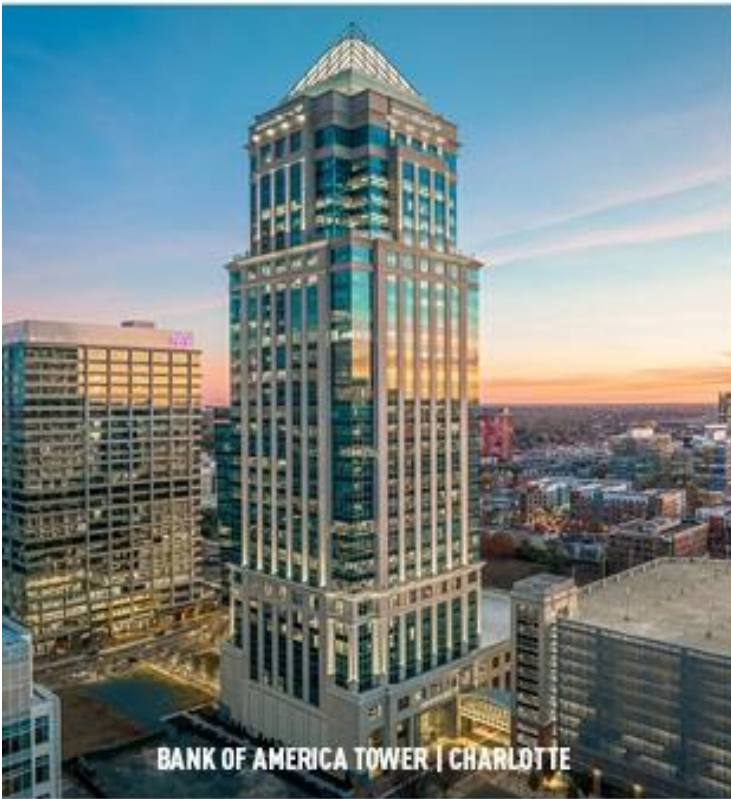
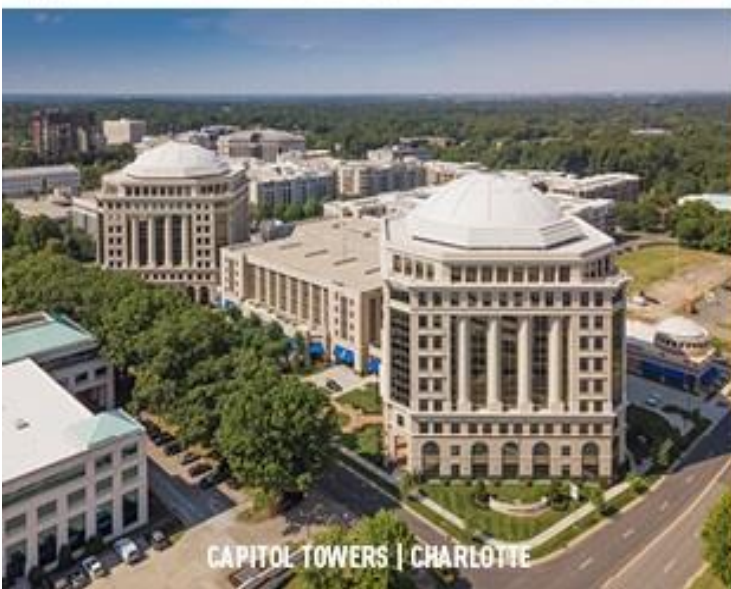




MORROCROFT CENTRE | CHARLOTTE



BANK OF AMERICA TOWER | CHARLOTTE



CAPITOL TOWERS | CHARLOTTE

# SUPPLEMENTAL INFORMATION

4<sup>TH</sup> QUARTER | 2021

 **Highwoods**<sup>®</sup>  
PROPERTIES

# Table of Contents

	<u>Page</u>
Summary and Corporate Information.....	i, ii, iii
Consolidated Statements of Income.....	1
Funds from Operations and Additional Information.....	2
Consolidated Balance Sheets.....	3
Components of Net Asset Value.....	4
Capitalization, Net Debt-to-Adjusted EBITDAre and Revenue Detail.....	5
Mortgages and Notes Payable Summary.....	6
Mortgages and Notes Payable Detail.....	7
Portfolio Summary.....	8, 9
Occupancy Trends.....	10
Office Leasing Statistics.....	11
Office Leasing Statistics and Rental Rate Comparisons by Market.....	12
Office Lease Expirations.....	13
Office Lease Expirations by Market by Year.....	14
Customer Diversification.....	15
Same Property Performance.....	16
Acquisition Activity.....	17
Disposition Activity.....	18
Development Activity.....	19
Land Held for Development.....	20

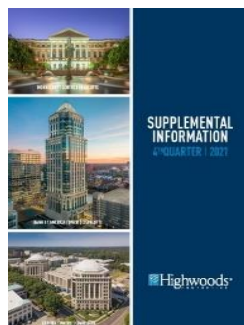
Some of the information in this press release may contain forward-looking statements. Such statements include, in particular, statements about our plans, strategies and prospects such as the following: the planned sales of non-core assets and expected pricing and impact with respect to such sales, including the tax impact of such sales; the expected financial and operational results and the related assumptions underlying our expected results, including but not limited to potential losses related to customer difficulties, anticipated building usage and expected economic activity due to COVID-19; the continuing ability to borrow under the Company's revolving credit facility; the anticipated total investment, projected leasing activity, estimated replacement cost and expected net operating income of acquired properties and properties to be developed; and expected future leverage of the Company. You can identify forward-looking statements by our use of forward-looking terminology such as "may," "will," "expect," "anticipate," "estimate," "continue" or other similar words. Although we believe that our plans, intentions and expectations reflected in or suggested by such forward-looking statements are reasonable, we cannot assure you that our plans, intentions or expectations will be achieved.

When considering such forward-looking statements, you should keep in mind important factors that could cause our actual results to differ materially from those contained in any forward-looking statement, including the following: buyers may not be available and pricing may not be adequate with respect to planned dispositions of non-core assets; comparable sales data on which we based our expectations with respect to the sales price of non-core assets may not reflect current market trends; the extent to which the ongoing COVID-19 pandemic impacts our financial condition, results of operations and cash flows depends on future developments, which are highly uncertain and cannot be predicted with confidence, including the scope, severity and duration of the pandemic and its impact on the U.S. economy and potential changes in customer behavior that could adversely affect the use of and demand for office space; the financial condition of our customers could deteriorate or further worsen, which could be further exacerbated by the COVID-19 pandemic; our assumptions regarding potential losses related to customer financial difficulties due to the COVID-19 pandemic could prove incorrect; counterparties under our debt instruments, particularly our revolving credit facility, may attempt to avoid their obligations thereunder, which, if successful, would reduce our available liquidity; we may not be able to lease or re-lease second generation space, defined as previously occupied space that becomes available for lease, quickly or on as favorable terms as old leases; we may not be able to lease newly constructed buildings as quickly or on as favorable terms as originally anticipated; we may not be able to complete development, acquisition, reinvestment, disposition or joint venture projects as quickly or on as favorable terms as anticipated; development activity in our existing markets could result in an excessive supply relative to customer demand; our markets may suffer declines in economic and/or office employment growth; unanticipated increases in interest rates could increase our debt service costs; unanticipated increases in operating expenses could negatively impact our operating results; natural disasters and climate change could have an adverse impact on our cash flow and operating results; we may not be able to meet our liquidity requirements or obtain capital on favorable terms to fund our working capital needs and growth initiatives or repay or refinance outstanding debt upon maturity; and the Company could lose key executive officers.

This list of risks and uncertainties, however, is not intended to be exhaustive. You should also review the other cautionary statements we make in "Risk Factors" set forth in our 2021 Annual Report on Form 10-K. Given these uncertainties, you should not place undue reliance on forward-looking statements. We undertake no obligation to publicly release the results of any revisions to these forward-looking statements to reflect any future events or circumstances or to reflect the occurrence of unanticipated events.

All financial information contained in this document is unaudited. This supplemental includes non-GAAP financial measures, such as funds from operations (FFO), earnings before interest, taxes, depreciation and amortization for real estate (EBITDAre), Adjusted EBITDAre and net operating income (NOI). Definitions of FFO, EBITDAre, Adjusted EBITDAre and NOI and an explanation of management's view of the usefulness and risks of FFO, EBITDAre, Adjusted EBITDAre and NOI can be found towards the end of our fourth quarter earnings release.

**COVER**  
Charlotte Portfolio



## Summary (amounts in thousands, except percentages, ratios, and per share amounts)

	<i>Three Months Ended</i>	
	<u>12/31/21</u>	<u>12/31/20</u>
<b>Financial:</b>		
Revenues	\$ 203,205	\$ 179,904
Net operating income (NOI)	\$ 139,751	\$ 122,292
Same property cash NOI growth excluding temporary rent deferrals	3.2%	1.6%
Same property cash NOI growth	1.6%	3.7%
Funds from operations per share	\$ 1.06	\$ 0.87
Weighted average common shares outstanding, diluted	107,328	106,752
<b>Balance Sheet:</b>		
Leverage (including preferred stock) based on gross book assets 1/	39.2%	36.0%
Net debt-to-Adjusted EBITDAre	5.39x	5.03x
Net debt plus Preferred Stock-to-Adjusted EBITDAre	5.44x	5.10x
Unencumbered NOI %	88.8%	96.6%
Credit facility availability	\$ 680,000	\$ 600,000
Cash and cash equivalents	\$ 23,152	\$ 109,322
Restricted cash	\$ 8,046	\$ 79,922
<b>Operations:</b>		
Quarter-end occupancy	91.2%	90.3%
Office square feet leased	884	466
Office GAAP rent growth 2/	11.6%	8.4%
Average office cash rental rate per square foot for in-place leases	\$ 29.63	\$ 28.21

### *Twelve Months Ended*

12/31/21

<b>Investment Activity:</b>	
Building acquisitions	\$ 821,400
Building dispositions	\$ 374,150
Land acquisitions	\$ 74,100
Land dispositions	\$ 13,400
Development pipeline	\$ 282,800
Pipeline leased %	50.6%

1/ Debt and gross book assets were reduced by our cash and cash equivalents and 1031 restricted cash balances at 12/31/21 and 12/31/20 of \$23.2 million and \$178.0 million, respectively.

2/ GAAP rent growth is calculated by comparing average cash rent psf over the term (GAAP rent) of the new lease to the average cash rent psf over the term related to the previous lease in the same space. Adjustments are made if and to the extent necessary to illustrate the current and prior deal on a consistent gross lease basis.

## Board of Directors

**Chuck Anderson**  
**Gene Anderson**  
**Tom Anderson**  
**Carlos Evans, Chair**  
**David Gadis**  
**David Hartzell, Ph.D.**  
**Sherry Kellett**  
**Ted Klinck**  
**Anne Lloyd**

## Corporate Officers

**Sara Carlton**  
*Vice President, Associate General Counsel*

**Dan Clemmens**  
*Vice President, Chief Accounting Officer*

**Ryan Hunt**  
*Vice President, Chief Information Officer*

**Ted Klinck**  
*President, Chief Executive Officer*

**Brian Leary**  
*Executive Vice President, Chief Operating Officer*

**Carman Liuzzo**  
*Senior Vice President, Investments*

**Brendan Maiorana**  
*Executive Vice President, Chief Financial Officer*

**Jeff Miller**  
*Executive Vice President, General Counsel and Secretary*

**Randy Roberson**  
*Senior Vice President, Development*

**Mike Starchville**  
*Senior Vice President, Asset Management*

## Market Leaders

**Jim Bacchetta**  
*Senior Vice President, Atlanta*

**Jane duFrane**  
*Senior Vice President, Richmond*

**Steve Garrity**  
*Senior Vice President, Orlando*

**Skip Hill**  
*Senior Vice President, Raleigh*

**Brian Reames**  
*Senior Vice President, Nashville*

**Andy Wisniewski**  
*Senior Vice President, Pittsburgh*

**Dan Woodward**  
*Senior Vice President, Tampa*



### Research Coverage

#### **Bank of America/Merrill Lynch**

*Jamie Feldman*  
646-855-5808

#### **Janney Montgomery Scott**

*Robert Stevenson*  
646-840-3217

#### **BTIG**

*Tom Catherwood*  
212-738-6140

#### **Morgan Stanley**

*Ronald Kamdem*  
212-296-8319

#### **Citigroup Global Markets**

*Michael Bilerman*  
212-816-1383  
*Emmanuel Korchman*  
212-816-1382

#### **RW Baird**

*David Rodgers*  
216-737-7341

#### **Green Street Advisors**

*Daniel Ismail*  
949-640-8780

#### **Truist Securities**

*Michael Lewis*  
212-319-5659

#### **Jefferies & Company, Inc.**

*Peter Abramowitz*  
(212) 336-7241  
*Jonathan Petersen*  
212-284-1705

#### **Wells Fargo**

*Blaine Heck*  
443-263-6529

### Corporate Headquarters

Highwoods Properties, Inc.  
3100 Smoketree Court, Suite 600  
Raleigh, NC 27604  
919-872-4924

### Stock Exchange

NYSE: HIW

### Investor Relations

Brendan Maiorana  
Executive Vice President, Chief Financial Officer  
Phone: 919-872-4924  
[Brendan.Maiorana@highwoods.com](mailto:Brendan.Maiorana@highwoods.com)  
<http://www.highwoods.com/>

### Information Request

To request a Supplemental Package or Annual Report or to be added to our e-mail distribution list, please contact Investor Relations.

### The Company

Highwoods Properties, headquartered in Raleigh, is a publicly traded (NYSE:HIW) real estate investment trust ("REIT") and a member of the S&P MidCap 400 Index. The Company is a fully-integrated office REIT that owns, develops, acquires, leases and manages properties primarily in the best business districts (BBDs) of Atlanta, Charlotte, Nashville, Orlando, Pittsburgh, Raleigh, Richmond and Tampa. For more information about Highwoods Properties, please visit our website at: [www.highwoods.com](http://www.highwoods.com).

## Consolidated Statements of Income (amounts in thousands, except per share amounts)

	<i>Year Ended</i>		<i>Three Months Ended</i>				
	<u>12/31/21</u>	<u>12/31/20</u>	<u>12/31/21</u>	<u>9/30/21</u>	<u>6/30/21</u>	<u>3/31/21</u>	<u>12/31/20</u>
<b>Rental and other revenues</b>	<b>\$ 768,007</b>	\$ 736,900	<b>\$ 203,205</b>	\$ 195,495	\$ 185,502	\$ 183,805	\$ 179,904
<b>Operating expenses:</b>							
Rental property and other expenses	236,436	231,825	63,454	60,567	56,226	56,189	57,612
Depreciation and amortization	259,255	241,585	69,832	66,547	61,949	60,927	60,671
Impairments of real estate assets	-	1,778	-	-	-	-	-
General and administrative	40,553	41,031	10,144	10,350	10,107	9,952	10,862
Total operating expenses	<b>536,244</b>	516,219	<b>143,430</b>	137,464	128,282	127,068	129,145
<b>Interest expense</b>	<b>85,853</b>	80,962	<b>25,098</b>	21,986	19,001	19,768	19,959
<b>Other income/(loss)</b>	<b>1,394</b>	(1,707)	<b>326</b>	424	332	312	947
<b>Gains on disposition of property</b>	<b>174,059</b>	215,897	<b>93,688</b>	38,572	22,862	18,937	52,500
<b>Equity in earnings of unconsolidated affiliates</b>	<b>1,947</b>	4,005	<b>333</b>	546	431	637	1,040
<b>Net income</b>	<b>323,310</b>	357,914	<b>129,024</b>	75,587	61,844	56,855	85,287
Net (income) attributable to noncontrolling interests in the Operating Partnership	(8,321)	(9,338)	(3,237)	(1,967)	(1,624)	(1,493)	(2,254)
Net (income) attributable to noncontrolling interests in consolidated affiliates	(1,712)	(1,174)	(243)	(894)	(294)	(281)	(302)
Dividends on Preferred Stock	(2,486)	(2,488)	(622)	(621)	(621)	(622)	(622)
<b>Net income available for common stockholders</b>	<b>\$ 310,791</b>	\$ 344,914	<b>\$ 124,922</b>	\$ 72,105	\$ 59,305	\$ 54,459	\$ 82,109
<b>Earnings per Common Share - basic:</b>							
Net income available for common stockholders	<b>\$ 2.98</b>	\$ 3.32	<b>\$ 1.19</b>	\$ 0.69	\$ 0.57	\$ 0.52	\$ 0.79
Weighted average Common Shares outstanding - basic	<b>104,232</b>	103,876	<b>104,575</b>	104,277	104,106	103,963	103,909
<b>Earnings per Common Share - diluted:</b>							
Net income available for common stockholders	<b>\$ 2.98</b>	\$ 3.32	<b>\$ 1.19</b>	\$ 0.69	\$ 0.57	\$ 0.52	\$ 0.79
Weighted average Common Shares outstanding - diluted	<b>107,061</b>	106,714	<b>107,328</b>	107,139	106,964	106,810	106,752

## Funds from Operations and Additional Information (amounts in thousands, except per share amounts)

	<i>Year Ended</i>		<i>Three Months Ended</i>				
	<u>12/31/21</u>	<u>12/31/20</u>	<u>12/31/21</u>	<u>9/30/21</u>	<u>6/30/21</u>	<u>3/31/21</u>	<u>12/31/20</u>
<b>Funds from operations:</b>							
Net income	\$ 323,310	\$ 357,914	\$ 129,024	\$ 75,587	\$ 61,844	\$ 56,855	\$ 85,287
Net (income) attributable to noncontrolling interests in consolidated affiliates	(1,712)	(1,174)	(243)	(894)	(294)	(281)	(302)
Depreciation and amortization of real estate assets	256,488	238,816	69,144	65,823	61,293	60,228	59,998
Impairments of depreciable properties	-	1,778	-	-	-	-	-
(Gains) on disposition of depreciable properties	(163,065)	(215,173)	(83,957)	(37,309)	(22,862)	(18,937)	(52,500)
Unconsolidated affiliates:							
Depreciation and amortization of real estate assets	778	2,395	194	185	181	218	592
<b>Funds from operations</b>	<b>415,799</b>	<b>384,556</b>	<b>114,162</b>	<b>103,392</b>	<b>100,162</b>	<b>98,083</b>	<b>93,075</b>
Dividends on Preferred Stock	(2,486)	(2,488)	(622)	(621)	(621)	(622)	(622)
<b>Funds from operations available for common stockholders</b>	<b>\$ 413,313</b>	<b>\$ 382,068</b>	<b>\$ 113,540</b>	<b>\$ 102,771</b>	<b>\$ 99,541</b>	<b>\$ 97,461</b>	<b>\$ 92,453</b>
<b>Funds from operations available for common stockholders per share</b>	<b>\$ 3.86</b>	<b>\$ 3.58</b>	<b>\$ 1.06</b>	<b>\$ 0.96</b>	<b>\$ 0.93</b>	<b>\$ 0.91</b>	<b>\$ 0.87</b>
<b>Weighted average shares outstanding</b>	<b>107,061</b>	<b>106,714</b>	<b>107,328</b>	<b>107,139</b>	<b>106,964</b>	<b>106,810</b>	<b>106,752</b>
<b>Additional information: 1/</b>							
Losses on debt extinguishment	\$ 286	\$ 3,674	\$ 152	\$ -	\$ 58	\$ 76	\$ 3
Straight-line rental income 2/	(20,358)	(37,088)	(7,871)	(5,737)	(3,660)	(3,090)	(3,508)
Straight-line rental write-offs related to termination fees	124	199	-	27	45	52	26
Amortization of lease incentives	1,885	1,847	568	424	445	448	451
Depreciation of non-real estate assets	2,037	2,181	471	507	506	553	525
Ground lease straight-line rent expense	230	271	51	57	60	62	62
Share-based compensation expense	8,646	6,210	1,895	1,896	1,873	2,982	1,230
Amortization of debt issuance costs	4,451	3,092	1,488	1,302	869	792	780
Amortization of accumulated other comprehensive (income)/loss	(296)	(296)	(74)	(74)	(74)	(74)	(74)
Amortization of above/(below) market leases and other adjustments	(4,336)	(4,909)	(838)	(892)	(1,317)	(1,289)	(1,258)
Non-incremental revenue generating capital expenditures incurred: 3/							
Building improvements	(39,465)	(39,706)	(12,569)	(7,889)	(9,470)	(9,537)	(16,416)
2nd generation tenant improvements	(61,136)	(75,072)	(22,400)	(13,096)	(14,810)	(10,830)	(14,757)
2nd generation lease commissions	(17,511)	(14,816)	(4,259)	(4,844)	(5,925)	(2,483)	(2,107)
-	-	-	-	-	-	-	-
Common dividends and unit distributions paid	(209,698)	(204,787)	(53,656)	(53,538)	(51,294)	(51,210)	(51,233)

1/ Increase or (decrease) to cash flows.

2/ Includes \$3.0 million of repayments of temporary rent deferrals, net of additional temporary rent deferrals, granted by the Company during the year ended December 31, 2021, and \$3.7 million of temporary rent deferrals, net of repayments, granted by the Company during the year ended December 31, 2020.

3/ Excludes capital expenditures (a) incurred within 12 months prior to the disposition date for buildings sold, (b) related to first generation leases and leases with respect to vacant space in acquired buildings, (c) related to building improvements that are recoverable from future operating cost savings, (d) related to building improvements that constitute part of the total investment cost disclosed in connection with an acquisition and (e) related to property re-developments.

## Consolidated Balance Sheets (dollars in thousands)

	<u>12/31/21</u>	<u>12/31/20</u>
<b>Assets:</b>		
Real estate assets, at cost:		
Land	\$ 549,228	\$ 466,872
Buildings and tenant improvements	5,718,169	4,981,637
Development in-process	6,890	259,681
Land held for development	<u>215,257</u>	<u>131,474</u>
	<b>6,489,544</b>	5,839,664
Less-accumulated depreciation	<u>(1,457,511)</u>	<u>(1,418,379)</u>
Net real estate assets	<b>5,032,033</b>	4,421,285
Real estate and other assets, net, held for sale	3,518	11,360
Cash and cash equivalents	23,152	109,322
Restricted cash	8,046	79,922
Accounts receivable	14,002	27,488
Mortgages and notes receivable	1,227	1,341
Accrued straight-line rents receivable	268,324	259,381
Investments in and advances to unconsolidated affiliates	7,383	27,104
Deferred leasing costs, net of accumulated amortization of \$143,111 and \$151,698, respectively	258,902	209,329
Prepaid expenses and other assets, net of accumulated depreciation of \$21,408 and \$21,154, respectively	<u>78,551</u>	<u>62,885</u>
Total Assets	<b><u>\$ 5,695,138</u></b>	<b><u>\$ 5,209,417</u></b>
<b>Liabilities, Noncontrolling Interests in the Operating Partnership and Equity:</b>		
Mortgages and notes payable, net	\$ 2,788,915	\$ 2,470,021
Accounts payable, accrued expenses and other liabilities	<u>294,976</u>	<u>268,727</u>
Total Liabilities	<b>3,083,891</b>	2,738,748
Commitments and contingencies		
Noncontrolling interests in the Operating Partnership	111,689	112,499
Equity:		
Preferred Stock, \$.01 par value, 50,000,000 authorized shares; 8.625% Series A Cumulative Redeemable Preferred Shares (liquidation preference \$1,000 per share), 28,821 and 28,826 shares issued and outstanding, respectively	<b>28,821</b>	28,826
Common Stock, \$.01 par value, 200,000,000 authorized shares; 104,892,780 and 103,921,546 shares issued and outstanding, respectively	<b>1,049</b>	1,039
Additional paid-in capital	<b>3,027,861</b>	2,993,946
Distributions in excess of net income available for common stockholders	<b>(579,616)</b>	(686,225)
Accumulated other comprehensive loss	<u>(973)</u>	<u>(1,462)</u>
Total Stockholders' Equity	<b>2,477,142</b>	2,336,124
Noncontrolling interests in consolidated affiliates	<u>22,416</u>	<u>22,046</u>
Total Equity	<b>2,499,558</b>	2,358,170
Total Liabilities, Noncontrolling Interests in the Operating Partnership and Equity	<b><u>\$ 5,695,138</u></b>	<b><u>\$ 5,209,417</u></b>



## Components of Net Asset Value (dollars in thousands)

Note: The purpose of providing the following information at the beginning of each year is to enable readers to derive their own estimate of net asset value. The Company updates this information once annually based on management's assumptions regarding projected current year net operating income for the existing property portfolio as of the date of initial publication (February 8, 2022). This information is not intended to be an asset-by-asset or enterprise valuation.

<b>Wholly-owned properties projected cash net operating income (NOI) 1/</b>	
Office	\$ 542,387
Total Net Operating Income	<u>\$ 542,387</u>
<b>Highwoods share of projected NOI at Joint Ventures 1/</b>	
Office	<u>\$ 4,636</u>
<b>Other income</b>	
Development, leasing and management fees	<u>\$ 1,162</u>
<hr/>	
<b>In Service Assets Not Fairly Valued by Capitalized NOI Method</b>	
Wholly-owned assets	\$ 182,431
Total	<u>\$ 182,431</u>
<b>Add other assets:</b>	
Development investment at cost incurred	\$ 89,983
Land held for development at market value	315,000
Cash and cash equivalents	23,152
Restricted cash	8,046
Accounts receivable	14,002
Notes receivable and prepaid expenses 2/	23,795
Our share of unconsolidated joint ventures' other assets	5,057
Deduct partners' share of consolidated joint ventures' other assets	(15,372)
Total other assets	<u>\$ 463,663</u>
<b>Liabilities:</b>	
Mortgages and notes payable 3/	\$ 2,804,122
Accounts payable, accrued expenses and other liabilities 4/	220,745
Deduct partners' share of consolidated joint ventures' liabilities	(6,198)
Market value of debt adjustment	118,577
Preferred stock, at liquidation value	28,821
Free rent liabilities 5/	12,926
Our share of unconsolidated joint ventures' liabilities	24,960
Market value of debt adjustment for joint ventures' debt	422
Total deductions	<u>\$ 3,204,375</u>

1/ Projected 2022 Cash NOI for the existing property portfolio excludes straight-line income, lease termination fee income, fee income, NOI related to developments listed on page 19, and NOI related to assets undervalued by a capitalized NOI method. Assets undervalued by a capitalized NOI method are identified generally by occupancies under 70% or free rent that lowers the cash NOI to effectively less than 70% of a stabilized cash NOI. For the assets in this category an NOI capitalization approach is not appropriate and accordingly an alternative valuation methodology has been applied.

2/ Excludes \$56.0M of prepaid assets; ground lease assets (\$35.8M), pre-construction costs included in estimated market value of developed land (\$15.8M) and unamortized loan fees (\$4.4M).

3/ Excludes \$15.2M of debt issuance costs expected to be amortized over the remaining life of the debt.

4/ Excludes \$28.7M related to below market lease liabilities, \$6.4M of deferred term fees and \$39.1M related to ground lease liabilities.

5/ For certain assets (Two Alliance, One Alliance, Monarch Tower, Riverwood 100, Bank of America Tower, Cool Springs IV, Cool Springs I, Virginia Springs I and Seaside Plaza, CapTrust Tower, LakePointe Two, Pavilion and SunTrust Financial Centre) free rent was excluded to derive value and is treated as a liability for this purpose.

## Capitalization, Net Debt-to-Adjusted EBITDAre and Revenue Detail (dollars, shares and units in thousands)

	<u>12/31/21</u>	<u>9/30/21</u>	<u>6/30/21</u>	<u>3/31/21</u>	<u>12/31/20</u>
<b>Mortgages and notes payable, net, at recorded book value (see pages 5 &amp; 6)</b>	<b>\$ 2,788,915</b>	<b>\$ 2,942,902</b>	<b>\$ 2,475,902</b>	<b>\$ 2,470,472</b>	<b>\$ 2,470,021</b>
<b>Preferred Stock, at liquidation value</b>	<b>\$ 28,821</b>	<b>\$ 28,821</b>	<b>\$ 28,821</b>	<b>\$ 28,826</b>	<b>\$ 28,826</b>
Common Stock outstanding	<b>104,893</b>	104,383	104,210	104,055	103,922
Common Units outstanding (not owned by the Company)	<b>2,505</b>	2,832	2,838	2,839	2,839
Common Stock and Common Units outstanding	<b>107,398</b>	107,215	107,048	106,894	106,761
Per share stock price at period end	<b>\$ 44.59</b>	\$ 43.86	\$ 45.17	\$ 42.94	\$ 39.63
<b>Market value of Common Stock and Common Units</b>	<b>\$ 4,788,877</b>	<b>\$ 4,702,450</b>	<b>\$ 4,835,358</b>	<b>\$ 4,590,028</b>	<b>\$ 4,230,938</b>
<b>Total capitalization</b>	<b>\$ 7,606,613</b>	<b>\$ 7,674,173</b>	<b>\$ 7,340,081</b>	<b>\$ 7,089,326</b>	<b>\$ 6,729,785</b>
<b>Net debt-to-Adjusted EBITDAre:</b>					
Net income	<b>\$ 129,024</b>	\$ 75,587	\$ 61,844	\$ 56,855	\$ 85,287
Interest expense	<b>25,098</b>	21,986	19,001	19,768	19,959
Depreciation and amortization	<b>69,832</b>	66,547	61,949	60,927	60,671
(Gains) on disposition of depreciable properties	<b>(83,957)</b>	(37,309)	(22,862)	(18,937)	(52,500)
Adjustments to reflect our share of EBITDAre from unconsolidated affiliates	<b>467</b>	472	492	526	925
<b>EBITDAre</b>	<b>\$ 140,464</b>	\$ 127,283	\$ 120,424	\$ 119,139	\$ 114,342
Losses on debt extinguishment	<b>152</b>	-	58	76	3
(Gains) on disposition of non-depreciable properties	<b>(9,731)</b>	(1,263)	-	-	-
Proforma NOI adjustments for property changes within period	<b>(1,553)</b>	6,191	(556)	1,085	(661)
Adjustments to reflect our share of Adjusted EBITDAre from unconsolidated affiliates	<b>-</b>	(220)	-	-	-
<b>Adjusted EBITDAre 1/</b>	<b>\$ 129,332</b>	\$ 131,991	\$ 119,926	\$ 120,300	\$ 113,684
<b>Adjusted EBITDAre (annualized) 1/ 2/</b>	<b>\$ 517,328</b>	\$ 527,964	\$ 475,653	\$ 476,658	\$ 460,034
Mortgages and notes payable 3/	<b>\$ 2,813,320</b>	\$ 2,967,486	\$ 2,503,387	\$ 2,498,127	\$ 2,497,853
Less - cash and cash equivalents and 1031 restricted cash 3/	<b>(26,920)</b>	(31,424)	(50,948)	(52,978)	(182,308)
<b>Net debt 4/</b>	<b>\$ 2,786,400</b>	\$ 2,936,062	\$ 2,452,439	\$ 2,445,149	\$ 2,315,545
Preferred Stock	<b>28,821</b>	28,821	28,821	28,826	28,826
<b>Net debt plus Preferred Stock</b>	<b>\$ 2,815,221</b>	\$ 2,964,883	\$ 2,481,260	\$ 2,473,975	\$ 2,344,371
<b>Net debt-to-Adjusted EBITDAre 5/</b>	<b>5.39x</b>	5.56x	5.16x	5.13x	5.03x
<b>Net debt plus Preferred Stock-to-Adjusted EBITDAre 6/</b>	<b>5.44x</b>	5.62x	5.22x	5.19x	5.10x
<b>Rental and other revenues:</b>					
Contractual rents, net	<b>\$ 173,227</b>	\$ 168,386	\$ 160,329	\$ 158,080	\$ 156,257
Straight-line rental income, net	<b>7,871</b>	5,737	3,660	3,090	3,508
Cost recoveries billed under lease arrangements, net	<b>13,491</b>	13,254	14,039	13,927	12,694
Lease termination fees, net	<b>402</b>	110	59	167	102
Other miscellaneous operating revenues	<b>8,214</b>	8,008	7,415	8,541	7,343
<b>\$ 203,205</b>	<b>\$ 195,495</b>	<b>\$ 185,502</b>	<b>\$ 183,805</b>	<b>\$ 179,904</b>	

1/ Adjusted EBITDAre is calculated as EBITDAre adjusted for gains or losses on debt extinguishment and land sales, land impairments, proforma NOI adjustments for property changes within period and our share of the same adjustments for unconsolidated affiliates. "Proforma NOI adjustments for property changes within period" means proforma NOI adjustments assuming any acquisitions, dispositions and developments placed in service within the current period had occurred as of the first day of such period.

2/ Adjusted EBITDAre (annualized) is Adjusted EBITDAre multiplied by four. Certain period specific items are not annualized.

3/ Includes our share of unconsolidated affiliates.

4/ Net debt is calculated as mortgages and notes payable at quarter-end less cash and cash equivalents and 1031 restricted cash at quarter-end.

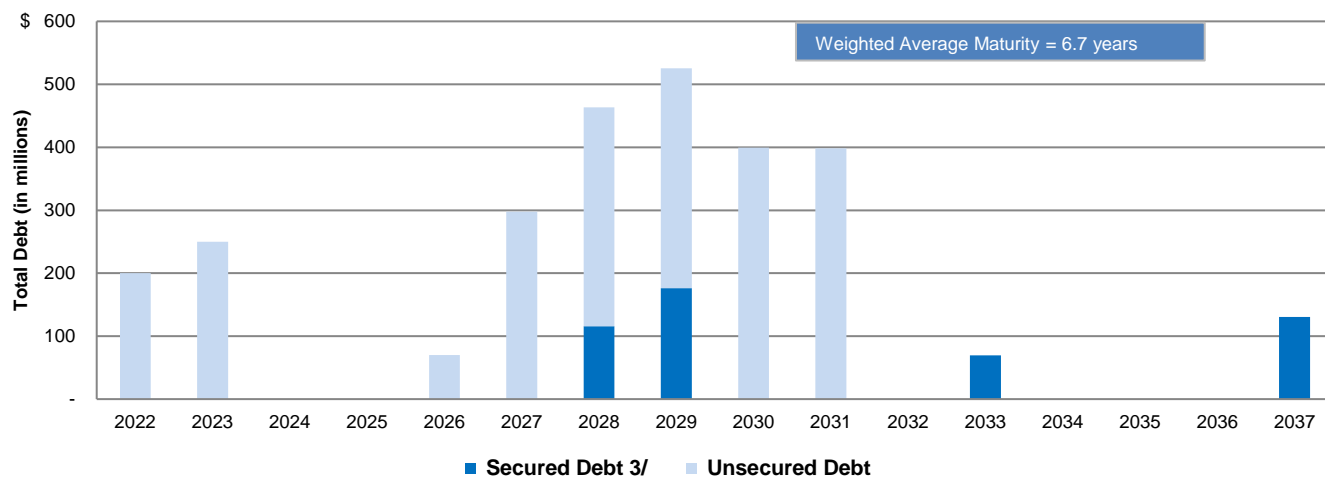
5/ Net debt at quarter-end divided by Adjusted EBITDAre (annualized).

6/ Net debt plus Preferred Stock at quarter-end divided by Adjusted EBITDAre (annualized).

## Mortgages and Notes Payable Summary (dollars in thousands)

Balances Outstanding:	12/31/21	9/30/21	6/30/21	3/31/21	12/31/20
<b>Secured:</b>					
Mortgages fixed rate	\$ 491,942	\$ 493,887	\$ 92,345	\$ 92,850	\$ 93,350
<b>Unsecured - Fixed:</b>					
Fixed rate bonds and notes	2,042,180	2,041,823	2,041,466	2,191,063	2,190,652
Bank term loan 1/	50,000	50,000	50,000	50,000	50,000
Unsecured - fixed total	2,092,180	2,091,823	2,091,466	2,241,063	2,240,652
<b>Unsecured - Floating:</b>					
Bank term loan	150,000	150,000	150,000	150,000	150,000
Credit facility 2/	70,000	135,000	155,000	-	-
Bridge facility	-	88,000	-	-	-
Unsecured - floating total	220,000	373,000	305,000	150,000	150,000
Unsecured total	2,312,180	2,464,823	2,396,466	2,391,063	2,390,652
<b>Total</b>	<b>\$ 2,804,122</b>	<b>\$ 2,958,710</b>	<b>\$ 2,488,811</b>	<b>\$ 2,483,913</b>	<b>\$ 2,484,002</b>
<b>Total Net of Debt Issuance Costs</b>	<b>\$ 2,788,915</b>	<b>\$ 2,942,902</b>	<b>\$ 2,475,902</b>	<b>\$ 2,470,472</b>	<b>\$ 2,470,021</b>
<b>End of Period Weighted Average Interest Rates:</b>					
<b>Secured:</b>					
Mortgages fixed rate	3.63%	3.63%	4.00%	4.00%	4.00%
<b>Unsecured - Fixed:</b>					
Fixed rate bonds	3.60%	3.60%	3.60%	3.58%	3.58%
Bank term loan 1/	2.79%	2.79%	2.79%	2.79%	2.79%
Unsecured - fixed total	3.58%	3.58%	3.58%	3.57%	3.57%
<b>Unsecured - Floating:</b>					
Bank term loan	1.20%	1.19%	1.19%	1.22%	1.25%
Credit facility 2/	1.00%	0.98%	0.98%	-	-
Bridge facility	-	0.93%	-	-	-
Unsecured - floating total	1.14%	1.05%	1.08%	1.22%	1.25%
Unsecured total	3.35%	3.20%	3.26%	3.42%	3.42%
<b>Weighted Average</b>	<b>3.40%</b>	<b>3.27%</b>	<b>3.29%</b>	<b>3.44%</b>	<b>3.44%</b>

### Maturity Schedule



1/ The interest rate on this loan is based on one-month LIBOR plus a spread based on the company's credit rating. Swap agreements effectively fixed one-month LIBOR until January 2022.

2/ The \$750 million credit facility has a maturity date of March 2026 including two six-month extension options.

3/ Excludes annual principal amortization.

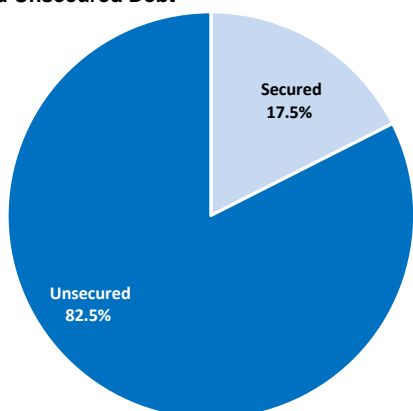
## Mortgages and Notes Payable Detail (dollars in thousands)

<u>Secured Loans</u>			<u>Loan</u>	<u>Undepreciated</u>
<u>Mortgage Lender</u>	<u>Effective</u>	<u>Maturity</u>	<u>Balance</u>	<u>Book Value of</u>
	<u>Rate</u>	<u>Date</u>	<u>12/31/21</u>	<u>Real Estate &amp; Related</u>
				<u>Assets Secured</u>
New York Life Insurance Company	3.73%	Jan-37	\$130,498	\$ 209,449
New York Life Insurance Company	3.61%	Aug-28	115,731	137,726
Allianz Life Insurance Company	4.00%	May-29	91,318	148,004
John Hancock Life Insurance Company	3.19%	Aug-29	84,973	134,200
New York Life Insurance Company	3.50%	Apr-33	69,422	98,416
	<u>3.63%</u>		<u>491,942</u>	<u>727,795</u>
<b><u>Unsecured Bonds</u></b>				
Bonds 1/	3.24%	Feb-30	399,204	
Bonds	2.65%	Feb-31	398,579	
Bonds 2/	4.38%	Apr-29	349,288	
Bonds 3/	4.06%	Mar-28	347,449	
Bonds 4/	3.78%	Mar-27	297,934	
Bonds	3.75%	Jan-23	249,726	
	<u>3.60%</u>		<u>2,042,180</u>	
<b><u>Unsecured Loans</u></b>				
Bank term loan 5/	1.20%	Nov-22	150,000	
Credit facility 5/ 6/	1.00%	Mar-26	70,000	
Bank term loan 7/	2.79%	Nov-22	50,000	
	<u>1.44%</u>		<u>270,000</u>	
<b><u>Total Debt</u></b>	<u>3.40%</u>		<u>\$ 2,804,122</u>	
<b><u>Total Net of Debt Issuance Costs</u></b>			<u>\$ 2,788,915</u>	

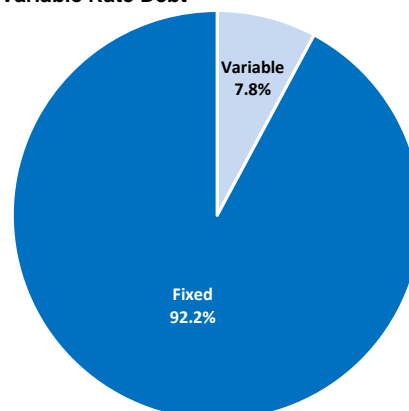
<u>Bond Covenants as of December 31, 2021</u>	
Overall indebtedness (<60%)	42.2%
Secured indebtedness (<40%)	7.4%
Income available for debt service (>1.5x)	5.76
Total unencumbered assets to unsecured debt (>150%)	254.1%

<u>Agency</u>	<u>Rating</u>	<u>Outlook</u>	<u>Affirmed</u>
S&P	BBB	Stable	7/6/21
Moody's	Baa2	Stable	3/5/21

### Secured and Unsecured Debt



### Fixed and Variable Rate Debt



1/ Rate includes the impact of the swaps that were settled for (\$6.6) million upon issuance of the bonds.

2/ Rate includes the impact of the swaps that were settled for (\$5.1) million upon issuance of the bonds.

3/ Rate includes the impact of the swaps that were settled for \$7.2 million upon issuance of the bonds.

4/ Rate includes the impact of the swaps that were settled for \$7.3 million upon issuance of the bonds.

5/ Floating rate loans based on one-month LIBOR.

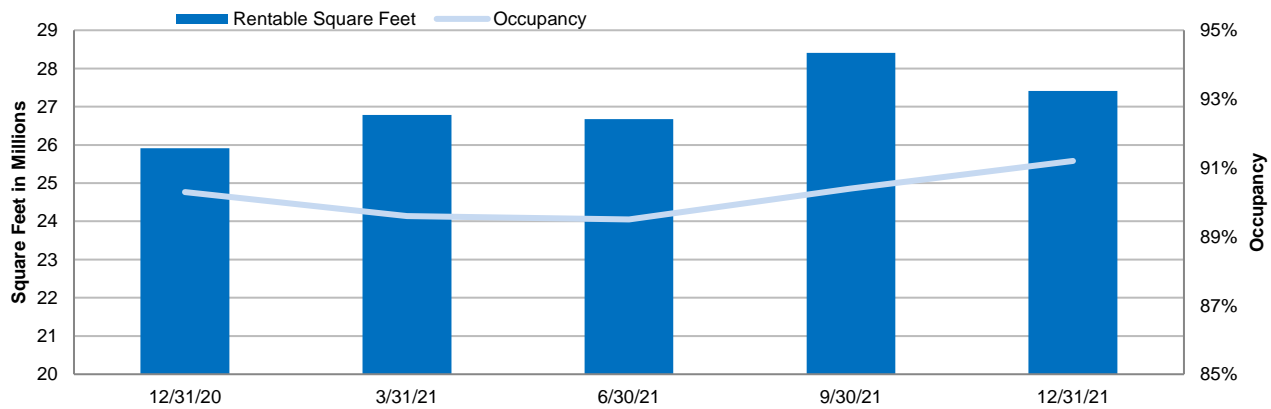
6/ The \$750 million credit facility has a maturity date of March 2026 including two six-month extension options.

7/ This loan maturing November 2022 was swapped to an effective fixed rate of 2.79% until January 2022, including the current spread based on the company's credit rating.

# Portfolio Summary

	<u>12/31/21</u>	<u>9/30/21</u>	<u>6/30/21</u>	<u>3/31/21</u>	<u>12/31/20</u>
<b>Total In-Service</b>					
Rentable Square Feet	27,408,000	28,412,000	26,672,000	26,787,000	25,909,000
Occupancy	91.2%	90.4%	89.5%	89.6%	90.3%
<b>Same Property:</b>					
Rentable Square Feet	24,248,000	24,248,000	24,248,000	24,248,000	24,248,000
Occupancy	90.6%	90.3%	89.9%	89.8%	90.7%

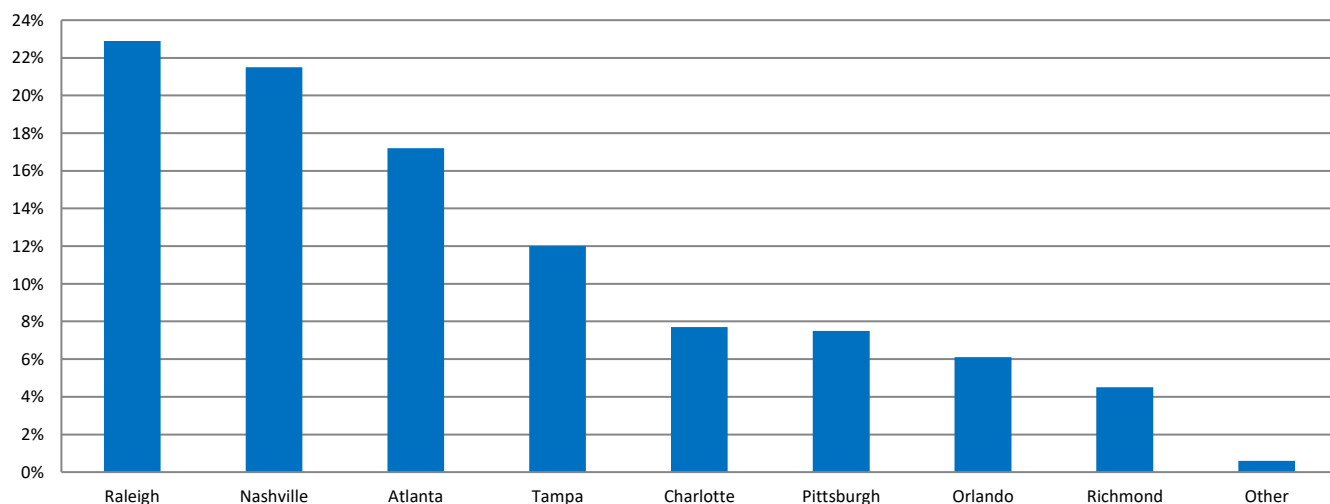
Rentable Square Feet and Occupancy Trend: *Total In-Service*



## Portfolio Summary

<u>Market</u>	<u>Rentable Square Feet</u>	<u>Occupancy</u>	<u>Percentage of Annualized Cash Revenue 1/</u>
Raleigh	6,335,000	92.8%	22.9%
Nashville	5,118,000	94.8%	21.5%
Atlanta	4,925,000	87.6%	17.2%
Tampa	3,328,000	88.7%	12.0%
Charlotte	1,611,000	94.2%	7.7%
Pittsburgh	2,152,000	92.6%	7.5%
Orlando	1,789,000	89.8%	6.1%
Richmond	1,851,000	87.2%	4.5%
Other	299,000	87.8%	0.6%
<b>Total</b>	<b>27,408,000</b>	<b>91.2%</b>	<b>100.0%</b>

**Annualized Cash Revenue by Market 1/**



1/ Annualized Cash Revenue is December 2021 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

## Occupancy Trends

<u>Market</u>	<u>Measurement</u>	<u>12/31/21</u>	<u>9/30/21</u>	<u>6/30/21</u>	<u>3/31/21</u>	<u>12/31/20</u>
Atlanta	Rentable Square Feet	<b>4,925,000</b>	5,318,000	5,318,000	5,316,000	5,416,000
	Occupancy	<b>87.6%</b>	87.5%	87.4%	87.8%	88.8%
	Current Properties 1/	<b>87.6%</b>	87.5%	87.3%	87.7%	88.4%
Charlotte	Rentable Square Feet	<b>1,611,000</b>	1,611,000	841,000	841,000	841,000
	Occupancy	<b>94.2%</b>	94.2%	90.2%	90.2%	89.6%
	Current Properties 1/	<b>90.4%</b>	90.4%	90.2%	90.2%	89.6%
Nashville	Rentable Square Feet	<b>5,118,000</b>	5,118,000	4,567,000	4,566,000	4,567,000
	Occupancy	<b>94.8%</b>	95.3%	94.1%	92.9%	92.8%
	Current Properties 1/	<b>94.4%</b>	94.9%	94.1%	92.9%	92.8%
Orlando	Rentable Square Feet	<b>1,789,000</b>	1,791,000	1,791,000	1,791,000	1,791,000
	Occupancy	<b>89.8%</b>	88.3%	88.5%	88.0%	87.8%
	Current Properties 1/	<b>89.8%</b>	88.3%	88.5%	88.0%	87.8%
Pittsburgh	Rentable Square Feet	<b>2,152,000</b>	2,151,000	2,151,000	2,151,000	2,151,000
	Occupancy	<b>92.6%</b>	92.1%	91.5%	91.9%	92.9%
	Current Properties 1/	<b>92.6%</b>	92.1%	91.5%	91.9%	92.9%
Raleigh	Rentable Square Feet	<b>6,335,000</b>	6,675,000	5,815,000	5,813,000	4,834,000
	Occupancy	<b>92.8%</b>	91.2%	90.6%	91.4%	91.2%
	Current Properties 1/	<b>92.3%</b>	91.3%	90.5%	91.3%	91.7%
Richmond	Rentable Square Feet	<b>1,851,000</b>	1,947,000	2,034,000	2,037,000	2,037,000
	Occupancy	<b>87.2%</b>	88.3%	86.9%	86.1%	88.7%
	Current Properties 1/	<b>87.2%</b>	87.7%	85.6%	84.7%	87.5%
Tampa	Rentable Square Feet	<b>3,328,000</b>	3,503,000	3,501,000	3,618,000	3,618,000
	Occupancy	<b>88.7%</b>	85.8%	87.1%	87.3%	89.7%
	Current Properties 1/	<b>88.7%</b>	88.1%	89.5%	89.3%	91.9%
Other	Rentable Square Feet	<b>299,000</b>	298,000	654,000	654,000	654,000
	Occupancy	<b>87.8%</b>	86.9%	79.7%	84.1%	87.5%
	Current Properties 1/	<b>87.8%</b>	86.9%	86.0%	86.0%	94.3%
Total	Rentable Square Feet	<b>27,408,000</b>	28,412,000	26,672,000	26,787,000	25,909,000
	Occupancy	<b>91.2%</b>	90.4%	89.5%	89.6%	90.3%
	Current Properties 1/	<b>90.6%</b>	90.3%	89.9%	89.8%	90.7%

1/ Only includes properties that were owned and in-service for all periods shown.

## Office Leasing Statistics

	Three Months Ended					Five Quarter
	12/31/21	9/30/21	6/30/21	3/31/21	12/31/20	Average
<b>Leasing Activity:</b>						
Square footage of Renewal Deals	600,261	427,148	575,538	305,269	305,795	442,802
Square footage of New Deals (Relets)	283,600	245,199	323,022	247,303	160,178	251,860
Rentable square footage leased	883,861	672,347	898,560	552,572	465,973	694,662
Renewed square footage (% of total)	67.9%	63.5%	64.1%	55.2%	65.6%	63.7%
New Leases square footage (% of total)	32.1%	36.5%	35.9%	44.8%	34.4%	36.3%
Number of lease transactions (signed leases)	123	96	122	93	68	100
<b>Weighted average per rentable square foot over the lease term:</b>						
Base rent	\$ 30.04	\$ 31.82	\$ 31.14	\$ 30.77	\$ 29.32	\$ 30.62
Rent concessions	(1.18)	(1.42)	(1.50)	(1.60)	(1.24)	(1.39)
GAAP rent	28.86	30.40	29.64	29.17	28.08	29.23
Tenant improvements	(3.12)	(4.44)	(3.66)	(3.93)	(2.62)	(3.55)
Leasing commissions <sup>1/</sup>	(0.88)	(1.05)	(0.93)	(0.92)	(0.74)	(0.90)
<b>Effective rent after capex</b>	<b>24.86</b>	<b>24.91</b>	<b>25.05</b>	<b>24.32</b>	<b>24.72</b>	<b>24.78</b>
Expense stop	(8.82)	(9.24)	(9.00)	(9.18)	(10.14)	(9.28)
<b>Effective rent after capex and opex</b>	<b>\$ 16.04</b>	<b>\$ 15.67</b>	<b>\$ 16.05</b>	<b>\$ 15.14</b>	<b>\$ 14.58</b>	<b>\$ 15.50</b>
<b>Square feet weighted average term in years</b>	<b>4.2</b>	<b>6.1</b>	<b>5.5</b>	<b>4.6</b>	<b>4.4</b>	<b>5.0</b>
<b>Dollar weighted average term in years</b>	<b>4.3</b>	<b>6.3</b>	<b>5.6</b>	<b>4.7</b>	<b>4.6</b>	<b>5.1</b>
<b>Capital Expenditures Related to Above Leasing Activity:</b>						
<b>Tenant Improvements:</b>						
Total dollars committed under signed leases	\$ 15,863,848	\$ 22,918,766	\$ 22,416,640	\$ 13,104,744	\$ 8,901,317	\$ 16,641,063
Rentable square feet	883,861	672,347	898,560	552,572	465,973	694,662
Per rentable square foot	\$ 17.95	\$ 34.09	\$ 24.95	\$ 23.72	\$ 19.10	\$ 23.96
<b>Leasing Commissions:</b>						
Total dollars committed under signed leases <sup>1/</sup>	\$ 3,932,789	\$ 5,089,952	\$ 5,202,255	\$ 2,730,612	\$ 1,913,511	\$ 3,773,824
Rentable square feet	883,861	672,347	898,560	552,572	465,973	694,662
Per rentable square foot	\$ 4.45	\$ 7.57	\$ 5.79	\$ 4.94	\$ 4.11	\$ 5.43
<b>Total:</b>						
Total dollars committed under signed leases	\$ 19,796,637	\$ 28,008,718	\$ 27,618,895	\$ 15,835,356	\$ 10,814,828	\$ 20,414,887
Rentable square feet	883,861	672,347	898,560	552,572	465,973	694,662
Per rentable square foot	\$ 22.40	\$ 41.66	\$ 30.74	\$ 28.66	\$ 23.21	\$ 29.39

<sup>1/</sup> Excludes capitalized internal leasing costs.

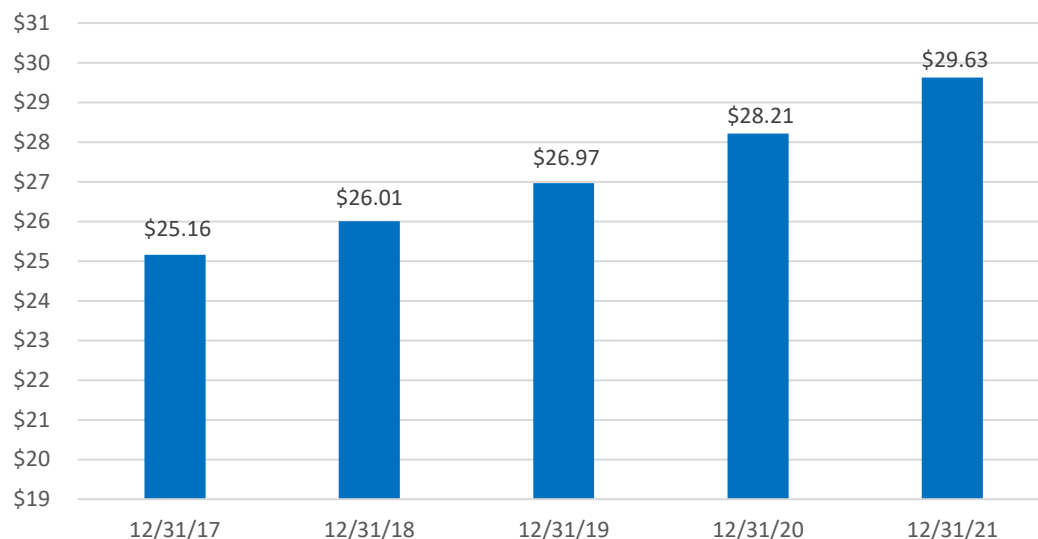


## Office Leasing Statistics and Rental Rate Comparisons by Market

For Three Months Ended December 31, 2021

Leasing Statistics	Rentable Square Feet	Dollar	TI's	Lease Commissions	Rental	Previous	Percentage	
		Weighted Average <u>Term</u>						<u>Per SF</u>
Raleigh	220,146	3.7	\$ 13.39	\$ 2.96	\$ 28.61	\$ 24.60	16.3%	
Tampa	219,180	4.4	21.95	5.03	30.86	27.29	13.1%	
Atlanta	136,193	4.6	19.74	5.97	31.60	29.31	7.8%	
Richmond	96,822	3.1	7.20	2.36	22.86	22.35	2.3%	
Orlando	87,208	5.5	30.62	6.12	30.48	26.81	13.7%	
Other	55,999	7.0	15.14	5.94	17.86	17.79	0.4%	
Nashville	35,213	4.0	12.23	3.77	30.45	25.10	21.3%	
Pittsburgh	20,818	4.8	37.00	5.70	33.90	28.04	20.9%	
Charlotte	12,282	1.1	0.00	1.60	40.08	38.61	3.8%	
GAAP Rent Growth	1/	<b>883,861</b>	<b>4.3</b>	<b>\$ 17.95</b>	<b>\$ 4.45</b>	<b>\$ 28.86</b>	<b>\$ 25.87</b>	<b>11.6%</b>
Cash Rent Growth	2/	<b>883,861</b>	<b>4.3</b>	<b>\$ 17.95</b>	<b>\$ 4.45</b>	<b>\$ 28.50</b>	<b>\$ 27.62</b>	<b>3.2%</b>

### Average Office Cash Rental Rates for All In-Place Leases as of:



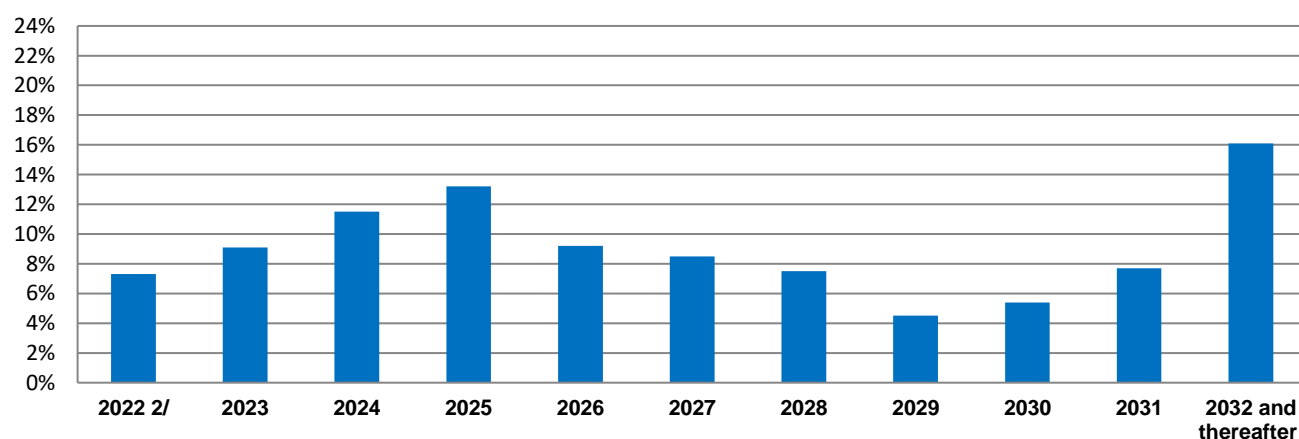
1/ GAAP rent growth is calculated by comparing average cash rent psf over the term (GAAP rent) of the new lease to the average cash rent psf over the term related to the previous lease in the same space. Adjustments are made if necessary to put both the current and prior deal on a consistent gross lease basis.

2/ Cash rent growth is calculated by comparing beginning annualized cash rent psf (after rent concessions burn off) under the new lease to ending annualized cash rent psf (including recovery income and rent escalations) related to the previous lease in the same space. Adjustments are made if necessary to put both the current and prior deal on a consistent gross lease basis.

## Office Lease Expirations (dollars in thousands)

<u>Year</u>	<u>Occupied Rentable Square Feet Expiring</u>	<u>Percent of Occupied Rentable Square Feet</u>	<u>Annualized Cash Revenue 1/</u>	<u>Average Rental Rate</u>	<u>Percent of Annualized Cash Revenue 1/</u>
2022 2/	1,847,106	7.4%	\$ 54,277	\$ 29.38	7.3%
2023	2,317,237	9.3%	67,112	28.96	9.1%
2024	2,755,874	11.0%	85,219	30.92	11.5%
2025	3,294,592	13.2%	97,515	29.60	13.2%
2026	2,330,660	9.3%	67,967	29.16	9.2%
2027	2,291,942	9.2%	62,758	27.38	8.5%
2028	1,814,047	7.3%	55,402	30.54	7.5%
2029	1,266,975	5.1%	33,692	26.59	4.5%
2030	1,404,233	5.5%	40,244	28.66	5.4%
2031	1,912,612	7.7%	57,341	29.98	7.7%
2032 and thereafter	3,757,864	15.0%	118,973	31.66	16.1%
	<b>24,993,142</b>	<b>100.0%</b>	<b>\$ 740,500</b>	<b>\$ 29.63</b>	<b>100.0%</b>

Percent of Total Annualized Cash Revenue Expiring by Year



1/ Annualized Cash Revenue is December 2021 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

2/ Includes 52,000 square feet of leases that are on a month to month basis, which constitute 0.2% of total annualized revenue.

Note: 2022 and beyond expirations that have been renewed are reflected above based on the renewal expiration date. Expirations include leases related to completed not stabilized development properties and exclude leases related to developments in-process.

## Office Lease Expirations by Market by Year (dollars in thousands)

		<u>2022 1/</u>	<u>2023</u>	<u>2024</u>	<u>2025</u>	<u>Thereafter</u>
Atlanta	RSF	230,918	219,945	465,471	637,211	2,758,528
	% of Total RSF	0.9%	0.8%	1.9%	2.5%	11.1%
	Annualized Cash Revenue 2/	\$ 8,057	\$ 7,217	\$ 14,939	\$ 16,689	\$ 80,460
	% of Total Annl Cash Rev	1.0%	1.0%	1.9%	2.3%	10.9%
Charlotte	RSF	41,358	6,001	44,224	49,128	1,376,844
	% of Total RSF	0.2%	0.0%	0.2%	0.2%	5.5%
	Annualized Cash Revenue 2/	\$ 2,194	\$ 232	\$ 2,382	\$ 1,823	\$ 50,003
	% of Total Annl Cash Rev	0.3%	0.0%	0.3%	0.2%	6.9%
Nashville	RSF	168,304	447,642	424,455	967,407	2,845,890
	% of Total RSF	0.7%	1.8%	1.7%	3.9%	11.4%
	Annualized Cash Revenue 2/	\$ 4,675	\$ 13,542	\$ 13,712	\$ 31,715	\$ 95,363
	% of Total Annl Cash Rev	0.6%	1.9%	1.9%	4.3%	12.9%
Orlando	RSF	226,643	190,954	234,539	186,076	768,220
	% of Total RSF	0.9%	0.8%	0.9%	0.7%	2.9%
	Annualized Cash Revenue 2/	\$ 6,423	\$ 5,894	\$ 7,051	\$ 5,044	\$ 21,102
	% of Total Annl Cash Rev	0.9%	0.8%	1.0%	0.7%	2.8%
Pittsburgh	RSF	115,013	189,918	432,485	169,126	1,086,367
	% of Total RSF	0.5%	0.8%	1.7%	0.7%	4.4%
	Annualized Cash Revenue 2/	\$ 2,919	\$ 5,792	\$ 11,525	\$ 5,102	\$ 30,350
	% of Total Annl Cash Rev	0.4%	0.8%	1.6%	0.7%	4.0%
Raleigh	RSF	397,229	349,661	758,336	788,243	3,588,078
	% of Total RSF	1.6%	1.4%	3.0%	3.2%	14.3%
	Annualized Cash Revenue 2/	\$ 11,806	\$ 9,883	\$ 24,459	\$ 23,030	\$ 100,237
	% of Total Annl Cash Rev	1.6%	1.3%	3.3%	3.1%	13.4%
Richmond	RSF	207,365	412,395	117,653	201,828	674,833
	% of Total RSF	0.8%	1.7%	0.5%	0.8%	2.8%
	Annualized Cash Revenue 2/	\$ 4,918	\$ 9,545	\$ 2,831	\$ 4,380	\$ 11,948
	% of Total Annl Cash Rev	0.7%	1.3%	0.4%	0.6%	1.6%
Tampa	RSF	407,429	386,546	260,196	276,797	1,621,336
	% of Total RSF	1.6%	1.5%	1.0%	1.1%	6.5%
	Annualized Cash Revenue 2/	\$ 12,382	\$ 12,876	\$ 7,972	\$ 9,372	\$ 45,968
	% of Total Annl Cash Rev	1.7%	1.7%	1.1%	1.3%	6.2%
Other	RSF	52,847	114,175	18,515	18,776	58,237
	% of Total RSF	0.2%	0.5%	0.1%	0.1%	0.2%
	Annualized Cash Revenue 2/	\$ 903	\$ 2,131	\$ 348	\$ 360	\$ 946
	% of Total Annl Cash Rev	0.1%	0.3%	0.0%	0.0%	0.2%
<b>Total</b>	<b>RSF</b>	<b>1,847,106</b>	<b>2,317,237</b>	<b>2,755,874</b>	<b>3,294,592</b>	<b>14,778,333</b>
	<b>% of Total RSF</b>	<b>7.4%</b>	<b>9.3%</b>	<b>11.0%</b>	<b>13.2%</b>	<b>59.1%</b>
	<b>Annualized Cash Revenue 2/</b>	<b>\$ 54,277</b>	<b>\$ 67,112</b>	<b>\$ 85,219</b>	<b>\$ 97,515</b>	<b>\$ 436,377</b>
	<b>% of Total Annl Cash Rev</b>	<b>7.3%</b>	<b>9.1%</b>	<b>11.5%</b>	<b>13.2%</b>	<b>58.9%</b>

1/ Includes 52,000 square feet of leases that are on a month to month basis, which constitute 0.2% of total annualized revenue.

2/ Annualized Cash Revenue is December 2021 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

## Customer Diversification (dollars in thousands)

	Rentable Square Feet	Annualized Cash Revenue 1/	Percent of Annualized Cash Revenue 1/	Average Remaining Lease Term in Years
<b>Top 20 Customers</b>				
Federal Government	1,058,933	\$ 29,571	3.97%	7.4
Bank of America	652,313	27,286	3.67%	12.2
Asurion	543,794	21,010	2.82%	14.8
Metropolitan Life Insurance	667,228	19,275	2.59%	9.1
Bridgestone Americas	506,128	18,104	2.43%	15.7
PPG Industries	360,364	10,262	1.38%	9.5
Mars Petcare	223,700	9,438	1.27%	9.4
Vanderbilt University	294,389	9,337	1.25%	4.4
EQT	317,052	8,138	1.09%	2.8
Bass, Berry & Sims	213,951	8,052	1.08%	3.1
Tivity	263,598	7,803	1.05%	1.2
American General Life	173,834	6,666	0.90%	5.1
Novelis	168,949	6,308	0.85%	2.7
Albemarle	162,368	5,967	0.80%	12.1
State of Georgia	288,443	5,813	0.78%	3.0
Lifepoint Corporate Services	202,991	5,696	0.77%	7.3
PNC Bank	162,223	5,389	0.72%	5.9
Marsh USA	136,246	5,137	0.69%	5.7
Cigna	180,728	5,026	0.68%	6.0
Regus	169,833	4,999	0.67%	6.2
	<u>6,747,065</u>	<u>\$ 219,277</u>	<u>29.46%</u>	<u>8.7</u>

### Percent of Annualized Revenue by Industry

Category	Percent of Annualized Cash Revenue 1/
Professional, Scientific and Technical Services	26.9%
Finance/Banking	18.1%
Insurance	12.0%
Health Care and Social Assistance	10.3%
Manufacturing	7.7%
Government/Public Administration	5.0%
Real Estate Rental and Leasing	4.1%
Information	2.9%
Retail Trade	2.3%
Administrative and Support Services	2.0%
Educational Services	1.8%
Other Services (except Public Administration)	1.6%
Energy	1.5%
Accommodation and Food Services	1.5%
Telecommunication	1.3%
Transportation and Warehousing	0.6%
Wholesale Trade	0.4%
	<u>100.0%</u>

1/ Annualized Cash Revenue is December 2021 cash rental revenue (base rent plus operating expense pass through revenue excluding straight-line rental income) multiplied by 12.

## Same Property Performance (dollars in thousands)

	Three Months Ended		Dollar Change B/(W)	Percentage Change B/(W)
	December 31,			
	2021	2020		
Rental revenues 1/	\$ 165,993	\$ 161,118	\$ 4,875	3.0%
Operating expenses	(54,501)	(53,103)	(1,398)	(2.6%)
<b>Cash NOI excluding temporary rent deferrals 1/</b>	<b>111,492</b>	<b>108,015</b>	<b>3,477</b>	<b>3.2%</b>
Temporary rent deferrals 2/	491	2,192	(1,701)	(77.6%)
<b>Cash NOI</b>	<b>111,983</b>	<b>110,207</b>	<b>1,776</b>	<b>1.6%</b>
Lease termination fees 3/	47	102	(55)	(53.9%)
<b>Cash NOI with Term Fees 4/</b>	<b>112,030</b>	<b>110,309</b>	<b>1,721</b>	<b>1.6%</b>
Straight-line rent and other non-cash adjustments 5/	4,060	3,697	363	9.8%
<b>GAAP NOI</b>	<b>\$ 116,090</b>	<b>\$ 114,006</b>	<b>\$ 2,084</b>	<b>1.8%</b>
Average occupancy	90.4%	90.8%		(0.4%)
Rentable square feet	24,248,000	24,248,000		

	Twelve Months Ended		Dollar Change B/(W)	Percentage Change B/(W)
	December 31,			
	2021	2020		
Rental revenues 1/	\$ 661,112	\$ 636,620	\$ 24,492	3.8%
Operating expenses	(210,173)	(209,145)	(1,028)	(0.5%)
<b>Cash NOI excluding temporary rent deferrals 1/</b>	<b>450,939</b>	<b>427,475</b>	<b>23,464</b>	<b>5.5%</b>
Temporary rent deferrals 2/	2,781	(3,645)	6,426	176.3%
<b>Cash NOI</b>	<b>453,720</b>	<b>423,830</b>	<b>29,890</b>	<b>7.1%</b>
Lease termination fees 3/	346	477	(131)	(27.5%)
<b>Cash NOI with Term Fees 4/</b>	<b>454,066</b>	<b>424,307</b>	<b>29,759</b>	<b>7.0%</b>
Straight-line rent and other non-cash adjustments 5/	13,320	37,669	(24,349)	(64.6%)
<b>GAAP NOI</b>	<b>\$ 467,386</b>	<b>\$ 461,976</b>	<b>\$ 5,410</b>	<b>1.2%</b>
Average occupancy	90.1%	91.2%		(1.1%)
Rentable square feet	24,248,000	24,248,000		

Market	Year to Date: 2021 vs 2020	
	GAAP NOI Percentage Change	Occupancy Percentage Change
	Atlanta	2.4%
Charlotte	(0.3%)	0.6%
Nashville	3.3%	1.0%
Orlando	7.9%	0.6%
Pittsburgh	(3.8%)	(1.8%)
Raleigh	0.4%	(0.5%)
Richmond	(4.4%)	(3.2%)
Tampa	1.2%	(3.3%)
Other	(8.4%)	(7.8%)
	<u>1.2%</u>	<u>(1.1%)</u>

1/ Excludes straight-line rents, lease termination fees, adjustments related to amortization of acquired above and below market leases and amortization of lease incentives.

2/ Rent deferrals do not include abatements or free rent provided in exchange for lease extensions entered into as a result of the COVID-19 pandemic.

3/ Straight-line rent credit losses related to lease terminations are reflected here as a reduction of lease termination fees.

4/ Excludes straight-line rents, adjustments related to amortization of acquired above and below market leases and amortization of lease incentives.

5/ Includes adjustments related to amortization of acquired above and below market leases, amortization of lease incentives and temporary rent deferrals.

## Acquisition Activity (dollars in thousands)

	<b>Twelve Months Ended <u>12/31/21</u></b>	
Occupancy at Acquisition		93.2%
Square feet		2,266,000
Gross total investment	\$	821,400

### Forum

Market		Raleigh
Property type		Office
Date acquired		January 21, 2021
Square feet (5 buildings)		636,000
Gross total investment	\$	138,400 1/
Occupancy at Acquisition		91.0%

### Acquisition of Office Assets from PAC

Market		Raleigh/Charlotte/Atlanta
Property type		Office
Date acquired		July 29, 2021
Square feet (7 buildings)		1,630,000
Gross total investment	\$	683,000 2/
Occupancy at Acquisition		94.0%

1/ Acquired partner's 75% interest for \$131.3 million, plus \$7.1 million of incremental capital spend on planned near-term building improvements, which equates to a total value of \$184.5 million on 100% of the project.

2/ Includes \$20.2 million development parcel in Atlanta.

## Disposition Activity (dollars in thousands)

	<b>Twelve Months Ended <u>12/31/21</u></b>			
Occupancy 1/		80.9%		
Square feet		1,661,000		
Gross sales price	\$	374,150		
<b>Federal Aviation Administration</b>				
Market		Atlanta		
Date sold	January 15, 2021			
Occupancy 1/		100.0%		
Square feet		100,000		
Gross sales price	\$	30,700		
<b>Preserve VII</b>				
Market		Tampa		
Date sold	June 23, 2021			
Occupancy 1/		100.0%		
Square feet		115,000		
Gross sales price	\$	43,000		
<b>Stony Point VI</b>				
Market		Richmond		
Date sold	September 15, 2021			
Occupancy 1/		100.0%		
Square feet		87,000		
Gross sales price	\$	52,200		
<b>Crescent Center</b>				
Market		Memphis		
Date sold	September 24, 2021			
Occupancy 1/		74.5%		
Square feet		356,000		
Gross sales price	\$	67,500		
<b>50 Glenlake</b>				
Market		Atlanta		
Date sold	October 28, 2021			
Occupancy 1/		76.4%		
Square feet		145,000		
Gross sales price	\$	21,100		
<b>5405 Windward</b>				
Market		Atlanta		
Date sold		October 29, 2021		
Occupancy 1/		93.1%		
Square feet		248,000		
Gross sales price	\$	48,000		
<b>Preserve V</b>				
Market		Tampa		
Date sold		November 17, 2021		
Occupancy 1/		41.3%		
Square feet		175,000		
Gross sales price	\$	30,350		
<b>Smoketree/Cottonwood</b>				
Market		Raleigh		
Date sold		December 2, 2021		
Occupancy 1/		93.4%		
Square feet		191,000		
Gross sales price	\$	35,500		
<b>Progress Center</b>				
Market		Raleigh		
Date sold		December 15, 2021		
Occupancy 1/		59.7%		
Square feet		147,000		
Gross sales price	\$	25,000		
<b>4421 &amp; 4401 Waterfront</b>				
Market		Richmond		
Date sold		December 28, 2021		
Occupancy 1/		100.0%		
Square feet		97,000		
Gross sales price	\$	20,800		

1/ As of last reported quarter-end occupancy prior to date of disposition.

## Development Activity (dollars in thousands)

		Project Details Shown at 100%					Estimated	
<u>In-Process</u>	<u>Market</u>	<u>Own %</u>	<u>Rentable</u>	<u>Anticipated</u>	<u>Investment</u>	<u>Pre-</u>	<u>Completion</u>	<u>Stabilization</u>
			<u>Square</u>	<u>Total</u>	<u>As Of</u>			
			<u>Feet</u>	<u>Investment 1/</u>	<u>12/31/21 1/</u>		<u>Date</u>	<u>Date</u>
GlenLake III Office & Retail 2/	Raleigh	100%	218,250	\$ 94,600	\$ 7,329	14.6%	3Q 23	1Q 26
2827 Peachtree 3/	Atlanta	50%	135,300	79,000	12,158	62.4%	3Q 23	1Q 25
			<b>353,550</b>	<b>\$ 173,600</b>	<b>\$ 19,487</b>	<b>32.9%</b>		
							<b>Occupancy</b>	
							<b>as of 12/31/21</b>	
<b>Completed Not Stabilized 4/</b>								
Virginia Springs II	Nashville	100%	111,000	\$ 37,900	\$ 32,361	89.6%	4Q 20	3Q 22
Midtown West 5/	Tampa	80%	150,000	71,300	55,267	64.5%	2Q 21	4Q 22
			<b>261,000</b>	<b>\$ 109,200</b>	<b>\$ 87,628</b>	<b>75.1%</b>	<b>27.4%</b>	
<b>Total Pipeline</b>			<b>614,550</b>	<b>\$ 282,800</b>	<b>\$ 107,115</b>	<b>50.8%</b>		
					<b>\$ Weighted %</b>		<b>50.6%</b>	



Glenlake III, Raleigh

1/ Includes deferred lease commissions which are classified in deferred leasing costs on our consolidated balance sheet

2/ Retail portion recorded on our consolidated balance sheet as land held for development, not development in-process.

3/ We own a 50% interest in this unconsolidated joint venture.

4/ "Completed not stabilized" properties are recorded on our consolidated balance sheet in land and buildings and tenant improvements, not development in-process.

5/ We own an 80% interest in this consolidated joint venture.



## Land Held for Development

<u>Market</u>	<u>Office SF</u>	<u>Mixed Use SF 1/</u>	<u>Total SF</u>
Nashville	2,200,000	1,750,000	3,950,000
Raleigh	982,000	25,000	1,007,000
Atlanta	600,000	330,000	930,000
Tampa	500,000	940,000	1,440,000
Richmond /2	300,000	820,000	1,120,000
Orlando	80,000	400,000	480,000
Pittsburgh	60,000	-	60,000
<b>Total</b>	<b><u>4,722,000</u></b>	<b><u>4,265,000</u></b>	<b><u>8,987,000</u></b>
Estimated Build Out	\$2.3 Billion	\$1.9 Billion	\$4.2 Billion

The land inventory in the table above totals approximately 256 acres and has a market value of approximately \$310M to \$320M. Additionally, Highwoods owns approximately 50 acres of land in non-core locations with a market value of approximately \$10M to \$12M.

1/ Based upon an average of 1,000 SF per residential unit

2/ Excludes core development land owned by a 50% consolidated joint venture.