s) and the properties are not under significant development or expansion.

Below is a summary of our same-store composition for the three and nine months ended September 30, 2020 and 2019. For the three months ended September 30, 2020, Torrey Point was reclassified to same-store properties when compared to the designations for the three months ended September 30, 2019 as the entity was placed into operations and became available for occupancy in August 2018. Furthermore, La Jolla Commons was reclassified to same-store properties as it was acquired on June 20, 2019 and is comparable for the three months ended September 30, 2020. For the three months ended September 30, 2020, One Beach Street was reclassified to non-same-store properties when compared to the designations for the three months ended September 30, 2019 due to redevelopment activity to renovate the property. Waikiki Beach Walk Retail and Embassy Suites™ Hotel is classified as a non-same-store property due to spalling repair activity previously disrupting the hotel portion of the properties operations. Waikale Center is classified as a non-same-store property due to significant redevelopment activity.

For the nine months ended September 30, 2020, Torrey Point was reclassified to same-store properties when compared to the designations for the nine months ended September 30, 2019 as the entity was placed into operations and became available for occupancy in August 2018. For the nine months ended September 30, 2020, One Beach Street was reclassified to non-same-store properties when compared to the designation for the nine months ended September 30, 2019 due to redevelopment activity to renovate the property. Waikiki Beach Walk Retail and Embassy Suites™ Hotel is classified as a non-same-store property due to spalling repair activity previously disrupting the hotel portion of the properties operations. Waikale Center is classified as a non-same-store property due to significant redevelopment activity. La Jolla Commons is classified as a non-same-store property, as it was acquired on June 20, 2019.

In our determination of same-store and redevelopment same-store properties for the nine months ended September 30, 2020, Waikale Center and One Beach Street have been identified as same-store redevelopment properties due to significant redevelopment activity. Retail same-store net operating income decreased approximately 21.9% for the nine months ended September 30, 2020 compared to the same period in 2019. Retail redevelopment same-store net operating income decreased approximately 17.7% for the nine months ended September 30, 2020 compared to the same period in 2019. Office same-store net operating income increased 20.8% for the nine months ended September 30, 2020 compared to the same period in 2019. Office redevelopment same-store net operating income increased 16.7% for the nine months ended September 30, 2020 compared to the same period in 2019.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Same-Store	25	24	24	24
Non-Same-Store	3	4	4	4
<b>Total Properties</b>	<b>28</b>	<b>28</b>	<b>28</b>	<b>28</b>
Redevelopment Same-Store	27	25	26	25
Total Development Properties	3	3	3	3

## Outlook

We seek growth in earnings, funds from operations and cash flows primarily through a combination of the following: growth in our same-store portfolio, growth in our portfolio from property development and redevelopments and expansion of our portfolio through property acquisitions. Our properties are located in some of the nation's most dynamic, high-barrier-to-entry markets primarily in Southern California, Northern California, Oregon, Washington and Hawaii, which allow us to take advantage of redevelopment opportunities that enhance our operating performance through renovation, expansion, reconfiguration and/or retensing. We evaluate our properties on an ongoing basis to identify these types of opportunities.

We intend to opportunistically pursue the development of future phases of Lloyd District Portfolio and La Jolla Commons and the redevelopment of One Beach Street based on, among other things, market conditions and our evaluation of whether such opportunities would generate appropriate risk-adjusted financial returns. Our redevelopment and development opportunities are subject to various factors, including market conditions and may not ultimately come to fruition.

We continue to review acquisition opportunities in our primary markets that would complement our portfolio and provide long-term growth opportunities. Some of our acquisitions do not initially contribute significantly to earnings growth; however, we believe they provide long-term re-leasing growth, redevelopment opportunities and other strategic opportunities. Any growth from acquisitions is contingent upon our ability to find properties that meet our qualitative standards at prices that meet our financial hurdles. Changes in interest rates may affect our success in achieving earnings growth through acquisitions by affecting both the price that must be paid to acquire a property, as well as our ability to economically finance a property acquisition. Generally, our acquisitions are initially financed by available cash, mortgage loans and/or borrowings under our revolving line of credit, which may be repaid later with funds raised through the issuance of new equity or new long-term debt.

## COVID-19

We are closely monitoring the impact of COVID-19 pandemic on all aspects of our business and geographies, including how it will impact our tenants and business partners. We are unable to predict the impact that the COVID-19 pandemic will have on our financial condition, results of operations and cash flows due to numerous uncertainties. These uncertainties include the scope, severity and duration of the pandemic, the actions taken to contain the pandemic or mitigate its impact and the direct and indirect economic effects of the pandemic and containment measures, among others. The outbreak of COVID-19 in many countries, including the United States, has significantly adversely impacted global economic activity and has contributed to significant volatility and negative pressure in financial markets. The global impact of the outbreak has been rapidly evolving and, as cases of COVID-19 have continued to be identified in additional countries, many countries, including the United States, have reacted by instituting quarantines, mandating business and school closures and restricting travel. Certain states and cities, including where we own properties, have development sites and where our principal place of business is located, have also reacted by instituting quarantines, restrictions on travel, "stay-at-home" orders or "shelter in place" rules, social distancing measures, restrictions on types of business that may continue to operate, and/or restrictions on the types of construction projects that may continue. The Company cannot predict when restrictions or social distancing measures currently in place will expire. Even after certain of such restrictions are lifted or reduced, the willingness of customers to visit certain of our tenants' businesses may be reduced due to lingering concerns regarding the continued risk of COVID-19 transmission and heightened sensitivity to risks associated with the transmission of other diseases. As a result, the COVID-19 pandemic is negatively impacting almost every industry directly or indirectly, including industries in which the Company and our tenants operate. Further, the impacts of a potential worsening of global economic conditions and the continued disruptions to, and volatility in, the credit and financial markets, consumer spending as well as other unanticipated consequences remain unknown.

In addition, we cannot predict the impact that COVID-19 will have on our tenants and other business partners; however, any material effect on these parties could adversely impact us. For the third quarter of 2020, we have collected to date approximately 98% of office rents, 73% of retail rents (including retail component of Waikiki Beach Walk) and 94% of multifamily rents that were due during the third quarter of 2020. During the third quarter of 2020, we received and executed a significant amount of rent deferral requests from various tenants, primarily within the retail segment, as a result of COVID-19. We are evaluating each tenant rent deferral request on an individual basis, considering a number of factors. Not all rent deferral requests will ultimately result in executed lease modification agreements. As of September 30, 2020, we have entered into lease modifications that resulted in COVID-19 adjustments (including rent deferrals and other monetary lease concessions) for approximately 2% of the rent originally contracted for the three months ended September 30, 2020.

We believe the company's financial condition and liquidity are currently strong. Although there is uncertainty related to the anticipated impact of the COVID-19 outbreak on the Company's future results, we believe our efficient business model and ongoing steps we have taken to strengthen our balance sheet has positioned to manage our business through this crisis as it

continues to unfold. We continue to manage all aspects of our business including, but not limited to, monitoring the financial health of our tenants, vendors, and other third-party relationships, and developing new opportunities for growth. Due to COVID-19, we cannot reasonably estimate with any degree of certainty the future impact COVID-19 may have on the Company's results of operations, financial position, and liquidity. See Part II, Item 1A - "Risk Factors" - "The novel coronavirus (COVID-19) and other possible pandemics and similar outbreaks, could result in material adverse effects on our business, financial position, results of operations and cash flows."

On March 27, 2020, the Coronavirus Aid, Relief, and Economic Security Act ("CARES Act") was signed into law to provide widespread emergency relief for the economy and to provide aid to corporations. The CARES Act includes several significant provisions related to taxes, refundable payroll tax credits and deferment of social security payments. We continue to evaluate the relief options available under the CARES Act. We will continue to assess these options, and any subsequent legislation or other relief packages, including the accompanying restrictions on our business, as the pandemic continues to evolve.

## Leasing

Our same-store growth is primarily driven by increases in rental rates on new leases and lease renewals and changes in portfolio occupancy. Over the long-term, we believe that the infill nature and strong demographics of our properties provide us with a strategic advantage, allowing us to maintain relatively high occupancy and increase rental rates. Furthermore, we believe the locations of our properties and diversified portfolio will mitigate some of the potentially negative impact of the current economic environment. However, in the short-term due to the COVID-19 pandemic, we have seen a meaningful negative impact on certain of our tenants operations and ability to pay rent, primarily in the retail sector; and any reduction in our tenants' abilities to pay base rent, percentage rent or other charges, including as a result of the COVID-19 pandemic, will adversely affect our financial condition and results of operations.

During the three months ended September 30, 2020, we signed 10 office leases for a total of 59,196 square feet of office space including 55,152 square feet of comparable renewal office space leases (leases for which there was a prior tenant), at an average rental rate increase on a cash and GAAP basis of 6.7% and 10.8%, respectively. No new offices leases for comparable spaces were signed during the third quarter of 2020.

During the three months ended September 30, 2020, we signed 21 retail leases for a total of 71,419 square feet of retail space including 71,419 square feet of comparable renewal retail space leases (leases for which there was a prior tenant), at an average rental rate decrease on a cash basis and GAAP basis of 6.2% and 3.6%, respectively. No new retail leases for comparable spaces were signed during the third quarter of 2020.

The rental increases associated with comparable spaces generally include all leases signed in arms-length transactions reflecting market leverage between landlords and tenants during the period. The comparison between average rent for expiring leases and new leases is determined by including minimum rent and percentage rent paid on the expiring lease and minimum rent and, in some instances, projections of first lease year percentage rent, to be paid on the new lease. In some instances, management exercises judgment as to how to most effectively reflect the comparability of spaces reported in this calculation. The change in rental income on comparable space leases is impacted by numerous factors including current market rates, location, individual tenant creditworthiness, use of space, market conditions when the expiring lease was signed, capital investment made in the space and the specific lease structure. Tenant improvements and incentives include the total dollars committed for the improvement of a space as it relates to a specific lease, but may also include base-building costs (i.e. expansion, escalators or new entrances) which are required to make the space leasable. Incentives include amounts paid to tenants as an inducement to sign a lease that do not represent building improvements.

The leases signed in 2020 generally become effective over the following year, though some may not become effective until 2021 and beyond. Further, there is risk that some new tenants will not ultimately take possession of their space and that tenants for both new and renewal leases may not pay all of their contractual rent due to operating, financing or other matters. However, we believe that these increases do provide information about the tenant/landlord relationship and the potential fluctuations we may achieve in rental income over time.

Through the remainder of 2020, we believe our leasing volume will be below our historical averages and result in overall decreases in rental income due to the COVID-19 pandemic. However, changes in rental income associated with individual signed leases on comparable spaces may be positive or negative.

## Capitalized Costs

Certain external and internal costs directly related to the development and redevelopment of real estate, including pre-construction costs, real estate taxes, insurance, interest, construction costs and salaries and related costs of personnel directly involved, are capitalized. We capitalize costs under development until construction is substantially complete and the property is held available for occupancy. The determination of when a development project is substantially complete and when capitalization must cease involves a degree of judgment. We consider a construction project as substantially complete and held available for occupancy upon the completion of landlord-owned tenant improvements or when the lessee takes possession of the unimproved space for construction of its own improvements, but not later than one year from cessation of major construction activity. We cease capitalization on the portion substantially completed and occupied or held available for occupancy, and capitalize only those costs associated with any remaining portion under construction.

We capitalized external and internal costs related to both development and redevelopment activities combined of \$1.4 million and \$0.4 million for the three months ended September 30, 2020 and 2019, respectively. We capitalized external and internal costs related to both development and redevelopment activities combined of \$4.2 million and \$3.0 million for the nine months ended September 30, 2020 and 2019, respectively.

We capitalized external and internal costs related to other property improvements combined of \$9.0 million and \$17.8 million for the three months ended September 30, 2020 and 2019, respectively. We capitalized external and internal costs related to other property improvements totaling \$42.3 million and \$65.9 million for the nine months ended September 30, 2020 and 2019, respectively.

Interest costs on developments and major redevelopments are capitalized as part of developments and redevelopments not yet placed in service. Capitalization of interest commences when development activities and expenditures begin and end upon completion, which is when the asset is ready for its intended use as noted above. We make judgments as to the time period over which to capitalize such costs and these assumptions have a direct impact on net income because capitalized costs are not subtracted in calculating net income. If the time period for capitalizing interest is extended, however, more interest is capitalized, thereby decreasing interest expense and increasing net income during that period. We capitalized interest costs related to development activities of \$0.3 million and \$0.1 million for the three months ended September 30, 2020 and 2019, respectively. We capitalized interest costs related to development activities of \$0.8 million and \$0.4 million for the nine months ended September 30, 2020 and 2019, respectively.

## Results of Operations

For our discussion of results of operations, we have provided information on a total portfolio and same-store basis.

### *Comparison of the three months ended September 30, 2020 to the three months ended September 30, 2019*

The following summarizes our consolidated results of operations for the three months ended September 30, 2020 compared to our consolidated results of operations for the three months ended September 30, 2019. As of September 30, 2020, our operating portfolio was comprised of 28 retail, office, multifamily and mixed-use properties with an aggregate of approximately 6.6 million rentable square feet of retail and office space, including the retail portion of our mixed-use property, 2,112 residential units (including 122 RV spaces) and a 369-room hotel. Additionally, as of September 30, 2020, we owned land at three of our properties that we classified as held for development and/or construction in progress. As of September 30, 2019, our operating portfolio was comprised of 28 retail, office, multifamily and mixed-use properties with an aggregate of approximately 6.6 million rentable square feet of retail and office space, including the retail portion of our mixed-use property, 2,112 residential units (including 122 RV spaces) and a 369-room hotel. Additionally, as of September 30, 2019, we owned land at three of our properties that we classified as held for development and/or construction in progress.

The following table sets forth selected data from our unaudited consolidated statements of comprehensive income for the three months ended September 30, 2020 and 2019 (dollars in thousands):

	Three Months Ended September 30,		Change	%
	2020	2019		
<b>Revenues</b>				
Rental income	\$ 80,759	\$ 93,147	\$ (12,388)	(13)%
Other property income	3,615	5,215	(1,600)	(31)
Total property revenues	84,374	98,362	(13,988)	(14)
<b>Expenses</b>				
Rental expenses	19,208	23,989	(4,781)	(20)
Real estate taxes	11,491	10,942	549	5
Total property expenses	30,699	34,931	(4,232)	(12)
Total property income	53,675	63,431	(9,756)	(15)
General and administrative	(6,438)	(6,479)	41	(1)
Depreciation and amortization	(26,914)	(26,568)	(346)	1
Interest expense	(13,302)	(13,734)	432	(3)
Other (expense) income, net	(531)	(131)	(400)	305
<b>Net income</b>	6,490	16,519	(10,029)	(61)
Net income attributable to restricted shares	(87)	(92)	5	(5)
Net income attributable to unitholders in the Operating Partnership	(1,365)	(3,565)	2,200	(62)
<b>Net income attributable to American Assets Trust, Inc. stockholders</b>	<b>\$ 5,038</b>	<b>\$ 12,862</b>	<b>\$ (7,824)</b>	<b>(61)%</b>

#### Revenue

*Total property revenues.* Total property revenue consists of rental revenue and other property income. Total property revenue decreased \$14.0 million, or 14%, to \$84.4 million for the three months ended September 30, 2020 compared to \$98.4 million for the three months ended September 30, 2019. The percentage leased was as follows for each segment as of September 30, 2020 and 2019:

	Percentage Leased <sup>(1)</sup> September 30,	
	2020	2019
Office	93.8 %	94.7 %
Retail	95.0 %	98.0 %
Multifamily	87.5 %	90.5 %
Mixed-Use <sup>(2)</sup>	87.8 %	98.0 %

- (1) The percentage leased includes the square footage under lease, including leases which may not have commenced as of September 30, 2020 or 2019, as applicable.  
(2) Includes the retail portion of the mixed-use property only.

The decrease in total property revenue was attributable primarily to the decrease in lease termination fees and factors discussed below.

**Rental revenues.** Rental revenue includes minimum base rent, cost reimbursements, percentage rents and other rents. Rental revenue decreased \$12.4 million, or 13%, to \$80.8 million for the three months ended September 30, 2020 compared to \$93.1 million for the three months ended September 30, 2019. Rental revenue by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio <sup>(1)</sup>			
	Three Months Ended September 30,		Change	%	Three Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 43,453	\$ 40,451	\$ 3,002	7	\$ 43,165	\$ 39,325	\$ 3,840	10
Retail	19,850	25,564	(5,714)	(22)	16,109	21,838	(5,729)	(26)
Multifamily	11,821	11,764	57	—	11,821	11,764	57	—
Mixed-Use	5,635	15,368	(9,733)	(63)	—	—	—	—
	<u>\$ 80,759</u>	<u>\$ 93,147</u>	<u>\$ (12,388)</u>	<u>(13)%</u>	<u>\$ 71,095</u>	<u>\$ 72,927</u>	<u>\$ (1,832)</u>	<u>(3)%</u>

(1) For this table and tables following, the same-store portfolio includes the 830 building at Lloyd District Portfolio which was placed into operations on August 1, 2019 after renovating the building. The same-store portfolio excludes: (i) Waikēle Center due to significant redevelopment activity; (ii) La Jolla Commons as it was acquired on June 20, 2019; (iii) One Beach Street due to the renovation of the building; (iv) Waikiki Beach Walk Retail and Embassy Suites™ Hotel due to significant spalling repair activity; and (v) land held for development.

Total office rental revenue increased \$3.0 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to higher annualized base rents at La Jolla Commons, City Center Bellevue, Lloyd District Portfolio, Torrey Point and Torrey Reserve Campus. The increase in total office rental revenue is partially offset by the decrease in rental revenue of approximately \$0.8 million at One Beach Street due to expiration of leases to allow for the modernization of the property.

Total retail rental revenue decreased \$5.7 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to the increase in bad debt contra-revenue of rent receivables of approximately \$2.7 million and straight-line rent receivables of approximately \$1.3 million as the collectability was determined to be no longer probable for certain tenants at Alamo Quarry Market, Carmel Mountain Plaza, Del Monte Center, and The Shops at Kalakaua as the temporary store closures or restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused the financial condition of certain tenants to deteriorate. Additionally, the decrease in total retail rental revenue is also attributable to a decrease in annualized base rent at Alamo Quarry Market and Del Monte Center due to the bankruptcy of Forever 21 and lease modifications providing rent concessions.

Total mixed-use rental revenue decreased \$9.7 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to the COVID-19 pandemic reducing tourism and hotel occupancy through hotel reservation cancellations and travel restrictions during the second and third quarters which led to a decrease in average occupancy and revenue per available room to 65.9% and \$138 for the three months ended September 30, 2020, respectively, compared to 92.9% and \$332 for three months ended September 30, 2019, respectively. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce rental revenue at the hotel portion of the mixed-use property through the remainder of 2020 and into the first quarter of 2021. The decrease in total mixed-use rental revenue is also attributed to the increase in bad debt contra-revenue of rent receivables of approximately \$2.2 million and straight-line rent of approximately \$0.5 million as the collectability was determined to be no longer probable for certain tenants at the retail portion of our mixed-use property.

*Other property income.* Other property income decreased \$1.6 million, or 31%, to \$3.6 million for the three months ended September 30, 2020 compared to \$5.2 million for the three months ended September 30, 2019. Other property income by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Three Months Ended September 30,		Change	%	Three Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 1,368	\$ 2,359	\$ (991)	(42)	\$ 1,361	\$ 2,382	\$ (1,021)	(43)
Retail	771	284	487	171	625	95	530	558
Multifamily	743	891	(148)	(17)	743	891	(148)	(17)
Mixed-Use	733	1,681	(948)	(56)	—	—	—	—
	<u>\$ 3,615</u>	<u>\$ 5,215</u>	<u>\$ (1,600)</u>	<u>(31)%</u>	<u>\$ 2,729</u>	<u>\$ 3,368</u>	<u>\$ (639)</u>	<u>(19)%</u>

Office other property income decreased \$1.0 million for the three months ended September 30, 2020 primarily due to the decrease in parking garage income at City Center Bellevue, Lloyd District Portfolio, and First & Main as the "stay-at home" order issued by state and local governments related to the COVID-19 pandemic during the second quarter caused a substantial portion of our tenants employees and their guests to continue to partially work from home during the period. Additionally, the decrease in office other property income was also attributable to a decrease in lease termination fees received at City Center Bellevue during the period.

Retail other property income increased \$0.5 million for the three months ended September 30, 2020 primarily due to the lease termination fees received at Del Monte Center and Carmel Country Plaza during the period.

Multifamily other property income decreased by \$0.1 million for the three months ended September 30, 2020 primarily due to the decrease in parking garage income at Hassalo on Eighth and late fees.

Mixed-use other property income decreased \$0.9 million for the three months ended September 30, 2020 primarily due to the COVID-19 pandemic reducing tourism and hotel occupancy beginning in March 2020 which led to a decrease in excise tax and food & beverage revenue at the hotel portion of our mixed-use property and a decrease in parking income at the retail portion of our mixed-use property. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce mixed-use other property income through at least the remainder of 2020 and into the first quarter of 2021.

#### Property Expenses

*Total Property Expenses.* Total property expenses consist of rental expenses and real estate taxes. Total property expenses decreased \$4.2 million, or 12%, to \$30.7 million, for the three months ended September 30, 2020 compared to \$34.9 million for the three months ended September 30, 2019.

*Rental Expenses.* Rental expenses decreased \$4.8 million, or 20%, to \$19.2 million for the three months ended September 30, 2020 compared to \$24.0 million for the three months ended September 30, 2019. Rental expense by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Three Months Ended September 30,		Change	%	Three Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 6,744	\$ 6,984	\$ (240)	(3)	\$ 6,527	\$ 6,754	\$ (227)	(3)
Retail	3,913	4,108	(195)	(5)	3,100	3,252	(152)	(5)
Multifamily	3,897	3,751	146	4	3,897	3,751	146	4
Mixed-Use	4,654	9,146	(4,492)	(49)	—	—	—	—
	<u>\$ 19,208</u>	<u>\$ 23,989</u>	<u>\$ (4,781)</u>	<u>(20)%</u>	<u>\$ 13,524</u>	<u>\$ 13,757</u>	<u>\$ (233)</u>	<u>(2)%</u>

Total office rental expenses decreased \$0.2 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to a decrease in utilities expense, janitorial services and supplies, and repairs and maintenance as the "stay-at home" order issued by state and local governments related to the COVID-19 pandemic during the second quarter caused a substantial portion of our tenants' employees to continue to split working from home during the period. The decrease in total office rental expenses was partially offset by the increase in sublease expense related to the Annex Lease extension option exercised in March 2020.

Retail rental expenses decreased \$0.2 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to a decrease in utilities, repairs and maintenance, and marketing expenses during the period as temporary store closures and restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused reduced demand for these rental expenses. The decrease in retail rental expenses was partially offset by the increase in insurance expense and landscaping expense during the period.

Multifamily rental expenses increased \$0.1 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to an increase in personnel compensation expenses, insurance expense, and janitorial services and supplies expense during the period.

Mixed-use rental expense decreased \$4.5 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to a decrease in hotel room expenses, marketing expenses, and general excise tax expenses at the hotel portion of our mixed-use property during the period. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce rental expenses at the hotel portion of our mixed-use property through at least the remainder of 2020 and into the first quarter of 2021. Additionally, the decrease in mixed-use rental expenses is also due to the decrease of personnel compensation, repairs and maintenance, and utilities expenses at the retail portion of our mixed-use property during the period.

*Real Estate Taxes.* Real estate taxes decreased \$0.5 million, or 5%, to \$11.5 million for the three months ended September 30, 2020 compared to \$10.9 million for the three months ended September 30, 2019. Real estate tax expense by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Three Months Ended September 30,				Three Months Ended September 30,			
	2020	2019	Change	%	2020	2019	Change	%
Office	\$ 4,851	\$ 4,643	\$ 208	4	\$ 4,672	\$ 4,388	\$ 284	6
Retail	3,882	3,698	184	5	3,048	2,976	72	2
Multifamily	1,706	1,616	90	6	1,706	1,616	90	6
Mixed-Use	1,052	985	67	7	—	—	—	—
	<u>\$ 11,491</u>	<u>\$ 10,942</u>	<u>\$ 549</u>	<u>5 %</u>	<u>\$ 9,426</u>	<u>\$ 8,980</u>	<u>\$ 446</u>	<u>5 %</u>

Office real estate taxes increased \$0.2 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due an increase in tax assessments at City Center Bellevue, The Landmark at One Market, Lloyd District Portfolio, and Torrey Reserve Campus during the period.

Total retail real estate taxes increased \$0.2 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to a increase in tax assessment at Waikale Center. Same-Store retail real estate taxes increased \$0.1 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to an increase in tax assessments at Alamo Quarry Market, Del Monte Center, and Carmel Mountain Plaza.

Multifamily real estate taxes increased \$0.1 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to an increase in tax assessments at the Pacific Ridge Apartments, Loma Palisades, and Hassalo on Eighth - Residential during the period.

#### Property Operating Income

Property operating income decreased \$9.8 million, or 15%, to \$53.7 million for the three months ended September 30, 2020, compared to \$63.4 million for the three months ended September 30, 2019. Property operating income by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Three Months Ended September 30,				Three Months Ended September 30,			
	2020	2019	Change	%	2020	2019	Change	%
Office	\$ 33,226	\$ 31,183	\$ 2,043	7	\$ 33,327	\$ 30,565	\$ 2,762	9
Retail	12,826	18,042	(5,216)	(29)	10,586	15,705	(5,119)	(33)
Multifamily	6,961	7,288	(327)	(4)	6,961	7,288	(327)	(4)
Mixed-Use	662	6,918	(6,256)	(90)	—	—	—	—
	<u>\$ 53,675</u>	<u>\$ 63,431</u>	<u>\$ (9,756)</u>	<u>(15)%</u>	<u>\$ 50,874</u>	<u>\$ 53,558</u>	<u>\$ (2,684)</u>	<u>(5)%</u>

Total office property operating income increased \$2.0 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to higher annualized base rents at La Jolla Commons, City Center

Bellevue, and Torrey Reserve Campus during the period. The increase in total office property operating income was partially offset by the decrease in rental revenue at One Beach Street due to the expiration of leases to allow for the modernization of the property and a decrease in parking garage income.

Total retail property operating income decreased \$5.2 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to the increase in bad debt contra-revenue of approximately \$4.0 million as the collectability was determined to be no longer probable for certain tenants at Alamo Quarry Market, Carmel Mountain Plaza, Del Monte Center, and The Shops at Kalakaua as the temporary store closures or restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused the financial condition of certain tenants to deteriorate. The decrease in total retail property operating income is also attributable to a decrease in annualized base rent at Alamo Quarry Market and Del Monte Center due to the bankruptcy of Forever 21 and lease modifications providing rent concessions.

Total multifamily property operating income decreased \$0.3 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to the decrease in parking income and late fees along with an increase in personnel compensation expenses, insurance expense, and janitorial services and supplies expense during the period.

Total mixed-use property operating income decreased \$6.3 million for the three months ended September 30, 2020 compared to the three months ended September 30, 2019 primarily due to the impact of the COVID-19 pandemic reducing tourism and hotel occupancy during the second and third quarters of 2020 which led to a decrease in hotel occupancy and revenue per available room to 65.9% and \$138 for the three months ended September 30, 2020 compared to 92.9% and \$332 for the three months ended September 30, 2019. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce property other property income through at least the remainder of 2020 and into the first quarter of 2021.

#### *Other*

*General and Administrative.* General and administrative expenses decreased \$0.0 million, or 1%, to \$6.4 million for the three months ended September 30, 2020, compared to \$6.5 million for the three months ended September 30, 2019. This decrease was primarily due to a decrease in employee-related costs.

*Depreciation and Amortization.* Depreciation and amortization expense increased \$0.3 million, or 1%, to \$26.9 million for the three months ended September 30, 2020, compared to \$26.6 million for the three months ended September 30, 2019. This increase was primarily due to higher depreciation and amortization at Lloyd District Portfolio, The Landmark at One Market, Torrey Reserve Campus, and Waikēle Center due to tenant improvements that were put into service in 2019 and 2020.

*Interest Expense.* Interest expense decreased \$0.4 million, or 3%, to \$13.3 million for the three months ended September 30, 2020, compared to \$13.7 million for the three months ended September 30, 2019. This decrease was primarily due to the repayment of the mortgage loans at Torrey Reserve - VCI, VCII, VCIII, Solana Crossing I-II, and Solana Beach Towne Centre on March 2, 2020 and a lower weighted average interest rate on the line of credit in 2020, offset by the closing of our Series G Notes on July 30, 2019.

*Other (Expense) Income, Net.* Other (expense) income, net decreased \$0.4 million, or 305%, to other expense, net of \$0.5 million for the three months ended September 30, 2020, compared to other expense, net of \$0.1 million for the three months ended September 30, 2019 primarily due to the August 2020 Treasury Lock being in a loss position during the period partially offset by a decrease in income tax expense related to lower taxable income for our taxable REIT subsidiary.

**Comparison of the Nine Months Ended September 30, 2020 to the Nine Months Ended September 30, 2019**

The following summarizes our consolidated results of operations for the nine months ended September 30, 2020 compared to our consolidated results of operations for the nine months ended September 30, 2019.

The following table sets forth selected data from our unaudited consolidated statements of income for the nine months ended September 30, 2020 and 2019 (dollars in thousands):

	Nine Months Ended September 30,		Change	%
	2020	2019		
<b>Revenues</b>				
Rental income	\$ 252,059	\$ 249,634	\$ 2,425	1 %
Other property income	11,167	18,160	(6,993)	(39)
Total property revenues	263,226	267,794	(4,568)	(2)
<b>Expenses</b>				
Rental expenses	58,757	66,611	(7,854)	(12)
Real estate taxes	31,497	29,263	2,234	8
Total property expenses	90,254	95,874	(5,620)	(6)
Total property income	172,972	171,920	1,052	1
General and administrative	(19,937)	(18,495)	(1,442)	8
Depreciation and amortization	(80,869)	(69,733)	(11,136)	16
Interest expense	(40,105)	(40,212)	107	—
Gain on sale of real estate	—	633	(633)	100
Other (expense) income, net	(261)	(410)	149	36
<b>Net income</b>	<b>31,800</b>	<b>43,703</b>	<b>(11,903)</b>	<b>(27)</b>
Net income attributable to restricted shares	(260)	(277)	17	(6)
Net income attributable to unitholders in the Operating Partnership	(6,778)	(10,553)	3,775	(36)
<b>Net income attributable to American Assets Trust, Inc. stockholders</b>	<b>\$ 24,762</b>	<b>\$ 32,873</b>	<b>\$ (8,111)</b>	<b>(25)%</b>

**Revenue**

*Total property revenues.* Total property revenue consists of rental revenue and other property income. Total property revenue decreased \$4.6 million, or 2%, to \$263.2 million for the nine months ended September 30, 2020 compared to \$267.8 million for the nine months ended September 30, 2019. The percentage leased was as follows for each segment as of September 30, 2020 and 2019:

	Percentage Leased <sup>(1)</sup>	
	September 30,	
	2020	2019
Office	93.8 %	94.7 %
Retail	95.0 %	98.0 %
Multifamily	87.5 %	90.5 %
Mixed-Use <sup>(2)</sup>	87.8 %	98.0 %

(1) The percentage leased includes the square footage under lease, including leases which may not have commenced as of September 30, 2020 or September 30, 2019, as applicable.

(2) Includes the retail portion of the mixed-use property only.

The decrease in total property revenue was attributable primarily to the factors discussed below.

**Rental revenues.** Rental revenue includes minimum base rent, cost reimbursements, percentage rents and other rents. Rental revenue increased \$2.4 million, or 1%, to \$252.1 million for the nine months ended September 30, 2020 compared to \$249.6 million for the nine months ended September 30, 2019. Rental revenue by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio <sup>(1)</sup>			
	Nine Months Ended September 30,		Change	%	Nine Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 128,714	\$ 95,551	\$ 33,163	35	\$ 96,236	\$ 81,781	\$ 14,455	18
Retail	66,226	75,644	(9,418)	(12)	54,324	64,766	(10,442)	(16)
Multifamily	35,525	35,832	(307)	(1)	35,525	35,832	(307)	(1)
Mixed-Use	21,594	42,607	(21,013)	(49)	—	—	—	—
	<u>\$ 252,059</u>	<u>\$ 249,634</u>	<u>\$ 2,425</u>	<u>1 %</u>	<u>\$ 186,085</u>	<u>\$ 182,379</u>	<u>\$ 3,706</u>	<u>2 %</u>

(1) For this table and tables following, the same-store portfolio includes the 830 building at Lloyd District Portfolio which was placed into operations on August 1, 2019 after renovating the building. The same-store portfolio excludes: (i) Waikēle Center due to significant redevelopment activity; (ii) La Jolla Commons as it was acquired on June 20, 2019; (iii) One Beach Street due to the renovation of the building; (iv) Waikiki Beach Walk Retail and Embassy Suites™ Hotel due to significant spalling repair activity; and (v) land held for development.

Total office rental revenue increased \$33.2 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental rental revenue of approximately \$21.1 million during the period. The increase in total office rental revenue is partially offset by the decrease in rental revenue of approximately \$2.4 million at One Beach Street due to the expiration of leases to allow for the modernization of the property. Same-store office rental revenue increased \$14.5 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to higher annualized base rents at The Landmark at One Market, Lloyd District Portfolio, City Center Bellevue, Torrey Point, and Solana Crossing.

Total retail rental revenue decreased \$9.4 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the increase in bad debt contra-revenue of rent receivables of approximately \$3.3 million and straight-line rent receivables of approximately \$2.6 million as the collectability was determined to be no longer probable for certain tenants at Alamo Quarry Market, Carmel Mountain Plaza, Del Monte Center, and The Shops at Kalakaua as the temporary store closures or restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused the financial condition of certain tenants to deteriorate. Additionally, the decrease in total retail rental revenue is also attributable to decrease in cost reimbursements of approximately \$1.5 million due to a real estate tax refund at Alamo Quarry Market. The decrease in total retail rental revenue was partially offset by higher annualized base rent at Waikēle Center related to the Safeway lease and higher annualized base rent at Carmel Mountain Plaza related to the At Home Stores lease.

Multifamily rental revenue decreased \$0.3 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the decrease in average occupancy to 89.2% for the nine months ended September 30, 2020 compared to 93.0% for the nine months ended September 30, 2019. The decrease in occupancy primarily related to Hassalo on Eighth - Residential. The decrease in average occupancy is partially offset by the increase in average base rent per unit to \$2,140 for the nine months ended September 30, 2020 compared to \$2,074 for the nine months ended September 30, 2019.

Mixed-use rental revenue decreased \$21.0 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the COVID-19 pandemic reducing tourism and hotel occupancy through hotel reservation cancellations and travel restrictions during the second and third quarters, which led to a decrease in average occupancy and revenue per available room to 52.8% and \$138 for the nine months ended September 30, 2020, respectively, compared to 92.1% and \$301 for nine months ended September 30, 2019, respectively. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce rental revenue at the hotel portion of the mixed-use property through the remainder of 2020 and into the first quarter of 2021. The decrease in total mixed-use rental revenue is also attributed to the increase in bad debt contra-revenue of rent receivables of approximately \$3.1 million and straight-line rent of approximately \$0.7 million as the collectability was determined to be no longer probable for certain tenants at the retail portion of our mixed-use property.

*Other property income.* Other property income decreased \$7.0 million, or 39%, to \$11.2 million for the nine months ended September 30, 2020 compared to \$18.2 million for the nine months ended September 30, 2019. Other property income by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Nine Months Ended September 30,		Change	%	Nine Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 4,496	\$ 5,265	\$ (769)	(15)	\$ 3,878	\$ 5,032	\$ (1,154)	(23)
Retail	1,713	5,512	(3,799)	(69)	1,188	4,690	(3,502)	(75)
Multifamily	2,327	2,619	(292)	(11)	2,327	2,619	(292)	(11)
Mixed-Use	2,631	4,764	(2,133)	(45)	—	—	—	—
	<u>\$ 11,167</u>	<u>\$ 18,160</u>	<u>\$ (6,993)</u>	<u>(39)%</u>	<u>\$ 7,393</u>	<u>\$ 12,341</u>	<u>\$ (4,948)</u>	<u>(40)%</u>

Total office other property income decreased \$0.8 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental other property income of approximately \$0.3 million during the period. Same-store office other property income decreased \$1.2 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the decrease in parking garage income at Lloyd District Portfolio, City Center Bellevue and First & Main during the period as the "stay-at home" order issued by state and local governments related to the COVID-19 pandemic during the second quarter caused a substantial portion of our tenants employees and their guests to continue to partially work from home during the period.

Total retail other property income decreased \$3.8 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to non-cash lease termination fees recognized in connection with the termination of a ground lease, and the ground lessee's surrender of, the former Sears building at Carmel Mountain Plaza during the nine months ended September 30, 2019. The decrease in retail other property income was partially offset by an increase in lease termination fees received at Alamo Quarry Market, Del Monte Center, Carmel Country Plaza during the period.

Total multifamily other property income decreased \$0.3 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the decrease in parking garage income at Hassalo on Eighth and late fees.

Total mixed-use other property income decreased \$2.1 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the COVID-19 pandemic reducing tourism and hotel occupancy beginning in March 2020 which led to a decrease in excise tax and food & beverage revenue at the hotel portion of our mixed-use property and a decrease in parking income at the retail portion of our mixed-use property. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce mixed-use other property income through at least the remainder of 2020 and into the first quarter of 2021.

#### Property Expenses

*Total Property Expenses.* Total property expenses consist of rental expenses and real estate taxes. Total property expenses decreased by \$5.6 million, or 6%, to \$90.3 million for the nine months ended September 30, 2020, compared to \$95.9 million for the nine months ended September 30, 2019. This decrease in total property expenses was attributable primarily to the factors discussed below.

*Rental Expenses.* Rental expenses decreased \$7.9 million, or (12)%, to \$58.8 million for the nine months ended September 30, 2020, compared to \$66.6 million for the nine months ended September 30, 2019. Rental expense by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Nine Months Ended September 30,		Change	%	Nine Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 20,560	\$ 18,620	\$ 1,940	10	\$ 16,435	\$ 16,619	\$ (184)	(1)
Retail	11,026	11,575	(549)	(5)	8,646	9,082	(436)	(5)
Multifamily	11,386	10,545	841	8	11,386	10,545	841	8
Mixed-Use	15,785	25,871	(10,086)	(39)	—	—	—	—
	<u>\$ 58,757</u>	<u>\$ 66,611</u>	<u>\$ (7,854)</u>	<u>(12)%</u>	<u>\$ 36,467</u>	<u>\$ 36,246</u>	<u>\$ 221</u>	<u>1 %</u>

Total office rental expenses increased \$1.9 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental rental expenses of approximately \$2.2 million during the period. Same-store office rental expenses decreased \$0.2 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to utilities expense, janitorial services and supplies, and repairs and maintenance as the "stay-at home" order issued by state and local governments related to the COVID-19 pandemic during the second quarter caused a substantial portion of our tenants' employees to continue to work from home during the period. The decrease in same-store office rental expenses was partially offset by the increase in sublease expense related to the Annex Lease extension option exercised in March 2020, an increase in commercial rent tax at The Landmark at One Market, and an increase in insurance expense during the period.

Total retail rental expenses decreased \$0.5 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to a decrease in utilities, day porter services, repairs and maintenance and trash services during the period as temporary store closures and restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused reduced demand for these rental expenses. The decrease in retail rental expense was partially offset by the increase in insurance expense during the period.

Total multifamily rental expenses increased \$0.8 million or the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to an increase in the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to personnel compensation expenses, utilities, janitorial services and supplies, security services and insurance expense during the period.

Total mixed-use rental expenses decreased \$10.1 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to decrease in hotel room expenses, marketing expenses, and general excise tax expenses at the hotel portion of our mixed-use property during the period. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce rental expenses at the hotel portion of our mixed-use property through at least the remainder of 2020 and into the first quarter of 2021. Additionally, the decrease in mixed-use rental expenses is also due to the decrease of personnel compensation, repairs and maintenance, and utilities expenses at the retail portion of our mixed-use property during the period.

**Real Estate Taxes.** Real estate tax expense increased \$2.2 million, or 8%, to \$31.5 million for the nine months ended September 30, 2020 compared to \$29.3 million for the nine months ended September 30, 2019. Real estate tax expense by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Nine Months Ended September 30,		Change	%	Nine Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 14,429	\$ 10,765	\$ 3,664	34	\$ 9,190	\$ 8,507	\$ 683	8
Retail	9,007	11,116	(2,109)	(19)	6,724	8,943	(2,219)	(25)
Multifamily	5,040	4,778	262	5	5,040	4,778	262	5
Mixed-Use	3,021	2,604	417	16	—	—	—	—
	<u>\$ 31,497</u>	<u>\$ 29,263</u>	<u>\$ 2,234</u>	<u>8 %</u>	<u>\$ 20,954</u>	<u>\$ 22,228</u>	<u>\$ (1,274)</u>	<u>(6)%</u>

Total office real estate taxes increased \$3.7 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental real estate taxes of approximately \$3.1 million during the period. Same-store office real estate taxes increased \$0.7 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to an increase in tax assessments at City Center Bellevue, The Landmark at One Market, Lloyd District Portfolio, and Torrey Reserve Campus during the period.

Retail real estate taxes decreased \$2.1 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to a net real estate tax refund of approximately \$2.3 million at Alamo Quarry Market for the tax assessments for 2016 through 2018. The decrease in retail real estate taxes was partially offset by the increase in tax assessments at Waialeke Center during the period.

Multifamily real estate taxes increased \$0.3 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to an increase in tax assessments for Pacific Ridge Apartments, Lomas Palisades, and Hassalo on Eighth - Residential during the period.

Mixed-use real estate taxes increased \$0.4 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to an increase in tax assessments for the hotel portion of our mixed-use property.

### Property Operating Income

Property operating income increased \$1.1 million, or 1%, to \$173.0 million for the nine months ended September 30, 2020, compared to \$171.9 million for the nine months ended September 30, 2019. Property operating income by segment was as follows (dollars in thousands):

	Total Portfolio				Same-Store Portfolio			
	Nine Months Ended September 30,		Change	%	Nine Months Ended September 30,		Change	%
	2020	2019			2020	2019		
Office	\$ 98,221	\$ 71,431	\$ 26,790	38	\$ 74,489	\$ 61,687	\$ 12,802	21
Retail	47,906	58,465	(10,559)	(18)	40,142	51,431	(11,289)	(22)
Multifamily	21,426	23,128	(1,702)	(7)	21,426	23,128	(1,702)	(7)
Mixed-Use	5,419	18,896	(13,477)	(71)	—	—	—	—
	<u>\$ 172,972</u>	<u>\$ 171,920</u>	<u>\$ 1,052</u>	<u>1 %</u>	<u>\$ 136,057</u>	<u>\$ 136,246</u>	<u>\$ (189)</u>	<u>— %</u>

Total office property operating income increased \$26.8 million during the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental property operating income of \$16.1 million during the period. The increase in total office property operating income was partially offset by the decrease in rental revenue at One Beach Street due to the expiration of leases to allow for the modernization of the property. Same-store property operating income increased \$12.8 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to higher annualized base rents at The Landmark at One Market, Lloyd District Portfolio, City Center Bellevue, Torrey Point, and Solana Crossing.

Total retail property operating income decreased \$10.6 million during the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to an increase in bad debt contra-revenue of approximately \$6.0 million as the collectability was determined to be no longer probable for certain tenants at Alamo Quarry Market, Carmel Mountain Plaza and Del Monte Center as the temporary store closures or restrictions on business operations from orders issued by state and local governments related to the COVID-19 pandemic caused the financial condition of certain tenants to deteriorate. Additionally, the decrease in total retail property operating income was also due to the non-cash lease termination fees recognized in connection with the termination of a ground lease, and the ground lessee's surrender of, the former Sears building at Carmel Mountain Plaza during the prior period. The decrease in total retail property operating income was partially offset by the net property operating income related to the real estate tax refund at Alamo Quarry Market during the period and higher annualized base rent at Waikale Center related to the Safeway lease and higher annualized base rent at Carmel Mountain Plaza related to the At Home Stores lease.

Multifamily property operating income decreased \$1.7 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the average occupancy of 89.4% for the nine months ended September 30, 2020 compared to 93.0% for the nine months ended September 30, 2019, an increase in real estate tax assessments at Pacific Ridge Apartments, Lomas Palisades, and Hassalo on Eighth - Residential, and an increase in personnel compensation expenses, utilities, security services and insurance expense during the period.

Total mixed-use property operating income decreased \$13.5 million for the nine months ended September 30, 2020 compared to the nine months ended September 30, 2019 primarily due to the impact of the COVID-19 pandemic reducing tourism and hotel occupancy during the second and third quarters of 2020 which led to a decrease in hotel occupancy and revenue per available room to 52.8% and \$138 for the nine months ended September 30, 2020 compared to 92.1% and \$301 for the nine months ended September 30, 2019. The decrease in total mixed-use property operating income is also attributed to the increase in bad debt contra-revenue of rent receivables of approximately \$3.8 million as the collectability was determined to be no longer probable for certain tenants at the retail portion of our mixed-use property. The decrease in tourism and hotel occupancy in Oahu due to COVID-19 is expected to substantially reduce property operating income through at least the remainder of 2020 and into the first quarter of 2021.

### Other

**General and Administrative.** General and administrative expenses increased \$1.4 million, or 8%, to \$19.9 million for the nine months ended September 30, 2020, compared to \$18.5 million for the nine months ended September 30, 2019. This increase was primarily due to an increase in employee-related costs and furlough expense for our hotel staff.

**Depreciation and Amortization.** Depreciation and amortization expense increased \$11.1 million, or 16%, to \$80.9 million for the nine months ended September 30, 2020, compared to \$69.7 million for the nine months ended September 30, 2019. This increase was primarily due to the acquisition of La Jolla Commons on June 20, 2019, which had incremental depreciation and amortization of \$7.5 million during the period and higher depreciation and amortization at Lloyd District Portfolio, City Center

Bellevue, Torrey Reserve Campus, Torrey Point, and Waialele Center due to tenant improvements that were put into service in 2019 and 2020.

*Interest Expense.* Interest expense decreased \$0.1 million, or 0%, to \$40.1 million for the nine months ended September 30, 2020 compared to \$40.2 million for the nine months ended September 30, 2019. This decrease was primarily due to the repayment of the mortgage loans at Torrey Reserve - VCI, VCII, VCIII, Solana Crossing I-II, and Solana Beach Towne Centre on March 2, 2020 and a lower weighted average interest rate on the line of credit in 2020, offset by the closing of our Series G Notes on July 30, 2019.

*Gain on Sale of Real Estate.* Gain on sale of real estate of \$0.6 million during the prior period relates to our sale of Solana Beach - Highway 101 on May 22, 2019.

*Other (Expense) Income, Net.* Other (expense) income, net increased \$0.1 million, or 36%, to other expense, net of \$0.3 million for the nine months ended September 30, 2020, compared to other expense, net of \$0.4 million for the nine months ended September 30, 2019 primarily due to a decrease in income tax expense related to lower taxable income for our taxable REIT subsidiary and an increase in interest and investment income attributed to higher average cash balances during the period, offset by the August 2020 Treasury Lock being in a loss position during the period.

### **Liquidity and Capital Resources of American Assets Trust, Inc.**

In this “Liquidity and Capital Resources of American Assets Trust, Inc.” section, the term the “company” refers only to American Assets Trust, Inc. on an unconsolidated basis, and excludes the Operating Partnership and all other subsidiaries.

The company’s business is operated primarily through the Operating Partnership, of which the company is the parent company and sole general partner, and which it consolidates for financial reporting purposes. Because the company operates on a consolidated basis with the Operating Partnership, the section entitled “Liquidity and Capital Resources of American Assets Trust, L.P.” should be read in conjunction with this section to understand the liquidity and capital resources of the company on a consolidated basis and how the company is operated as a whole.

The company issues public equity from time to time, but does not otherwise generate any capital itself or conduct any business itself, other than incurring certain expenses in operating as a public company which are fully reimbursed by the Operating Partnership. The company itself does not have any indebtedness, and its only material asset is its ownership of partnership interests of the Operating Partnership. Therefore, the consolidated assets and liabilities and the consolidated revenues and expenses of the company and the Operating Partnership are the same on their respective financial statements. However, all debt is held directly or indirectly by the Operating Partnership. The company’s principal funding requirement is the payment of dividends on its common stock. The company’s principal source of funding for its dividend payments is distributions it receives from the Operating Partnership.

As of September 30, 2020, the company owned an approximate 78.7% partnership interest in the Operating Partnership. The remaining 21.3% are owned by non-affiliated investors and certain of the company’s directors and executive officers. As the sole general partner of the Operating Partnership, American Assets Trust, Inc. has the full, exclusive and complete authority and control over the Operating Partnership’s day-to-day management and business, can cause it to enter into certain major transactions, including acquisitions, dispositions and refinancings, and can cause changes in its line of business, capital structure and distribution policies. The company causes the Operating Partnership to distribute such portion of its available cash as the company may in its discretion determine, in the manner provided in the Operating Partnership’s partnership agreement.

The liquidity of the company is dependent on the Operating Partnership’s ability to make sufficient distributions to the company. The primary cash requirement of the company is its payment of dividends to its stockholders. The company also guarantees some of the Operating Partnership’s debt, as discussed further in Note 7 of the Notes to Consolidated Financial Statements included elsewhere herein. If the Operating Partnership fails to fulfill certain of its debt requirements, which trigger the company’s guarantee obligations, then the company will be required to fulfill its cash payment commitments under such guarantees. However, the company’s only significant asset is its investment in the Operating Partnership.

We believe the Operating Partnership’s sources of working capital, specifically its cash flow from operations, and borrowings available under its unsecured line of credit, are adequate for it to make its distribution payments to the company and, in turn, for the company to make its dividend payments to its stockholders. As of September 30, 2020, the company has determined that it has adequate working capital to meet its dividend funding obligations for the next 12 months. However, we cannot assure you that the Operating Partnership’s sources of capital will continue to be available at all or in amounts sufficient to meet its needs, including its ability to make distribution payments to the company. The unavailability of capital could

adversely affect the Operating Partnership's ability to pay its distributions to the company, which would in turn, adversely affect the company's ability to pay cash dividends to its stockholders. The COVID-19 pandemic is expected to temporarily impact some of our tenants' ability or willingness to remit rent payments due to the tenants' operations being affected by state and local stay-at-home orders. In the third quarter of 2020, we continued to receive rent deferment and other rent concession requests from some tenants and have been negotiating and executing lease modifications for the deferment of rent and other rent concessions. These rent deferments and other rent concessions will continue to adversely affect the Operating Partnership's cash flow from operations until the scheduled repayment period.

Our short-term liquidity requirements consist primarily of funds to pay for future dividends expected to be paid to the company's stockholders, operating expenses and other expenditures directly associated with our properties, interest expense and scheduled principal payments on outstanding indebtedness, general and administrative expenses, funding construction projects, capital expenditures, tenant improvements and leasing commissions.

The company may from time to time seek to repurchase or redeem the Operating Partnership's outstanding debt, the company's shares of common stock or other securities in open market purchases, privately negotiated transactions or otherwise. Such repurchases or redemptions, if any, will depend on prevailing market conditions, our liquidity requirements, contractual restrictions and other factors. The amounts involved may be material.

For the company to maintain its qualification as a REIT, it must pay dividends to its stockholders aggregating annually at least 90% of its REIT taxable income, excluding net capital gains. While historically the company has satisfied this distribution requirement by making cash distributions to American Assets Trust, Inc.'s stockholders or American Assets Trust, L.P.'s unitholders, it may choose to satisfy this requirement by making distributions of cash or other property, including, in limited circumstances, the company's own stock. As a result of this distribution requirement, the Operating Partnership cannot rely on retained earnings to fund its ongoing operations to the same extent that other companies whose parent companies are not REITs can. The company may need to continue to raise capital in the equity markets to fund the operating partnership's working capital needs, acquisitions and developments. Although there is no intent at this time, if market conditions deteriorate, the company may also delay the timing of future development and redevelopment projects as well as limit future acquisitions, reduce the Operating Partnership's operating expenditures, or re-evaluate its dividend policy.

The company is a well-known seasoned issuer. As circumstances warrant, the company may issue equity from time to time on an opportunistic basis, dependent upon market conditions and available pricing. When the company receives proceeds from preferred or common equity issuances, it is required by the Operating Partnership's partnership agreement to contribute the proceeds from its equity issuances to the Operating Partnership in exchange for partnership units of the Operating Partnership. The Operating Partnership may use the proceeds to repay debt, to develop new or existing properties, to acquire properties or for general corporate purposes.

In February 2018, the company filed a universal shelf registration statement on Form S-3ASR with the SEC, which became effective upon filing and which replaced the prior Form S-3ASR that was filed with the SEC in February 2015. The universal shelf registration statement permits the company from time to time to offer and sell equity securities of the company. However, there can be no assurance that the company will be able to complete any such offerings of securities. Factors influencing the availability of additional financing include investor perception of our prospects and the general condition of the financial markets, among others.

In May 2015, we entered into an ATM equity program with five sales agents in which we may, from time to time, offer and sell shares of our common stock having an aggregate offering price of up to \$250.0 million. On March 2, 2018, we amended certain of these equity programs, terminated one such program and entered into a new equity program with one new sales agent. The sales of shares of the company's common stock made through the ATM equity program, as amended, are made in "at-the-market" offerings as defined in Rule 415 of the Securities Act. As of September 30, 2020, we had the capacity to issue up to an additional \$132.6 million in shares of common stock under the ATM equity program. We intend to use the net proceeds to fund development or redevelopment activities, repay amounts outstanding from time to time under our amended and restated credit facility or other debt financing obligations, fund potential acquisition opportunities and/or for general corporate purposes. Actual future sales will depend on a variety of factors including, but not limited to, market conditions, the trading price of the company's common stock and the company's capital needs. We have no obligation to sell the remaining shares available for sale under the ATM equity program.

## **Liquidity and Capital Resources of American Assets Trust, L.P.**

In this “Liquidity and Capital Resources of American Assets Trust, L.P.” section, the terms “we,” “our” and “us” refer to the Operating Partnership together with its consolidated subsidiaries, or the Operating Partnership and American Assets Trust, Inc. together with their consolidated subsidiaries, as the context requires. American Assets Trust, Inc. is our sole general partner and consolidates our results of operations for financial reporting purposes. Because we operate on a consolidated basis with American Assets Trust, Inc., the section entitled “Liquidity and Capital Resources of American Assets Trust, Inc.” should be read in conjunction with this section to understand our liquidity and capital resources on a consolidated basis.

Due to the nature of our business, we typically generate significant amounts of cash from operations. The cash generated from operations is used for the payment of operating expenses, capital expenditures, debt service and dividends to American Assets Trust, Inc.'s stockholders and our unitholders. As a REIT, American Assets Trust, Inc. must generally make annual distributions to its stockholders of at least 90% of its net taxable income. As of September 30, 2020, we held \$155.3 million in cash and cash equivalents.

Our short-term liquidity requirements consist primarily of operating expenses and other expenditures associated with our properties, regular debt service requirements, dividend payments to American Assets Trust, Inc.'s stockholders required to maintain its REIT status, distributions to our unitholders, capital expenditures and, potentially, acquisitions. We expect to meet our short-term liquidity requirements through net cash provided by operations, reserves established from existing cash and, if necessary, borrowings available under our credit facility.

Our long-term liquidity needs consist primarily of funds necessary to pay for the repayment of debt at maturity, property acquisitions, tenant improvements and capital improvements. We expect to meet our long-term liquidity requirements to pay scheduled debt maturities and to fund property acquisitions and capital improvements with net cash from operations, long-term secured and unsecured indebtedness and, if necessary, the issuance of equity and debt securities. We also may fund property acquisitions and capital improvements using our amended and restated credit facility pending permanent financing. We believe that we have access to multiple sources of capital to fund our long-term liquidity requirements, including the incurrence of additional debt and the issuance of additional equity. However, we cannot be assured that this will be the case. Our ability to incur additional debt will be dependent on a number of factors, including our degree of leverage, the value of our unencumbered assets and borrowing restrictions that may be imposed by lenders. Our ability to access the equity capital markets will be dependent on a number of factors as well, including general market conditions for REITs and market perceptions about our company.

Our overall capital requirements for the remainder of 2020 and first quarter 2021 will depend upon acquisition opportunities and the level of improvements and redevelopments on existing properties. Our capital investments will be funded on a short-term basis with, among other sources of capital, cash on hand, cash flow from operations and/or our revolving line of credit. On a long-term basis, our capital investments may be funded with additional long-term debt, including, without limitation, mortgage debt and unsecured notes. Our ability to incur additional debt will be dependent on a number of factors, including, without limitation, our degree of leverage, the value of our unencumbered assets and borrowing restrictions that may be imposed by lenders. Our capital investments may also be funded by issuing additional equity including, without limitation, shares issued by American Assets Trust, Inc. under its ATM equity program or through an underwritten public offering. Although there is no intent at this time, if market conditions deteriorate or fail to improve, including as a result of the COVID-19 pandemic, we may also delay the timing of future development and redevelopment projects as well as limit future acquisitions, reduce our operating expenditures, or re-evaluate our dividend policy. The COVID-19 pandemic is expected to impact the timing of future development and redevelopment projects due to, among other things, capital requirements and permitting delays caused by local government shutdowns or reduced operations.

In February 2018, the Operating Partnership filed a universal shelf registration on Form S-3 ASR with the SEC which provided for the registration of an unspecified amount of debt securities by the Operating Partnership. However, there can be no assurance that the Operating Partnership will be able to complete any such offerings of debt securities. Factors influencing the availability of additional financing include investor perception of our prospects and the general condition of the financial markets, among others.

## **Off-Balance Sheet Arrangements**

We currently do not have any off-balance sheet arrangements.

## **Cash Flows**

### **Comparison of the nine months ended September 30, 2020 to the nine months ended September 30, 2019**

Cash, cash equivalents, and restricted cash were \$156.6 million and \$126.1 million at September 30, 2020 and 2019, respectively.

Net cash provided by operating activities decreased \$13.0 million to \$109.1 million for the nine months ended September 30, 2020 compared to \$122.1 million for the nine months ended September 30, 2019. The decrease in cash from operations was primarily due to the decrease in rental revenue from the hotel portion of our mixed-use property and a decrease in rent collections from our retail portfolio.

Net cash used in investing activities decreased \$520.5 million to \$53.6 million for the nine months ended September 30, 2020 compared to \$574.0 million for the nine months ended September 30, 2019. The decrease was primarily due to the acquisition of La Jolla Commons on June 20, 2019 in the prior period.

Net cash used in financing activities decreased \$529.2 million to cash used of \$8.5 million for the nine months ended September 30, 2020 compared to cash provided of \$520.7 million for the nine months ended September 30, 2019. The decrease in cash provided by financing activities was primarily due to underwritten public offering that settled on June 14, 2019.

### **Net Operating Income**

Net Operating Income, or NOI, is a non-GAAP financial measure of performance. We define NOI as operating revenues (rental income, tenant reimbursements, lease termination fees, ground lease rental income and other property income) less property and related expenses (property expenses, ground lease expense, property marketing costs, real estate taxes and insurance). NOI excludes general and administrative expenses, interest expense, depreciation and amortization, acquisition-related expense, other nonproperty income and losses, gains and losses from property dispositions, extraordinary items, tenant improvements, and leasing commissions. Other REITs may use different methodologies for calculating NOI, and accordingly, our NOI may not be comparable to the NOI of other REITs.

NOI is used by investors and our management to evaluate and compare the performance of our properties and to determine trends in earnings and to compute the fair value of our properties as it is not affected by (1) the cost of funds of the property owner, (2) the impact of depreciation and amortization expenses as well as gains or losses from the sale of operating real estate assets that are included in net income computed in accordance with GAAP or (3) general and administrative expenses and other gains and losses that are specific to the property owner. The cost of funds is eliminated from net income because it is specific to the particular financing capabilities and constraints of the owner. The cost of funds is also eliminated because it is dependent on historical interest rates and other costs of capital as well as past decisions made by us regarding the appropriate mix of capital, which may have changed or may change in the future. Depreciation and amortization expenses as well as gains or losses from the sale of operating real estate assets are eliminated because they may not accurately represent the actual change in value in our retail, office, multifamily or mixed-use properties that result from use of the properties or changes in market conditions. While certain aspects of real property do decline in value over time in a manner that is intended to be captured by depreciation and amortization, the value of the properties as a whole have historically increased or decreased as a result of changes in overall economic conditions instead of from actual use of the property or the passage of time. Gains and losses from the sale of real property vary from property to property and are affected by market conditions at the time of sale, which will usually change from period to period. These gains and losses can create distortions when comparing one period to another or when comparing our operating results to the operating results of other real estate companies that have not made similarly timed purchases or sales. We believe that eliminating these costs from net income is useful because the resulting measure captures the actual revenue generated and actual expenses incurred in operating our properties as well as trends in occupancy rates, rental rates and operating costs.

However, the usefulness of NOI is limited because it excludes general and administrative costs, interest expense, interest income and other expense, depreciation and amortization expense and gains or losses from the sale of properties, and other gains and losses as stipulated by GAAP, the level of capital expenditures and leasing costs necessary to maintain the operating performance of our properties, all of which are significant economic costs. NOI may fail to capture significant trends in these components of net income, which further limits its usefulness.

NOI is a measure of the operating performance of our properties but does not measure our performance as a whole. NOI is therefore not a substitute for net income as computed in accordance with GAAP. This measure should be analyzed in conjunction with net income computed in accordance with GAAP and discussions elsewhere in "Management's Discussion and Analysis of Financial Condition and Results of Operations" regarding the components of net income that are eliminated in the calculation of NOI. Other companies may use different methods for calculating NOI or similarly entitled measures and,

accordingly, our NOI may not be comparable to similarly entitled measures reported by other companies that do not define the measure exactly as we do.

The following is a reconciliation of our NOI to net income for the three and nine months ended September 30, 2020 and 2019 computed in accordance with GAAP (in thousands):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2020	2019	2020	2019
Net operating income	\$ 53,675	\$ 63,431	\$ 172,972	\$ 171,920
General and administrative	(6,438)	(6,479)	(19,937)	(18,495)
Depreciation and amortization	(26,914)	(26,568)	(80,869)	(69,733)
Interest expense	(13,302)	(13,734)	(40,105)	(40,212)
Gain on sale of real estate	—	—	—	633
Other income (expense), net	(531)	(131)	(261)	(410)
<b>Net income</b>	<b>\$ 6,490</b>	<b>\$ 16,519</b>	<b>\$ 31,800</b>	<b>\$ 43,703</b>

### Funds from Operations

We calculate funds from operations, or FFO, in accordance with the standards established by the National Association of Real Estate Investment Trusts, or NAREIT. FFO represents net income (computed in accordance with GAAP), excluding gains (or losses) from sales of depreciable operating property, impairment losses, real-estate related depreciation and amortization (excluding amortization of deferred financing costs) and after adjustments for unconsolidated partnerships and joint ventures.

FFO is a supplemental non-GAAP financial measure. Management uses FFO as a supplemental performance measure because it believes that FFO is beneficial to investors as a starting point in measuring our operational performance. Specifically, in excluding real-estate related depreciation and amortization and gains and losses from property dispositions, which do not relate to or are not indicative of operating performance, FFO provides a performance measure that, when compared year over year, captures trends in occupancy rates, rental rates and operating costs. We also believe that, as a widely recognized measure of the performance of REITs, FFO will be used by investors as a basis to compare our operating performance with that of other REITs. However, because FFO excludes depreciation and amortization and captures neither the changes in the value of our properties that result from use or market conditions nor the level of capital expenditures and leasing commissions necessary to maintain the operating performance of our properties, all of which have real economic effects and could materially impact our results from operations, the utility of FFO as a measure of our performance is limited. In addition, other equity REITs may not calculate FFO in accordance with the NAREIT definition as we do, and, accordingly, our FFO may not be comparable to such other REITs' FFO. Accordingly, FFO should be considered only as a supplement to net income as a measure of our performance. FFO should not be used as a measure of our liquidity, nor is it indicative of funds available to fund our cash needs, including our ability to pay dividends or service indebtedness. FFO also should not be used as a supplement to or substitute for cash flow from operating activities computed in accordance with GAAP.

The following table sets forth a reconciliation of our FFO for the three and nine months ended September 30, 2020 to net income, the nearest GAAP equivalent (in thousands, except per share and share data):

	Three Months Ended September 30, 2020	Nine Months Ended September 30, 2020
<b>Funds from Operations (FFO)</b>		
Net income	\$ 6,490	\$ 31,800
Plus: Real estate depreciation and amortization	26,914	80,869
Funds from operations	33,404	112,669
Less: Nonforfeitable dividends on incentive restricted stock awards	(85)	(255)
FFO attributable to common stock and units	\$ 33,319	\$ 112,414
FFO per diluted share/unit	\$ 0.44	\$ 1.48
Weighted average number of common shares and units, diluted <sup>(1)</sup>	76,118,264	76,117,040

(1) The weighted average common shares used to compute FFO per diluted share include unvested restricted stock awards that are subject to time vesting, which were excluded from the computation of diluted EPS, as the vesting of the restricted stock awards is dilutive in the computation of FFO per diluted share but is anti-dilutive for the computation of diluted EPS for the period. Diluted shares exclude incentive restricted stock as these awards are considered contingently issuable.

### ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK

Our future income, cash flows and fair values relevant to financial instruments are dependent upon prevalent market interest rates. Market risk refers to the risk of loss from adverse changes in market prices and interest rates. We manage our market risk by attempting to match anticipated inflow of cash from our operating, investing and financing activities with anticipated outflow of cash to fund debt payments, dividends to our stockholders and Operating Partnership unitholders, investments, capital expenditures and other cash requirements.

#### Interest Rate Risk

##### *Outstanding Debt*

The following discusses the effect of hypothetical changes in market rates of interest on the fair value of our total outstanding debt. Interest rate risk amounts were determined by considering the impact of hypothetical interest rates on our debt. Discounted cash flow analysis is generally used to estimate the fair value of our mortgages payable. Considerable judgment is necessary to estimate the fair value of financial instruments. This analysis does not purport to take into account all of the factors that may affect our debt, such as the effect that a changing interest rate environment could have on the overall level of economic activity or the action that our management might take to reduce our exposure to the change. This analysis assumes no change in our financial structure.

##### *Fixed Interest Rate Debt*

Our outstanding notes payable obligations (maturing at various times through July 2030) have fixed interest rates which limit the risk of fluctuating interest rates. However, interest rate fluctuations may affect the fair value of our fixed rate debt instruments. At September 30, 2020, we had \$1.061 billion of fixed rate debt outstanding with an estimated fair value of \$1.145 billion. The carrying values of our revolving line of credit and term loan are deemed to be at fair value since the outstanding debt is directly tied to monthly LIBOR contracts. Additionally, we consider our \$250.0 million term loans outstanding as of September 30, 2020 to be fixed rate debt as the rate is effectively fixed by an interest rate swap agreement. If interest rates at September 30, 2020 had been 1.0% higher, the fair value of those debt instruments on that date would have decreased by approximately \$50.5 million. If interest rates at September 30, 2020 had been 1.0% lower, the fair value of those debt instruments on that date would have increased by approximately \$54.3 million.

### *Variable Interest Rate Debt*

At September 30, 2020, we had \$350.0 million of variable rate debt outstanding. We have historically entered into forward starting interest rate swaps in order to economically hedge against the risk of rising interest rates that would affect our interest expense related to our future anticipated debt issuances as part of its overall borrowing program. See the discussion under Note 4 to the accompanying consolidated financial statements for certain quantitative details related to the interest rate swaps and for a discussion on how we value derivative financial instruments. Based upon this amount of variable rate debt and the specific terms, if market interest rates increased 1.0%, our annual interest expense would increase by approximately \$1.0 million with a corresponding decrease in our net income and cash flows for the year. Conversely, if market rates decreased 1.0%, our annual interest expense would decrease by approximately \$1.0 million with a corresponding increase in our net income and cash flows for the year.

## **ITEM 4. CONTROLS AND PROCEDURES**

### **Controls and Procedures (American Assets Trust, Inc.)**

American Assets Trust, Inc. maintains disclosure controls and procedures (as such term is defined in Rule 13a-15(e) and 15d-15(e) under the Exchange Act) that are designed to ensure that information required to be disclosed in American Assets Trust, Inc.'s reports under the Exchange Act is processed, recorded, summarized and reported within the time periods specified in the rules and regulations of the SEC and that such information is accumulated and communicated to management, including American Assets Trust, Inc.'s Chief Executive Officer and Chief Financial Officer, as appropriate, to allow for timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management is required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

American Assets Trust, Inc. has carried out an evaluation, under the supervision and with the participation of management, including American Assets Trust, Inc.'s Chief Executive Officer and Chief Financial Officer, regarding the effectiveness of its disclosure controls and procedures as of September 30, 2020, the end of the period covered by this report. Based on the foregoing, its Chief Executive Officer and Chief Financial Officer have concluded, as of September 30, 2020, that American Assets Trust, Inc.'s disclosure controls and procedures were effective in ensuring that information required to be disclosed by it in reports filed or submitted under the Exchange Act (1) is processed, recorded, summarized and reported within the time periods specified in the SEC's rules and forms and (2) is accumulated and communicated to its management, including American Assets Trust, Inc.'s Chief Executive Officer and its Chief Financial Officer, as appropriate to allow for timely decisions regarding required disclosure.

No changes to American Assets Trust, Inc.'s internal control over financial reporting were identified in connection with the evaluation referenced above that occurred during the period covered by this report that have materially affected, or are reasonably likely to materially affect, American Assets Trust, Inc.'s internal control over financial reporting.

### **Controls and Procedures (American Assets Trust, L.P.)**

The Operating Partnership maintains disclosure controls and procedures (as such term is defined in Rule 13a-15(e) and 15d-15(e) under the Exchange Act) that are designed to ensure that information required to be disclosed in its reports under the Exchange Act is processed, recorded, summarized and reported within the time periods specified in the rules and regulations of the SEC and that such information is accumulated and communicated to management, including the Operating Partnership's Chief Executive Officer and Chief Financial Officer, as appropriate, to allow for timely decisions regarding required disclosure. In designing and evaluating the disclosure controls and procedures, management recognizes that any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives, and management is required to apply its judgment in evaluating the cost-benefit relationship of possible controls and procedures.

The Operating Partnership has carried out an evaluation, under the supervision and with the participation of management, including its Chief Executive Officer and Chief Financial Officer, regarding the effectiveness of its disclosure controls and procedures as of September 30, 2020, the end of the period covered by this report. Based on the foregoing, its Chief Executive Officer and Chief Financial Officer have concluded, as of September 30, 2020, that the Operating Partnership's disclosure controls and procedures were effective in ensuring that information required to be disclosed by it in reports filed or submitted under the Exchange Act (1) is processed, recorded, summarized and reported within the time periods specified in the SEC's rules and forms and (2) is accumulated and communicated to its management, including its Chief Executive Officer and Chief Financial Officer, as appropriate to allow for timely decisions regarding required disclosure.

No changes to the Operating Partnership's internal control over financial reporting were identified in connection with the evaluation referenced above that occurred during the period covered by this report that have materially affected, or are reasonably likely to materially affect, the Operating Partnership's internal control over financial reporting.

## **PART II—OTHER INFORMATION**

### **ITEM 1. LEGAL PROCEEDINGS**

We are not currently a party, as plaintiff or defendant, to any legal proceedings that we believe to be material or which, individually or in the aggregate, would be expected to have a material effect on our business, financial condition or results of operation if determined adversely to us. We may be subject to on-going litigation, relating to our portfolio and the properties comprising our portfolio, and we expect to otherwise be party from time to time to various lawsuits, claims and other legal proceedings that arise in the ordinary course of our business.

### **ITEM 1A. RISK FACTORS**

There are certain risks and uncertainties in our business that could cause our actual results to differ materially from those anticipated. In “PART I – Item 1A. – Risk Factors” of our 2019 Form 10-K and our 2020 Form 10-Q for the quarter ended March 31, 2020, as filed with the U.S. Securities and Exchange Commission on February 14, 2020 and May 1, 2020, respectively, and available at [www.sec.gov](http://www.sec.gov) or on the "Investors" page of [www.americanassetstrust.com](http://www.americanassetstrust.com), we included a detailed discussion of our risk factors. Other than as noted below, our risk factors have not changed significantly from those disclosed in our 2019 Form 10-K and our 2020 Form 10-Q for the quarter ended March 31, 2020. These risk factors should be read carefully in connection with evaluating our business and in connection with the forward-looking statements and other information contained in this Quarterly Report on Form 10-Q. Any of the risks described in our 2019 Form 10-K and our 2020 Form 10-Q for the quarter ended March 31, 2020 as well as any of the risks described below could materially affect our business, consolidated financial condition or future results and the actual outcome of matters as to which forward-looking statements are made. The risk factors described in our 2019 Form 10-K and our 2020 Form 10-Q for the quarter ended March 31, 2020 are not the only risks we face. Additional risks and uncertainties not currently known to us, or that we currently deem to be immaterial, also may materially adversely affect our business, consolidated financial condition and/or future results.

*The ongoing COVID-19 pandemic, and restrictions intended to prevent its spread, could adversely impact our business, financial condition, results of operations, cash flows, liquidity and ability to satisfy our debt service obligations and to pay dividends and distributions to security holders.*

The ongoing COVID-19 pandemic, and restrictions intended to prevent its spread, have already had a significant adverse impact on economic and market conditions around the world in the first nine months of 2020, including the United States and the markets in which we own properties and/or have development projects. The impact of the COVID-19 pandemic continues to evolve. Many states, including states where we own properties (e.g., California and Washington) initially reacted to the COVID-19 pandemic by instituting quarantines, restrictions on travel, “shelter in place” rules, stay-at-home orders, density limitations, social distancing measures, restrictions on types of business that may continue to operate and/or restrictions on types of construction projects that may continue. Although some state governments and other authorities were in varying stages of lifting or modifying some of these measures, some have already been forced to, and others may in the future, reinstitute these measures or impose new, more restrictive measures, if the risks, or the perception of the risks, related to the COVID-19 pandemic worsen at any time. Furthermore, although in certain cases, exceptions are available for essential retail, research and laboratory activities, essential building services, such as cleaning and maintenance, and certain essential construction projects, there can be no assurance that such exceptions will enable us to avoid adverse impacts on our business, financial condition, results of operations, cash flows, liquidity and ability to satisfy our debt service obligations and to pay dividends and distributions to security holders. For instance, some of the activities of our retail, office, mixed-use and residential tenants are not covered by the exceptions listed above, and we have seen weakness and a material reduction in rent collections from these tenants that may continue for an indeterminate period pending a cessation of the adverse impacts from the COVID-19 pandemic, and restrictions intended to prevent its spread. In addition, there can be no assurance as to how long restrictions intended to prevent the spread of COVID-19 may remain in place in the states and cities where we own properties, and even if such restrictions are lifted, they may be reinstated at a later date. If such restrictions remain in place for an extended period of time, we may experience further reductions in rents from our tenants.

During the third quarter of 2020, we provided lease concessions to certain tenants, primarily within the retail segment, as a result of the COVID-19 pandemic, in the form of rent deferrals and abatements. As of September 30, 2020, we have entered into lease modifications that resulted in COVID-19 adjustments (including rent deferrals and other monetary lease concessions) for approximately 2% of the rent originally contracted for the three months ended September 30, 2020. Although we are and

will continue to be actively engaged in rent collection efforts related to uncollected rent, as well as working with certain tenants who have requested rent deferrals (particularly those occupying retail space), we can provide no assurance that such efforts or our efforts in future periods will be successful. In addition, we are and will continue to be actively engaged in discussions with certain tenants regarding the adverse impacts of the COVID-19 pandemic, and restrictions intended to prevent its spread, and may afford certain additional accommodations.

In addition, we may be required to continue to comply with “social distancing” at our properties and development projects and we may be subject to certain conditions, including requiring contractors to develop COVID-19 control, mitigation, and recovery plans and satisfy certain requirements before work can continue or commence, which may increase costs, perhaps substantially. We expect to comply with any state or local requirements. Our development projects could in the future be affected by moratoriums on construction. To the extent any city issues a moratorium, we may be subject to such a moratorium unless the applicable state or city grants an exclusion for these projects because certain of our development projects may qualify as essential construction projects.

The ongoing COVID-19 pandemic, and restrictions intended to prevent its spread, could have significant adverse impacts on our business, financial condition, results of operations, cash flows, liquidity and ability to satisfy our debt service obligations and to pay dividends and distributions to security holders in a variety of ways that are difficult to predict. Such adverse impacts could depend on, among other factors:

- the financial condition of our tenants and their ability or willingness to pay rent in full on a timely basis;
- state, local, federal and industry-initiated efforts that may adversely affect landlords, including us, and their ability to collect rent and/or enforce remedies for the failure to pay rent;
- our need to defer or forgive rent and restructure leases with our tenants and our ability to do so on favorable terms or at all;
- significant job losses in the industries of our tenants, which may decrease demand for our office and retail space, causing market rental rates and property values to be negatively impacted;
- our ability to stabilize our development projects, renew leases or re-lease available space in our properties on favorable terms or at all, including as a result of a general decrease in demand for our office and retail space and occupancy in our hotel, deterioration in the economic and market conditions in the markets in which we own properties or due to restrictions intended to prevent the spread of COVID-19 that frustrate our leasing activities;
- a severe and prolonged disruption and instability in the global financial markets, including the debt and equity capital markets, all of which have already experienced and may continue to experience significant volatility, or deteriorations in credit and financing conditions, may affect our or our tenants’ ability to access capital necessary to fund our respective business operations or replace or renew maturing liabilities on a timely basis, on attractive terms or at all and may adversely affect the valuation of financial assets and liabilities, any of which could affect our and our tenants’ ability to meet liquidity and capital expenditure requirements;
- a refusal or failure of one or more lenders under our revolving line of credit to fund their respective financing commitments to us may affect our ability to access capital necessary to fund our business operations and to meet our liquidity and capital expenditure requirements;
- the ability of potential buyers of properties identified for potential future capital recycling transactions to obtain debt financing, which has been and may continue to be constrained for some potential buyers;
- a reduction in the values of our properties that could result in impairments or limit our ability to dispose of them at attractive prices or obtain debt financing secured by our properties;
- complete or partial shutdowns of one or more of our tenants’ manufacturing facilities or distribution centers, temporary or long-term disruptions in our tenants’ supply chains from local, national and international suppliers or delays in the delivery of products, services or other materials necessary for our tenants’ operations, which could force our tenants to reduce, delay or eliminate offerings of their products and services, reduce or eliminate their revenues and liquidity and/or result in their bankruptcy or insolvency;
- our ability to avoid delays or cost increases associated with building materials or construction services necessary for construction that could adversely impact our ability to continue or complete construction as planned, on budget or at all;
- our and our tenants’ ability to manage our respective businesses to the extent our and their management or personnel are impacted in significant numbers by the COVID-19 pandemic and are not willing, available or allowed to conduct work; and
- our and our tenants’ ability to ensure business continuity in the event our continuity of operations plan is not effective or improperly implemented or deployed during the COVID-19 pandemic.

The rapid development and fluidity of this situation precludes any prediction as to the ultimate adverse impact of the COVID-19 pandemic or restrictions intended to prevent its spread. Nevertheless, the ongoing COVID-19 pandemic, and restrictions intended to prevent its spread, and the current financial, economic and capital markets environment and future developments in these and other areas present material risks and uncertainties with respect to our business, financial condition, results of operations, cash flows, liquidity and ability to satisfy our debt service obligations and to pay dividends and

distributions to security holders and could also have a material adverse effect on the market value of our securities. Moreover, to the extent any of these risks and uncertainties adversely impact us in the ways described above or otherwise, they may also have the effect of heightening many of the other risks set forth in our Annual Report on Form 10-K for the year ended December 31, 2019.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS**

None.

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES**

None.

**ITEM 4. MINE SAFETY DISCLOSURES**

Not Applicable.

**ITEM 5. OTHER INFORMATION**

None.

**ITEM 6. EXHIBITS**

<b>Exhibit No.</b>	<b>Description</b>
31.1*	<a href="#">Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of American Assets Trust, Inc.</a>
31.2*	<a href="#">Certification of Chief Executive Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of American Assets Trust, L.P.</a>
31.3*	<a href="#">Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of American Assets Trust, Inc.</a>
31.4*	<a href="#">Certification of Chief Financial Officer pursuant to Section 302 of the Sarbanes-Oxley Act of 2002 of American Assets Trust, L.P.</a>
32.1*	<a href="#">Certification of Chief Executive Officer and Chief Financial Officer of American Assets Trust, Inc. pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>
32.2*	<a href="#">Certification of Chief Executive Officer and Chief Financial Officer of American Assets Trust, L.P. pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002</a>
101.INS*	XBRL Instance Document - the instance document does not appear in the Interactive Data File because its XBRL tags are embedded within the Inline XBRL document.
101.SCH*	XBRL Taxonomy Extension Schema Document
101.CAL*	XBRL Taxonomy Extension Calculation Linkbase Document
101.LAB*	XBRL Taxonomy Extension Label Linkbase Document
101.PRE*	XBRL Taxonomy Extension Presentation Linkbase Document
101.DEF*	XBRL Taxonomy Extension Definition Linkbase Document
104	Cover Page Interactive Data File (formatted as Inline XBRL and contained in Exhibit 101)

\* Filed herewith.

**SIGNATURES**

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

American Assets Trust, Inc.

American Assets Trust, L.P.

By: American Assets Trust, Inc.

Its: General Partner

/s/ ERNEST RADY

Ernest Rady  
Chairman, President and Chief Executive Officer  
(Principal Executive Officer)

/s/ ERNEST RADY

Ernest Rady  
Chairman, President and Chief Executive Officer  
(Principal Executive Officer)

/s/ ROBERT F. BARTON

Robert F. Barton  
Executive Vice President, Chief Financial  
Officer  
(Principal Financial and Accounting  
Officer)

/s/ ROBERT F. BARTON

Robert F. Barton  
Executive Vice President, Chief Financial  
Officer  
(Principal Financial and Accounting  
Officer)

Date: October 30, 2020

Date: October 30, 2020

**CERTIFICATION PURSUANT  
TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Ernest Rady, certify that:

1. I have reviewed this quarterly report on Form 10-Q of American Assets Trust, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2020

/s/ ERNEST RADY

Ernest Rady

Chairman, President and Chief Executive Officer

**CERTIFICATION PURSUANT  
TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Ernest Rady, certify that:

1. I have reviewed this quarterly report on Form 10-Q of American Assets Trust, L.P.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2020

/s/ ERNEST RADY

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Ernest Rady  
Chairman, President and Chief Executive Officer

**CERTIFICATION PURSUANT  
TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Robert F. Barton, certify that:

1. I have reviewed this quarterly report on Form 10-Q of American Assets Trust, Inc.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2020

/s/ ROBERT F. BARTON

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Robert F. Barton  
EVP and Chief Financial Officer

**CERTIFICATION PURSUANT  
TO SECTION 302 OF THE SARBANES-OXLEY ACT OF 2002**

I, Robert F. Barton, certify that:

1. I have reviewed this quarterly report on Form 10-Q of American Assets Trust, L.P.;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - (a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - (b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - (c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - (d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - (a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - (b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: October 30, 2020

/s/ ROBERT F. BARTON

Robert F. Barton  
EVP and Chief Financial Officer

**CERTIFICATION**

The undersigned, Ernest Rady and Robert F. Barton, the Chief Executive Officer and Chief Financial Officer, respectively, of American Assets Trust, Inc. (the “Company”), pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, each hereby certifies that, to the best of his knowledge:

(i) the Quarterly Report for the period ended September 30, 2020 of the Company (the “Report”) fully complies with the requirements of Section 13(a) or Section 15(d), as applicable, of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

/s/ ERNEST RADY

Ernest Rady  
Chairman, President and Chief Executive Officer

/s/ ROBERT F. BARTON

Robert F. Barton  
EVP and Chief Financial Officer

Date: October 30, 2020

**CERTIFICATION**

The undersigned, Ernest Rady and Robert F. Barton, the Chief Executive Officer and Chief Financial Officer, respectively, of American Assets Trust, L.P. (the “Operating Partnership”), pursuant to 18 U.S.C. §1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, each hereby certifies that, to the best of his knowledge:

(i) the Quarterly Report for the period ended September 30, 2020 of the Operating Partnership (the “Report”) fully complies with the requirements of Section 13(a) or Section 15(d), as applicable, of the Securities Exchange Act of 1934, as amended; and

(ii) the information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Operating Partnership.

/s/ ERNEST RADY

Ernest Rady  
Chairman, President and Chief Executive Officer

/s/ ROBERT F. BARTON

Robert F. Barton  
EVP and Chief Financial Officer

Date: October 30, 2020