

# DUKE REALTY CORPORATION AGREEMENTS TO SELL MEDICAL OFFICE BUSINESS AND PORTFOLIO MAY 1, 2017



33 Logistics Park 1610 Lehigh Valley, PA

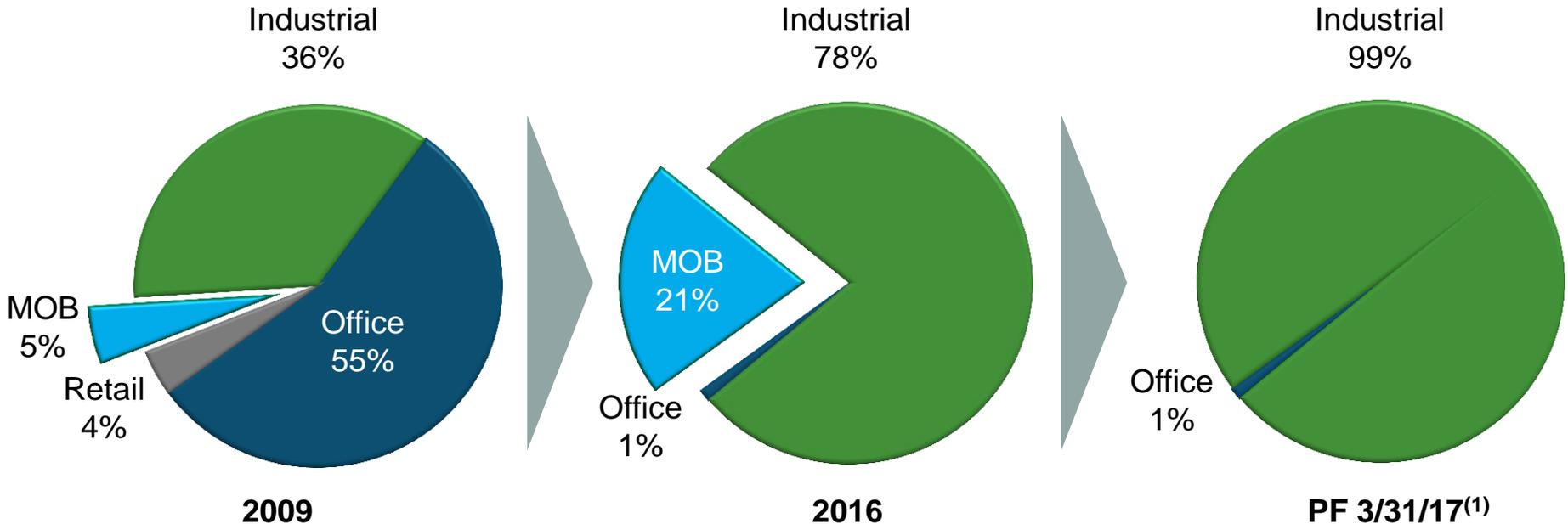
# Forward-Looking Statement

**This slide presentation contains statements that constitute “forward-looking statements” within the meaning of the Securities Act of 1933 and the Securities Exchange Act of 1934 as amended by the Private Securities Litigation Reform Act of 1995. These forward-looking statements are subject to risks and uncertainties. The words "expect," "anticipate," "intend," "plan," "will," "may," "should," "could," "would," and similar expressions are intended to identify forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date on which they are made. Duke Realty Corporation undertakes no obligation to update or revise any forward-looking statements. A number of important factors could cause actual results to differ materially from those contemplated by forward-looking statements in this slide presentation. Many of these factors are beyond our ability to control or predict. Factors that could cause actual results to differ materially from those contemplated in this slide presentation include, but are not limited to, Duke Realty Corporation’s ability to complete the disposition on the currently agreed upon terms, or at all, including the satisfaction of closing conditions; Duke Realty Corporation’s ability to redeploy the transaction proceeds, including its ability to repay outstanding debt and availability of assets in which to reinvest; and changes to Duke Realty Corporation’s dividend policy. A further description of these and other risks and uncertainties can be found in the factors set forth in our filings with the Securities and Exchange Commission, including our annual report on Form 10-K, quarterly reports on Form 10-Q and current reports on Form 8-K.**

**Certain of the financial measures appearing in this slide presentation are or may be considered to be non-GAAP financial measures. Management believes that these non-GAAP financial measures provide additional appropriate measures of our operating results. While we believe these non-GAAP financial measures are useful in evaluating our company, the information should be considered supplemental in nature and not a substitute for the information prepared in accordance with GAAP. We have provided for your reference supplemental financial disclosure for these measures, including the most directly comparable GAAP measure and an associated reconciliation in the appendix to this presentation as well as in our most recent quarter supplemental report and earnings release, the latter two of which are available on our website at [www.dukerealty.com](http://www.dukerealty.com). Our most recent quarter supplemental report also includes the information necessary to recalculate certain operational ratios and ratios of financial position. The calculation of these non-GAAP measures may differ from the methodology used by other REITs, and therefore, may not be comparable.**

# Exit of MOB Business Completes Duke Realty's Transformation

## Portfolio Overview By Product



**Positions Duke Realty as Leading Pure Play Domestic Industrial REIT**

# Transaction Highlights

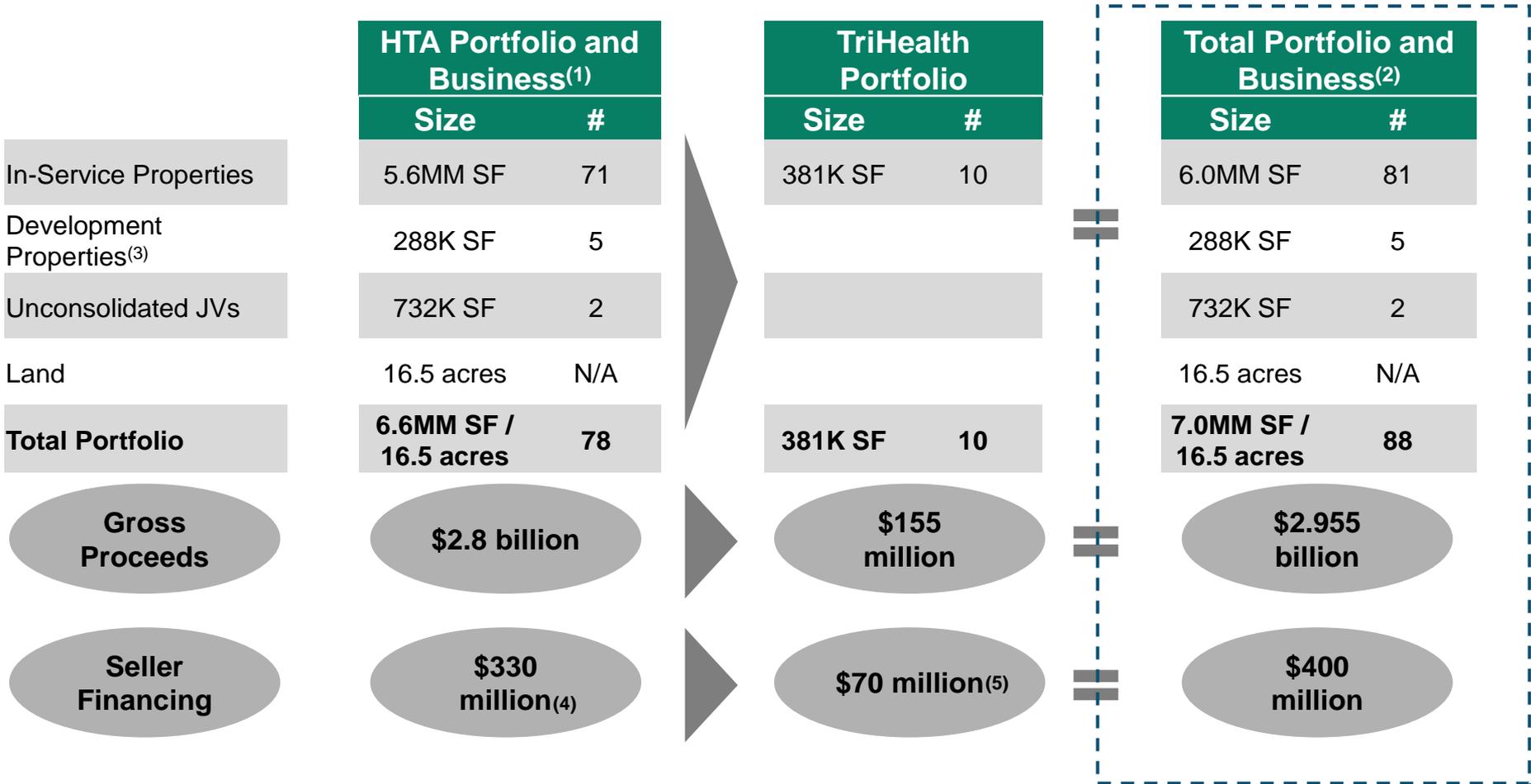
- ✓ Positions Duke Realty as the leading domestic pure play industrial REIT
- ✓ Simplifies business model; management focused exclusively on industrial platform
- ✓ Significant accretion to analyst view of NAV<sup>(1)</sup>
- ✓ Transaction structured to minimize earnings dilution – AFFO growth expected in 2017
- ✓ Reduced leverage: pro forma (TTM) debt / EBITDA of 4.9x – 4.1x with significant flexibility to fund future growth<sup>(2)</sup>
- ✓ Maintain current dividend – conservative AFFO payout ratio at less than 75%
- ✓ After debt paydown, cash retained or distributed will be \$1,265 million
- ✓ Retained proceeds of \$540 million to \$1,015 million expected to be redeployed into core industrial assets by early 2018 further enhancing earnings growth - incremental leverage capacity to drive investments through the middle of 2018
- ✓ Special dividend expected of approximately \$250 million to \$725 million (\$0.70 to \$2.00 per share), dependent mainly on potential acquisitions<sup>(3)</sup>

(1) Estimated to be over \$1.00 per share accretive to consensus NAV estimates.

(2) Assumes special dividend of \$0.70 – \$2.00 per share; Duke expects to reinvest proceeds by early 2018.

(3) Transaction has been structured to allow for tax deferral through Section 1031 acquisitions.

# Summary Transaction Overview



(1) Includes operating and development platform.  
 (2) The final composition of the Total Portfolio could be impacted by ROFR's which could allow various hospital systems to purchase up to 30 properties.  
 (3) Buyer will assume obligation to complete developments and will receive credit at closing for estimated costs to complete of \$50 million; closing expected to occur in multiple stages in late Q2 and early Q3.  
 (4) Duke Realty providing financing of \$330 million in the form of a first mortgage note on a pool of properties representing ~75% LTV; the interest rate will be 4.0%; three annual principal payments of \$110 million will be due beginning 2018; the seller financing mitigates earnings dilution, allows for orderly reinvestment of proceeds, and creates tax efficiencies  
 (5) Duke Realty provided financing of \$70 million in the form of an unsecured note guaranteed by buyer which is A+ rated; the interest rate will be 4.0%; two annual principal payments of \$35 million will be due beginning 2018.

# Summary Sources and Uses

## 1 Seller Financing

- Utilize \$400 million of seller financing to minimize earnings dilution
- Allows for more orderly reinvestment of proceeds
- Creates tax efficiencies

## 2 Leverage Reduction

- Repay \$1.2 billion of debt, substantially reducing near term maturities
- Balance sheet is best in class

## 3 Capital Return to Shareholders

- \$0.70 to \$2.00 cash special dividend to shareholders

## 4 Cash to Fund Growth

- Funds \$786 million industrial development pipeline - 6.4% yield<sup>(5)</sup>
- Funds active acquisitions pipeline, 1Q'17 acquisitions of \$117 million – 4.7% yield<sup>(6)</sup>
- Expect to redeploy cash by early 2018, additional leverage capacity to fund growth through middle of 2018

(1) Includes HTA MOB Business and TriHealth portfolio.

(2) \$50 million of construction costs and \$50 million of estimated closing costs.

(3) Consists of the repayments of the credit facility (March 31, 2017 balance of \$237 million + estimated Q2 activity of \$263 million), term loans of \$250 million, bonds of \$415 million and debt premiums of \$25 million.

(4) Dependent on reinvestment opportunities; the transaction has been structured to accommodate Section 1031 acquisitions.

(5) Initial stabilized cash yield, 6.8% stabilized GAAP yield.

(6) Represents projected stabilized investment and return on real estate assets acquired after stabilization. Costs (such as applicable closing costs, lease up costs of any vacant space acquired, and deferred maintenance costs) are added to the acquisition price.

Sources:	\$ in Millions
Estimated Gross Proceeds <sup>(1)</sup>	\$2,955
Cost Associated with Transaction <sup>(2)</sup>	(\$100)
<b>1 Seller Financing</b>	(\$400)
Cash Available to Redeploy	\$2,455

Uses:	\$ in Millions
<b>2 Debt Repayments<sup>(3)</sup></b>	(\$1,190)
<b>3 Special Dividend<sup>(4)</sup></b>	(\$725) to (\$250)
<b>4 Cash for Future Investments</b>	\$540 to \$1,015

# Detailed Use of Proceeds and Impact to 2017 Core FFO

(dollars in millions)

	Amount	Estimated GAAP 2017 "Reinvestment" Yield
TriHealth Portfolio Sale Price	\$155	
HTA Portfolio Sale Price	2,800	
<b>Estimated Gross Proceeds</b>	<b>2,955</b>	
Estimated Construction Costs to Complete	(50)	
Estimated Closing Costs and Taxes	(50)	
<b>Estimated Net Proceeds</b>	<b>2,855</b>	(4.5%) <sup>(2)</sup>
Note receivable for TriHealth Portfolio	(70)	4.0%
Note receivable for HTA Portfolio	(330)	4.0%
<b>Cash Available to Redeploy</b>	<b>2,455</b>	
Debt Repayments		
Line of Credit <sup>(1)</sup>	(500)	~1.9%
1/15/2018 Bonds @ 6.5% Coupon	(286)	6.0%
1/15/2019 Term Loan	(250)	~2.0%
3/15/2020 Bonds @ 6.75% Coupon	(129)	6.0%
Debt Premiums	(25)	
<b>Total Debt Repayments</b>	<b>(1,190)</b>	
<b>Special Dividend</b>	<b>(725) to (250)</b>	N/A
<b>Cash for Future Investments</b>	<b>\$540 to \$1,015</b>	1.0% – 3.0% <sup>(3)</sup>

(1) March 31, 2017 balance of \$237 + estimated Q2 activity of \$263.

(2) Represents \$31.939 of Q1 property level net operating income (PNOI), per page 15 of 1Q'2017 Supplemental Information, which is \$127.756 on an annualized basis divided by estimated net proceeds.

(3) Reflects short term 2017 yields during cash redeployment.

# Impact on 2017 Leverage Metrics and Earnings

## Impact of Deleveraging on Credit Ratios

	4/26/2017 Guidance	Revised Guidance After Transactions
Debt Gross Assets	40% – 36%	31% – 27%
FCC (Proforma TTM)	3.7x – 4.1x	4.4x – 4.8x
Debt to EBITDA (Proforma TTM)	5.8x – 5.4x	4.9x – 4.1x

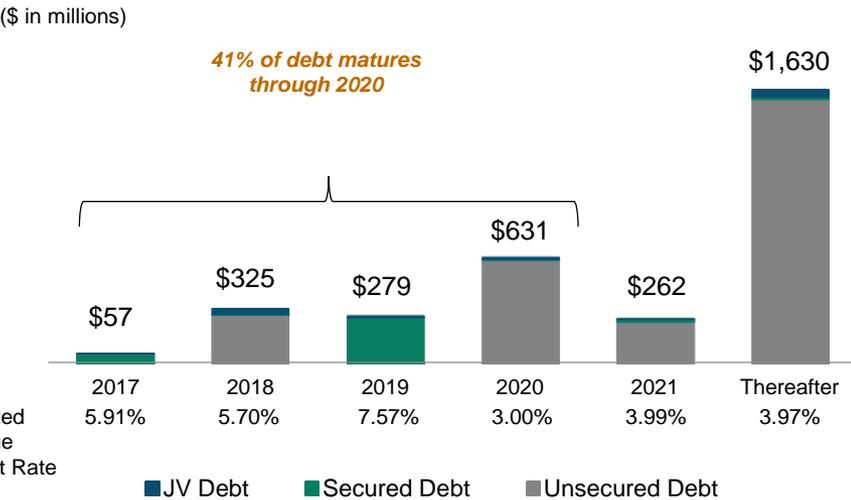
## Impact to Core FFO and AFFO

	4/26/2017 Guidance	Revised Guidance After Transactions	Change
Core FFO	\$1.24 – \$1.30	\$1.16 – \$1.24	(\$0.08) – (\$0.06)
AFFO Growth over 2016	4.7% – 10.3%	0% – 5.7%	(4.7%) – (4.6%)

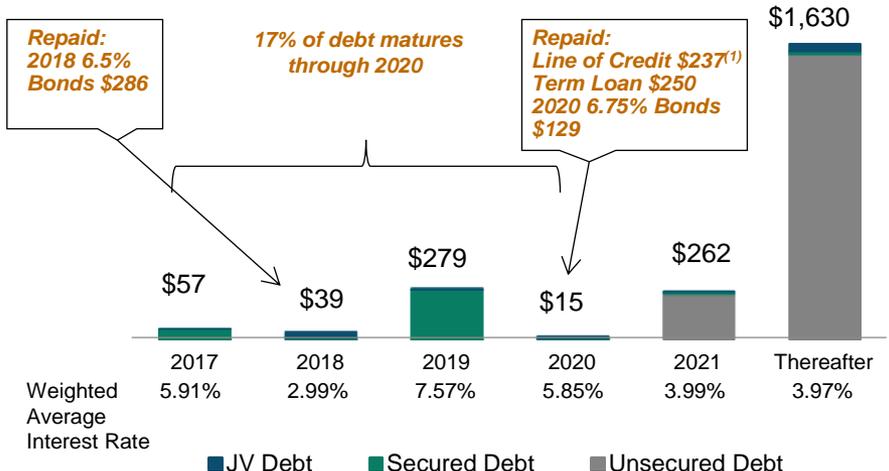
**Assumes special dividend of \$0.70 – \$2.00 per share; Duke Realty expects to reinvest proceeds by early 2018, incremental leverage capacity to fund growth through middle of 2018**

# Improved Debt Maturities & Capital Structure

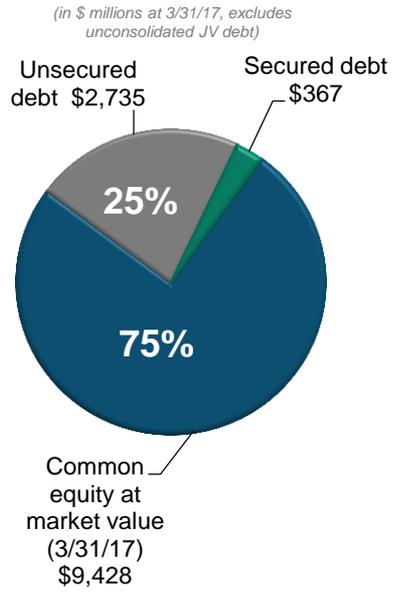
## 3/31 Debt Maturities



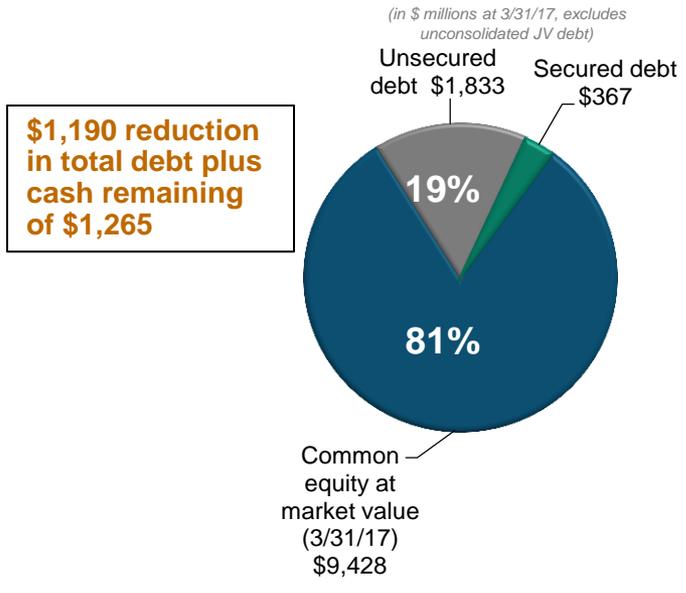
## 3/31 Proforma Debt Maturities



## CAPITALIZATION



## PROFORMA CAPITALIZATION



# Components of Net Asset Value

## March 31, 2017 - With Proforma Adjustments for MOB Sale<sup>(1)</sup>

*(unaudited and in thousands)*

Real Estate	Services Operations Net Income																																																		
<p><b>Stabilized Operating Portfolio Generating Positive NOI - Current Quarter</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Wholly Owned Industrial Proforma NOI</td> <td style="text-align: right;">\$ 117,153</td> </tr> <tr> <td>Share of Industrial JV Proforma NOI</td> <td style="text-align: right;">4,107</td> </tr> <tr> <td><b>Total Industrial</b></td> <td style="text-align: right; border-top: 1px solid black;"><b>\$ 121,260</b></td> </tr> <tr> <td> </td> <td></td> </tr> <tr> <td>Wholly Owned Non-Core Real Estate Proforma NOI</td> <td style="text-align: right;">\$ 1,506</td> </tr> <tr> <td>Share of Non-Core Real Estate JV Proforma NOI</td> <td style="text-align: right;">396</td> </tr> <tr> <td><b>Total Non-Core Real Estate</b></td> <td style="text-align: right; border-top: 1px solid black;"><b>\$ 1,902</b></td> </tr> </table> <p><b>Embedded Future PNOI from Signed Leases in Recently Stabilized Developments</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Industrial</td> <td style="text-align: right;">\$ 1,223</td> </tr> </table> <p><b>PNOI from Unstabilized In-Service Developments</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">In-place PNOI - Industrial Developments</td> <td style="text-align: right;">\$ 17</td> </tr> <tr> <td>Embedded Future PNOI from Signed Leases - Industrial Developments</td> <td style="text-align: right;">\$ 242</td> </tr> <tr> <td>Estimated PNOI from Future Lease Up - Industrial Developments</td> <td style="text-align: right;">\$ 583</td> </tr> </table>	Wholly Owned Industrial Proforma NOI	\$ 117,153	Share of Industrial JV Proforma NOI	4,107	<b>Total Industrial</b>	<b>\$ 121,260</b>	 		Wholly Owned Non-Core Real Estate Proforma NOI	\$ 1,506	Share of Non-Core Real Estate JV Proforma NOI	396	<b>Total Non-Core Real Estate</b>	<b>\$ 1,902</b>	Industrial	\$ 1,223	In-place PNOI - Industrial Developments	\$ 17	Embedded Future PNOI from Signed Leases - Industrial Developments	\$ 242	Estimated PNOI from Future Lease Up - Industrial Developments	\$ 583	<table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Mid-Point of 2017 Full Year Guidance</td> <td style="text-align: right;">\$ 3,000</td> </tr> </table> <p><b>Other Assets</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Cash - March 31, 2017</td> <td style="text-align: right;">\$ 13,389</td> </tr> <tr> <td>Restricted cash held for like-kind exchange - March 31, 2017</td> <td style="text-align: right;">58,029</td> </tr> <tr> <td>Accounts Receivable and Construction Receivables<sup>(7)</sup></td> <td style="text-align: right;">17,034</td> </tr> <tr> <td>Other Tangible Assets<sup>(8)</sup></td> <td style="text-align: right;">105,097</td> </tr> <tr> <td><b>Subtotal Other Assets</b></td> <td style="text-align: right; border-top: 1px solid black;"><b>\$ 193,549</b></td> </tr> </table> <p><b>Liabilities</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Total Debt, excluding deferred financing costs</td> <td style="text-align: right;">\$ 3,102,326</td> </tr> <tr> <td>Share of JV Debt</td> <td style="text-align: right;">82,603</td> </tr> <tr> <td>Other Tangible Liabilities<sup>(9)</sup></td> <td style="text-align: right;">273,547</td> </tr> <tr> <td><b>Total Liabilities</b></td> <td style="text-align: right; border-top: 1px solid black;"><b>\$ 3,458,476</b></td> </tr> </table> <p><b>Outstanding Shares and Share Equivalents</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Common Shares Outstanding</td> <td style="text-align: right;">355,587</td> </tr> <tr> <td>Partnership Units Outstanding</td> <td style="text-align: right;">3,308</td> </tr> <tr> <td>Other Potentially Dilutive Securities</td> <td style="text-align: right;">3,163</td> </tr> <tr> <td></td> <td style="text-align: right; border-top: 1px solid black;"><b>362,058</b></td> </tr> </table> <p><b>Notes</b></p> <p><b>(1) Unless otherwise stated, amounts are derived from the Duke Realty Corporation's "Supplemental Information - First Quarter 2017" as posted on the Company website.</b></p> <p>(2) Total proceeds less estimated closing costs and costs to complete for sales of the Company's medical office assets per page 7 of this presentation. Repayments of debt, investments in property development or acquisitions, payments of special dividends and other uses of proceeds, are not reflected.</p> <p>(3) \$70 million of the seller financing is related to the sale of the TriHealth Portfolio, while \$330 million of the seller financing is related to the HTA Portfolio.</p> <p>(4) CIP per the March 31, 2017 balance sheet, less \$42,981 related to MOB portfolio.</p> <p>(5) Excludes \$16,090 of estimated value creation for MOB developments.</p> <p>(6) Excludes \$10,944 of MOB development land.</p> <p>(7) Excludes MOB-related receivables of \$7,056.</p> <p>(8) Excludes MOB-related assets of \$10,279.</p> <p>(9) Excludes MOB-related liabilities of \$38,573.</p>	Mid-Point of 2017 Full Year Guidance	\$ 3,000	Cash - March 31, 2017	\$ 13,389	Restricted cash held for like-kind exchange - March 31, 2017	58,029	Accounts Receivable and Construction Receivables <sup>(7)</sup>	17,034	Other Tangible Assets <sup>(8)</sup>	105,097	<b>Subtotal Other Assets</b>	<b>\$ 193,549</b>	Total Debt, excluding deferred financing costs	\$ 3,102,326	Share of JV Debt	82,603	Other Tangible Liabilities <sup>(9)</sup>	273,547	<b>Total Liabilities</b>	<b>\$ 3,458,476</b>	Common Shares Outstanding	355,587	Partnership Units Outstanding	3,308	Other Potentially Dilutive Securities	3,163		<b>362,058</b>
Wholly Owned Industrial Proforma NOI	\$ 117,153																																																		
Share of Industrial JV Proforma NOI	4,107																																																		
<b>Total Industrial</b>	<b>\$ 121,260</b>																																																		
Wholly Owned Non-Core Real Estate Proforma NOI	\$ 1,506																																																		
Share of Non-Core Real Estate JV Proforma NOI	396																																																		
<b>Total Non-Core Real Estate</b>	<b>\$ 1,902</b>																																																		
Industrial	\$ 1,223																																																		
In-place PNOI - Industrial Developments	\$ 17																																																		
Embedded Future PNOI from Signed Leases - Industrial Developments	\$ 242																																																		
Estimated PNOI from Future Lease Up - Industrial Developments	\$ 583																																																		
Mid-Point of 2017 Full Year Guidance	\$ 3,000																																																		
Cash - March 31, 2017	\$ 13,389																																																		
Restricted cash held for like-kind exchange - March 31, 2017	58,029																																																		
Accounts Receivable and Construction Receivables <sup>(7)</sup>	17,034																																																		
Other Tangible Assets <sup>(8)</sup>	105,097																																																		
<b>Subtotal Other Assets</b>	<b>\$ 193,549</b>																																																		
Total Debt, excluding deferred financing costs	\$ 3,102,326																																																		
Share of JV Debt	82,603																																																		
Other Tangible Liabilities <sup>(9)</sup>	273,547																																																		
<b>Total Liabilities</b>	<b>\$ 3,458,476</b>																																																		
Common Shares Outstanding	355,587																																																		
Partnership Units Outstanding	3,308																																																		
Other Potentially Dilutive Securities	3,163																																																		
	<b>362,058</b>																																																		
Real Estate Not Valued by Income Capitalization																																																			
<p><b>Pending Sales:</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Estimated Net Cash Proceeds from Medical Office Building<sup>(2)</sup></td> <td style="text-align: right;">\$ 2,455,000</td> </tr> <tr> <td>Seller Financing Notes Receivable<sup>(3)</sup></td> <td style="text-align: right;">\$ 400,000</td> </tr> </table> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Estimated Net Proceeds from Other Assets Held for Sale</td> <td style="text-align: right;">\$ 3,642</td> </tr> <tr> <td>Gross Book Value of Stabilized Portfolio Generating Negative NOI</td> <td style="text-align: right;">\$ 180,407</td> </tr> </table> <p><b>Development and Land</b></p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 80%;">Wholly Owned CIP<sup>(4)</sup></td> <td style="text-align: right;">\$ 398,077</td> </tr> <tr> <td>Share of JV CIP</td> <td style="text-align: right;">7,967</td> </tr> <tr> <td>Estimated Development Value Creation at Own %<sup>(5)</sup></td> <td style="text-align: right;">161,491</td> </tr> <tr> <td>Wholly Owned Development Land<sup>(6)</sup></td> <td style="text-align: right;">155,487</td> </tr> <tr> <td>Wholly Owned Sale Land</td> <td style="text-align: right;">50,586</td> </tr> <tr> <td>Share of JV Land</td> <td style="text-align: right;">45,114</td> </tr> <tr> <td></td> <td style="text-align: right; border-top: 1px solid black;"><b>\$ 818,722</b></td> </tr> </table>	Estimated Net Cash Proceeds from Medical Office Building <sup>(2)</sup>	\$ 2,455,000	Seller Financing Notes Receivable <sup>(3)</sup>	\$ 400,000	Estimated Net Proceeds from Other Assets Held for Sale	\$ 3,642	Gross Book Value of Stabilized Portfolio Generating Negative NOI	\$ 180,407	Wholly Owned CIP <sup>(4)</sup>	\$ 398,077	Share of JV CIP	7,967	Estimated Development Value Creation at Own % <sup>(5)</sup>	161,491	Wholly Owned Development Land <sup>(6)</sup>	155,487	Wholly Owned Sale Land	50,586	Share of JV Land	45,114		<b>\$ 818,722</b>																													
Estimated Net Cash Proceeds from Medical Office Building <sup>(2)</sup>	\$ 2,455,000																																																		
Seller Financing Notes Receivable <sup>(3)</sup>	\$ 400,000																																																		
Estimated Net Proceeds from Other Assets Held for Sale	\$ 3,642																																																		
Gross Book Value of Stabilized Portfolio Generating Negative NOI	\$ 180,407																																																		
Wholly Owned CIP <sup>(4)</sup>	\$ 398,077																																																		
Share of JV CIP	7,967																																																		
Estimated Development Value Creation at Own % <sup>(5)</sup>	161,491																																																		
Wholly Owned Development Land <sup>(6)</sup>	155,487																																																		
Wholly Owned Sale Land	50,586																																																		
Share of JV Land	45,114																																																		
	<b>\$ 818,722</b>																																																		

# 2017 Range of Estimates

(dollars in millions except per share amounts - changes from previous guidance in bold)

Metrics	Range of Estimates As of 4/26/17		Revised Range of Estimates		Key Assumptions
	Pessimistic	Optimistic	Pessimistic	Optimistic	
Net Income per Share Attributable to Common Shareholders – Diluted	\$0.68	\$0.87	<b>\$4.19</b>	<b>\$4.70</b>	<ul style="list-style-type: none"> <li>▪ Significant gains on MOB sales</li> </ul>
NAREIT FFO per Share Attributable to Common Shareholders – Diluted	\$1.23	\$1.33	<b>\$1.07</b>	<b>\$1.21</b>	<ul style="list-style-type: none"> <li>▪ MOB sales dilution</li> <li>▪ Includes net gains on land sales and debt extinguishment costs</li> </ul>
Core FFO per Share Attributable to Common Shareholders – Diluted	\$1.24	\$1.30	<b>\$1.16</b>	<b>\$1.24</b>	<ul style="list-style-type: none"> <li>▪ MOB sales dilution \$0.06 to \$0.08</li> <li>▪ Relatively flat occupancy with strong rent growth</li> <li>▪ Includes lease buyout income of \$0.02 per share</li> </ul>
Growth in AFFO – Share Adjusted	4.7%	10.3%	<b>0%</b>	<b>5.7%</b>	<ul style="list-style-type: none"> <li>▪ MOB sales dilution</li> <li>▪ Overall strong operating results</li> </ul>
Average Percentage Leased (in service)	96.0%	97.0%	96.0%	97.0%	<ul style="list-style-type: none"> <li>▪ Leased significant speculative development</li> <li>▪ Near peak occupancy and limited up-side</li> <li>▪ Revised guidance for industrial only</li> </ul>
Same Property NOI Growth	2.5%	4.3%	2.5%	4.3%	<ul style="list-style-type: none"> <li>▪ Continued solid rent growth, embedded lease escalators</li> <li>▪ Revised guidance for industrial only</li> </ul>
Building Acquisitions (Duke share)	\$100	\$150	<b>\$150</b>	<b>\$900</b>	<ul style="list-style-type: none"> <li>▪ Focused on Tier 1 markets</li> <li>▪ Wide range pending opportunities to redeploy MOB proceeds</li> </ul>
Building Dispositions (Duke share)	\$300	\$500	<b>\$3,000</b>	<b>\$3,200</b>	<ul style="list-style-type: none"> <li>▪ Dispose of all MOB and residual office</li> </ul>
Land Sale Proceeds	\$25	\$50	<b>\$30</b>	<b>\$60</b>	<ul style="list-style-type: none"> <li>▪ Non-strategic inventory is shrinking</li> <li>▪ Includes MOB land</li> </ul>
Development Starts (JVs at 100%)	\$500	\$700	\$500	\$700	<ul style="list-style-type: none"> <li>▪ Strong start and good pipeline of BTS prospects</li> <li>▪ Speculative industrial starts in targeted growth markets</li> <li>▪ Revised guidance includes industrial only</li> </ul>
Service Operations Income	\$2	\$4	\$2	\$4	<ul style="list-style-type: none"> <li>▪ Focus on development over third party work</li> <li>▪ Lower fees from joint ventures</li> </ul>
General & Administrative Expense	\$58	\$54	<b>\$56</b>	<b>\$52</b>	<ul style="list-style-type: none"> <li>▪ Overhead savings from MOB disposition</li> </ul>
Effective Leverage (Gross Book Basis)	40%	36%	<b>31%</b>	<b>27%</b>	<ul style="list-style-type: none"> <li>▪ Under leveraged during near term</li> <li>▪ Will operate at BBB+/Baa1 levels long term</li> </ul>
Fixed Charge Coverage (Proforma TTM)	3.7X	4.1X	<b>4.4X</b>	<b>4.8X</b>	<ul style="list-style-type: none"> <li>▪ Strong operational performance</li> </ul>
Net Debt to Core EBITDA (Proforma TTM)	5.8X	5.4X	<b>4.9X</b>	<b>4.1X</b>	<ul style="list-style-type: none"> <li>▪ Will operate at BBB+/Baa1 levels long term</li> <li>▪ Wide range pending acquisition opportunities</li> </ul>
Special Dividend per Share	-	-	<b>\$0.70</b>	<b>\$2.00</b>	<ul style="list-style-type: none"> <li>▪ Impacted by acquisition opportunities</li> </ul>

# Reconciliation of 2017 FFO Guidance

	Unaudited	
	Pessimistic	Optimistic
<b>Net Income per Common Share, Diluted</b>	<b>\$4.19</b>	<b>\$4.70</b>
Depreciation and Gains on Sales of Depreciated Property (Including Share of Joint Venture)	(3.12)	(3.49)
<b>FFO per Share - Diluted, as Defined by NAREIT</b>	<b>\$1.07</b>	<b>\$1.21</b>
Gains on Land Sales	0.00	(0.03)
Loss on Debt Extinguishment	0.08	0.06
Other	0.01	0.00
<b>Core FFO per Share - Diluted</b>	<b>\$1.16</b>	<b>\$1.24</b>

# Definitions

**Funds from Operations (“FFO”):** FFO is computed in accordance with standards established by the National Association of Real Estate Investment Trusts (“NAREIT”). NAREIT defines FFO as net income (loss) excluding gains (losses) on sales of depreciable property and impairment charges related to depreciable real estate assets; plus real estate related depreciation and amortization, and after similar adjustments for unconsolidated joint ventures. We believe FFO to be most directly comparable to net income as defined by generally accepted accounting principles (“GAAP”). We believe that FFO should be examined in conjunction with net income (as defined by GAAP) as presented in the financial statements accompanying this release. FFO does not represent a measure of liquidity, nor is it indicative of funds available for our cash needs, including our ability to make cash distributions to shareholders.

**Core Funds from Operations (“Core FFO”):** Core FFO is computed as FFO adjusted for certain items that are generally non-cash in nature and that materially distort the comparative measurement of company performance over time. The adjustments include gains on sale of undeveloped land, impairment charges not related to depreciable real estate assets, tax expenses or benefits related to (i) changes in deferred tax asset valuation allowances, (ii) changes in tax exposure accruals that were established as the result of the previous adoption of new accounting principles, or (iii) taxable income (loss) related to other items excluded from FFO or Core FFO (collectively referred to as “other income tax items”), gains (losses) on debt transactions, gains (losses) on and related costs of business combinations, gains on the sale of merchant buildings, promote income and severance charges related to major overhead restructuring activities. Although our calculation of Core FFO differs from NAREIT’s definition of FFO and may not be comparable to that of other REITs and real estate companies, we believe it provides a meaningful supplemental measure of our operating performance.

# Definitions (*con't*)

**Adjusted Funds from Operations (“AFFO”):** AFFO is defined by the Company as the Core FFO (as defined above), less recurring building improvements and total second generation capital expenditures (the leasing of vacant space that had previously been under lease by the Company is referred to as second generation lease activity) related to leases commencing during the reporting period, and adjusted for certain non-cash items including straight line rental income and expense, non-cash components of interest expense and stock compensation expense, and after similar adjustments for unconsolidated partnerships and joint ventures.

**Property Level Net Operating Income - Cash Basis ("PNOI"):** PNOI is comprised of rental revenues from continuing operations less rental expenses and real estate taxes from continuing operations, along with adjustments to exclude the straight line rental income and expense, amortization of above and below market rents, amortization of lease concessions and lease termination fees as well as an adjustment to add back intercompany rent. PNOI, as we calculate it, may not be directly comparable to similarly titled, but differently calculated, measures for other REITs. We believe that PNOI is another useful supplemental performance measure, as it is an input in many REIT valuation models and it provides a means by which to evaluate the performance of the properties within our Rental Operations segments.

**Same Property Net Operating Income ("SPNOI"):** We evaluate the performance of our properties, including our share of properties we jointly control, on a "same property" basis, using PNOI with certain minor adjustments. We view same property net operating income as a useful supplemental performance measure because it improves comparability between periods by eliminating the effects of changes in the composition of our portfolio. We define our same property portfolio as those properties that were owned and in-service as of January 1, 2016, and held as in-service properties through the end of the reporting periods shown. In addition to excluding properties that have been sold or identified as held-for-sale through the end of the reporting periods shown, we also exclude properties where revenues from lease buyouts in excess of \$250,000 have been recognized in either the full calendar year 2016 or year-to-date calendar year 2017.