



Franklin Street Properties Corp.
Supplemental Operating & Financial Data

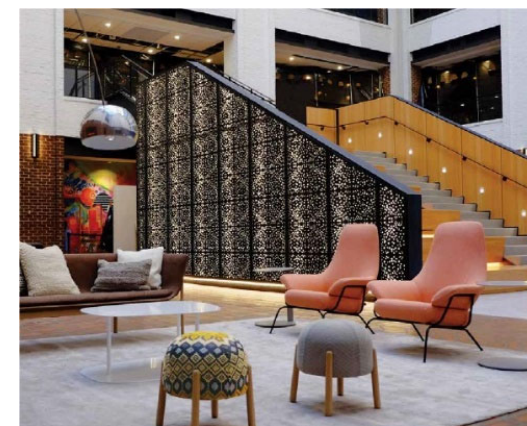
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All financial information contained in this supplemental information package is unaudited. In addition, certain statements contained in this supplemental information package may be deemed to be forward-looking statements within the meaning of the federal securities laws. Although FSP believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions, it can give no assurance that its expectations will be achieved. Factors that could cause actual results to differ materially from FSP's current expectations include adverse changes in general economic or local market conditions, including as a result of geopolitical events, increasing inflation, the COVID-19 pandemic and other potential infectious disease outbreaks and terrorist attacks or other acts of violence, which may negatively affect the markets in which we and our tenants operate, increasing interest rates, disruptions in the debt markets, economic conditions in the markets in which we own properties, risks of a lessening of demand for the types of real estate owned by us, adverse changes in energy prices, which if sustained, could negatively impact occupancy and rental rates in the markets in which we own properties, including energy-influenced markets such as Dallas, Denver and Houston, any inability to dispose of properties on acceptable terms and any delays in the timing of any such anticipated dispositions, changes in government regulations and regulatory uncertainty, uncertainty about governmental fiscal policy, geopolitical events and expenditures that cannot be anticipated such as utility rate and usage increases, delays in construction schedules, unanticipated increases in construction costs, unanticipated repairs, additional staffing, insurance increases and real estate tax valuation reassessments. FSP assumes no obligation to update or supplement forward-looking statements that become untrue because of subsequent events.



801 Marquette, Minneapolis, MN



Company Information

Overview

Franklin Street Properties Corp., based in Wakefield, Massachusetts, is focused on infill and central business district (CBD) office properties in the U.S. Sunbelt and Mountain West, as well as select opportunistic markets. FSP seeks value-oriented investments with an eye towards long-term growth and appreciation, as well as current income. FSP is a Maryland corporation that operates in a manner intended to qualify as a real estate investment trust (REIT) for federal income tax purposes. FSP's real estate operations include property acquisitions and dispositions, short-term financing, leasing, development and asset management.

Our Business

As of December 31, 2022, the Company owned and operated a portfolio of real estate consisting of 21 operating properties and one managed Sponsored REIT. From time-to-time, the Company may acquire, develop or redevelop real estate, make additional secured loans or acquire its Sponsored REIT. The Company may also pursue, on a selective basis, the sale of its properties in order to take advantage of the value creation and demand for its properties, for geographic, property specific reasons or for other general corporate purposes.

Management Team

George J. Carter
Chief Executive Officer and
Chairman of the Board

Jeffrey B. Carter
President and Chief Investment
Officer

John G. Demeritt
Executive Vice President, Chief
Financial Officer and Treasurer

Scott H. Carter
Executive Vice President, General
Counsel and Secretary

John F. Donahue
Executive Vice President

Eriel Anchondo
Executive Vice President and
Chief Operating Officer

Inquiries

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(1) Total Market Capitalization is the closing share price multiplied by the number of shares outstanding plus total debt outstanding.

Snapshot (as of December 31, 2022)

Corporate Headquarters	Wakefield, MA
Fiscal Year-End	31-Dec
Total Properties	21
Total Square Feet	6.2 Million
Trading Symbol	FSP
Exchange	NYSE
	American
Common Shares Outstanding	103,235,914

Total Market Capitalization	\$0.7 Billion (1)
Insider Holdings	5.57%



1999 Broadway, Denver, CO



Summary of Financial Highlights

(in thousands except per share amounts, SF & number of properties)

	31-Dec-22	30-Sep-22	30-Jun-22	31-Mar-22	31-Dec-21
Income Items:					
Rental revenue	\$ 40,745	\$ 40,366	\$ 40,831	\$ 41,797	\$ 42,910
Total revenue	41,211	40,836	41,304	42,264	43,372
Net income (loss)	(2,884)	17,246	(9,110)	(4,158)	78,572
Adjusted EBITDA*	16,112	15,250	15,891	16,918	17,518
FFO*	10,463	9,041	10,257	11,582	10,955
AFFO*	(8,681)	(9,735)	(4,072)	918	3,241
Per Share Data:					
EPS	\$ (0.03)	\$ 0.17	\$ (0.09)	\$ (0.04)	\$ 0.75
FFO*	\$ 0.10	\$ 0.09	\$ 0.10	\$ 0.11	\$ 0.10
AFFO*	\$ (0.08)	\$ (0.09)	\$ (0.04)	\$ 0.01	\$ 0.03
Weighted Average Shares (diluted)	103,236	103,236	103,193	103,691	105,098
Closing share price	\$ 2.73	\$ 2.63	\$ 4.17	\$ 5.90	\$ 5.95
Dividend declared	\$ 0.01	\$ 0.01	\$ 0.09	\$ 0.09	\$ 0.41
Balance Sheet Items:					
Real estate, net	\$ 1,103,248	\$ 1,118,983	\$ 1,186,157	\$ 1,187,348	\$ 1,190,970
Other assets, net	138,418	143,087	145,562	149,772	173,203
Total assets, net	1,241,666	1,262,070	1,331,719	1,337,120	1,364,173
Total liabilities, net	472,930	489,509	577,687	567,234	580,970
Shareholders' equity	768,736	772,561	754,032	769,886	783,203
Market Capitalization and Debt:					
Total Market Capitalization (a)	\$ 694,834	\$ 701,510	\$ 960,494	\$ 1,123,596	\$ 1,093,791
Total debt outstanding (excluding unamortized financing costs)	\$ 413,000	\$ 430,000	\$ 530,000	\$ 515,000	\$ 475,000
Debt to Total Market Capitalization	59.4%	61.3%	55.2%	45.8%	43.4%
Net Debt to Adjusted EBITDA ratio*	6.3	6.9	8.3	7.4	6.2
Operating Properties Leasing Statistics (b):					
Operating properties assets	21	22	24	24	24
Operating properties total SF	6,239,530	6,433,954	6,915,715	6,915,609	6,911,225
Operating properties % leased	75.6%	75.9%	76.3%	77.3%	78.4%

(a) Total Market Capitalization is the closing share price multiplied by the number of shares outstanding plus total debt outstanding on that date.

(b) Excludes redevelopment properties.

* See pages 9 & 10 for reconciliations of Net income or loss to FFO, AFFO and Adjusted EBITDA, respectively, and the Appendix for Non-GAAP Financial Measures Definitions beginning on page 28.



Condensed Consolidated Income Statements

(\$ in thousands, except per share amounts)

	For the Three Months Ended				For the Year Ended	For the Three Months Ended				For the Year Ended
	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Dec-22	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Dec-21
Revenue:										
Rental	\$ 41,797	\$ 40,831	\$ 40,366	\$ 40,745	\$ 163,739	\$ 58,623	\$ 55,722	\$ 50,326	\$ 42,910	\$ 207,581
Related party revenue:										
Management fees and interest income from loans	460	467	466	462	1,855	410	417	419	454	1,700
Other	7	6	4	4	21	6	6	57	8	77
Total revenue	42,264	41,304	40,836	41,211	165,615	59,039	56,145	50,802	43,372	209,358
Expenses:										
Real estate operating expenses	12,834	12,344	13,369	14,273	52,820	15,939	15,352	14,373	15,217	60,881
Real estate taxes and insurance	8,719	9,043	8,951	7,907	34,620	12,366	11,895	10,200	6,600	41,061
Depreciation and amortization	15,670	18,186	15,148	14,804	63,808	24,381	19,136	18,862	16,165	78,544
General and administrative	3,784	3,981	3,232	2,888	13,885	4,146	3,962	3,749	4,041	15,898
Interest	5,366	5,664	6,110	5,668	22,808	8,600	10,054	7,928	5,691	32,273
Total expenses	46,373	49,218	46,810	45,540	187,941	65,432	60,399	55,112	47,714	228,657
Loss on extinguishment of debt	—	—	(78)	—	(78)	—	(167)	(236)	(498)	(901)
Impairment and loan loss reserve	—	(1,140)	(717)	(2,380)	(4,237)	—	—	—	—	—
Gain on sale of properties, net	—	—	24,077	3,862	27,939	—	20,626	8,632	83,876	113,134
Income (loss) before taxes on income and equity in income of non-consolidated REITs	(4,109)	(9,054)	17,308	(2,847)	1,298	(6,393)	16,205	4,086	79,036	92,934
Tax expense on income	49	56	62	37	204	67	56	51	464	638
Equity in income of non-consolidated REITs	—	—	—	—	—	—	—	421	—	421
Net income (loss)	\$ (4,158)	\$ (9,110)	\$ 17,246	\$ (2,884)	\$ 1,094	\$ (6,460)	\$ 16,149	\$ 4,456	\$ 78,572	\$ 92,717
Weighted average number of shares outstanding, basic and diluted	103,691	103,193	103,236	103,236	103,338	107,328	107,359	106,905	105,098	106,667
Net income (loss) per share, basic and diluted	\$ (0.04)	\$ (0.09)	\$ 0.17	\$ (0.03)	\$ 0.01	\$ (0.06)	\$ 0.15	\$ 0.04	\$ 0.75	\$ 0.87



Condensed Consolidated Balance Sheets

(in thousands)

	March 31, 2022	June 30, 2022	September 30, 2022	December 31, 2022	March 31, 2021	June 30, 2021	September 30, 2021	December 31, 2021
Assets:								
Real estate assets:								
Land	\$ 146,844	\$ 146,844	\$ 131,556	\$ 126,645	\$ 189,155	\$ 170,377	\$ 161,767	\$ 146,844
Buildings and improvements	1,465,312	1,477,913	1,397,303	1,388,869	1,954,838	1,731,690	1,630,729	1,457,209
Fixtures and equipment	11,819	12,192	10,656	11,151	13,308	11,643	11,727	11,404
	1,623,975	1,636,949	1,539,515	1,526,665	2,157,301	1,913,710	1,804,223	1,615,457
Less accumulated depreciation	436,627	450,792	420,532	423,417	555,688	500,163	459,531	424,487
Real estate assets, net	1,187,348	1,186,157	1,118,983	1,103,248	1,601,613	1,413,547	1,344,692	1,190,970
Acquired real estate leases, net	13,453	12,373	11,177	10,186	25,836	21,932	19,864	14,934
Cash, cash equivalents and restricted cash	10,983	4,693	8,717	6,632	4,113	24,180	9,731	40,751
Tenant rent receivables, net	2,041	2,627	1,309	2,201	4,337	3,116	2,681	1,954
Straight-line rent receivable, net	51,309	54,354	50,885	52,739	69,743	61,475	58,132	49,024
Prepaid expenses and other assets	7,403	6,863	6,961	6,676	5,873	5,405	5,547	4,031
Related party mortgage loan receivable, less allowance for credit loss	24,000	22,860	22,143	19,763	21,000	21,000	21,000	24,000
Other assets: derivative asset	—	1,951	4,266	4,358	—	—	—	—
Office computers and furniture, net of accumulated depreciation	204	187	170	154	147	167	153	198
Deferred leasing commissions, net	40,379	39,654	37,459	35,709	56,771	49,793	44,729	38,311
Total assets	\$ 1,337,120	\$ 1,331,719	\$ 1,262,070	\$ 1,241,666	\$ 1,789,433	\$ 1,600,615	\$ 1,506,529	\$ 1,364,173
Liabilities and Stockholders' Equity:								
Liabilities:								
Bank note payable	\$ 40,000	\$ 55,000	\$ 65,000	\$ 48,000	\$ 27,500	\$ —	\$ —	\$ —
Term loan payable, net of unamortized financing costs	274,402	274,518	164,692	164,750	717,668	563,151	473,648	274,286
Series A & Series B Senior Notes	199,383	199,424	199,465	199,506	199,219	199,260	199,301	199,342
Accounts payable and accrued expenses	44,700	39,315	50,371	50,366	63,456	50,799	59,309	89,493
Accrued compensation	1,206	2,252	3,159	3,644	1,390	2,309	3,482	4,704
Tenant security deposits	5,837	5,819	5,726	5,710	8,041	6,807	6,169	6,219
Lease liability	1,061	962	862	759	1,444	1,350	1,256	1,159
Other liabilities: derivative liabilities	195	—	—	—	13,698	9,425	7,583	5,239
Acquired unfavorable real estate leases, net	450	397	234	195	1,433	829	708	528
Total liabilities	567,234	577,687	489,509	472,930	1,033,849	833,930	751,456	580,970
Commitments and contingencies								
Stockholders' Equity:								
Preferred stock	—	—	—	—	—	—	—	—
Common stock	10	10	10	10	11	11	11	10
Additional paid-in capital	1,334,383	1,334,776	1,334,776	1,334,776	1,357,131	1,357,469	1,349,225	1,339,226
Accumulated other comprehensive loss	(195)	1,951	4,266	4,358	(13,698)	(9,425)	(7,583)	(5,239)
Accumulated distributions in excess of accumulated earnings	(564,312)	(582,705)	(566,491)	(570,408)	(587,860)	(581,370)	(586,580)	(550,794)
Total stockholders' equity	769,886	754,032	772,561	768,736	755,584	766,685	755,073	783,203
Total liabilities and stockholders' equity	\$ 1,337,120	\$ 1,331,719	\$ 1,262,070	\$ 1,241,666	\$ 1,789,433	\$ 1,600,615	\$ 1,506,529	\$ 1,364,173



Condensed Consolidated Statements of Cash Flows

(in thousands)

	Year Ended December 31,	
	2022	2021
Cash flows from operating activities:		
Net income	\$ 1,094	\$ 92,717
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization expense	65,697	81,041
Amortization of above and below market leases	(118)	(34)
Shares issued as compensation	394	338
Loss on extinguishment of debt	78	901
Impairment and loan loss reserve	4,237	—
Gain on sale of properties, net	(27,939)	(113,134)
Equity in income from non-consolidated REITs	—	(421)
Distributions from non-consolidated REITs	—	421
Changes in operating assets and liabilities:		
Tenant rent receivables	(247)	5,702
Straight-line rents	(5,895)	(3,930)
Lease acquisition costs	(4,494)	(2,353)
Prepaid expenses and other assets	(1,805)	82
Accounts payable and accrued expenses	(5,983)	(11,096)
Accrued compensation	(1,060)	786
Tenant security deposits	(509)	(2,458)
Payment of deferred leasing commissions	(8,216)	(12,200)
Net cash provided by operating activities	15,234	36,362
Cash flows from investing activities:		
Property improvements, fixtures and equipment	(54,910)	(64,833)
Investment in related party mortgage loan receivable	—	(3,000)
Proceeds received from sales of properties	128,949	573,307
Net cash provided by investing activities	74,039	505,474
Cash flows from financing activities:		
Distributions to stockholders	(53,988)	(38,491)
Stock repurchases	(4,843)	(18,244)
Borrowings under bank note payable	90,000	91,500
Repayments of bank note payable	(42,000)	(95,000)
Repayment of term loan payable	(110,000)	(445,000)
Deferred Financing Costs	(2,561)	—
Net cash used in financing activities	(123,392)	(505,235)
Net increase (decrease) in cash, cash equivalents and restricted cash	(34,119)	36,601
Cash, cash equivalents and restricted cash, beginning of period	40,751	4,150
Cash, cash equivalents and restricted cash, end of period	\$ 6,632	\$ 40,751



Property Net Operating Income (NOI)* with Same Store Comparison (in thousands)

(in thousands)	Rentable Square Feet or RSF	Three Months Ended				Year Ended 31-Dec-22	Three Months Ended				Year Ended 31-Dec-21	Inc (Dec)	% Change
		31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22		31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21			
Region													
East	362	\$ 497	\$ 475	\$ 391	\$ 526	\$ 1,889	\$ 504	\$ 522	\$ 612	\$ 584	\$ 2,222	\$ (333)	(15.0)%
MidWest	935	3,106	3,679	3,131	3,099	13,015	2,433	2,447	2,428	2,960	10,268	2,747	26.8 %
South	2,797	5,817	5,611	5,902	7,896	25,226	7,095	7,070	6,162	5,900	26,227	(1,001)	(3.8)%
West	2,146	8,070	6,609	6,401	6,028	27,108	8,721	8,392	8,643	8,585	34,341	(7,233)	(21.1)%
Property NOI* from Operating Properties	6,240	17,490	16,374	15,825	17,549	67,238	18,753	18,431	17,845	18,029	73,058	(5,820)	(8.0)%
Dispositions and Redevelopment Properties (a)	-	2,091	2,745	1,842	666	7,344	11,008	9,569	7,518	2,928	31,023	(23,679)	(20.3)%
Property NOI*	6,240	\$ 19,581	\$ 19,119	\$ 17,667	\$ 18,215	\$ 74,582	\$ 29,761	\$ 28,000	\$ 25,363	\$ 20,957	\$ 104,081	\$ (29,499)	(28.3)%
Same Store		\$ 17,490	\$ 16,374	\$ 15,825	\$ 17,549	\$ 67,238	\$ 18,753	\$ 18,431	\$ 17,845	\$ 18,029	\$ 73,058	\$ (5,820)	(8.0)%
Less Nonrecurring Items in NOI* (b)		273	1,258	494	818	2,843	32	34	281	163	510	2,333	(3.2)%
Comparative Same Store		\$ 17,217	\$ 15,116	\$ 15,331	\$ 16,731	\$ 64,395	\$ 18,721	\$ 18,397	\$ 17,564	\$ 17,866	\$ 72,548	\$ (8,153)	(11.2)%

- (a) We define redevelopment properties as properties being developed, redeveloped or where redevelopment is complete, but are in lease-up and that are not stabilized. We also include properties that have been placed in service, but that do not have operating activity for all periods presented.
- (b) Nonrecurring items in NOI include proceeds from bankruptcies, lease termination fees or other significant nonrecurring income or expenses, which may affect comparability.

* See Appendix for Non-GAAP Financial Measures Definitions beginning on page 28.



FFO* & AFFO* Reconciliation

(in thousands, except per share amounts)

	Three Months Ended				Year Ended	Three Months Ended				Year Ended
	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Dec-22	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Dec-21
Net income (loss)	\$ (4,158)	\$ (9,110)	\$ 17,246	\$ (2,884)	\$ 1,094	\$ (6,460)	\$ 16,149	\$ 4,456	\$ 78,572	\$ 92,717
Impairment and loan loss reserve	—	1,140	717	2,380	4,237	—	—	—	—	—
Gain on sale of properties, net	—	—	(24,077)	(3,862)	(27,939)	—	(20,626)	(8,632)	(83,876)	(113,134)
Equity in income from non-consolidated REITs	—	—	—	—	—	—	—	(421)	—	(421)
FFO from non-consolidated REITs	—	—	—	—	—	—	—	421	—	421
Depreciation & amortization	15,661	18,141	15,114	14,773	63,689	24,349	19,130	18,861	16,169	78,509
NAREIT FFO*	11,503	10,171	9,000	10,407	41,081	17,889	14,653	14,685	10,865	58,092
Lease Acquisition costs	79	86	41	56	262	116	69	112	90	387
Funds From Operations (FFO)*	\$ 11,582	\$ 10,257	\$ 9,041	\$ 10,463	\$ 41,343	\$ 18,005	\$ 14,722	\$ 14,797	\$ 10,955	\$ 58,479
Adjusted Funds From Operations (AFFO)*										
Funds From Operations (FFO)*	\$ 11,582	\$ 10,257	\$ 9,041	\$ 10,463	\$ 41,343	\$ 18,005	\$ 14,722	\$ 14,797	\$ 10,955	\$ 58,479
Loss on extinguishment of debt	—	—	78	—	78	—	167	236	498	901
Reverse FFO from non-consolidated REITs	—	—	—	—	—	—	—	(421)	—	(421)
Distributions from non-consolidated REITs	—	—	—	—	—	—	—	421	—	421
Amortization of deferred financing costs	526	481	461	421	1,889	707	686	618	487	2,498
Shares issued as compensation	—	394	—	—	394	—	338	—	—	338
Straight-line rent	(1,216)	(1,688)	(1,160)	(1,831)	(5,895)	(1,904)	(1,041)	(245)	(827)	(4,017)
Tenant improvements	(1,877)	(5,453)	(6,813)	(7,508)	(21,651)	(4,491)	(4,277)	(3,952)	(1,881)	(14,601)
Leasing commissions	(3,032)	(1,327)	(2,053)	(1,152)	(7,564)	(2,597)	(1,922)	(2,371)	(1,319)	(8,209)
Non-investment capex	(5,065)	(6,736)	(9,289)	(9,074)	(30,164)	(5,336)	(3,793)	(4,528)	(4,672)	(18,329)
Adjusted Funds From Operations (AFFO)*	\$ 918	\$ (4,072)	\$ (9,735)	\$ (8,681)	\$ (21,570)	\$ 4,384	\$ 4,880	\$ 4,555	\$ 3,241	\$ 17,060
Per Share Data:										
EPS	\$ (0.04)	\$ (0.09)	\$ 0.17	\$ (0.03)	\$ 0.01	\$ (0.06)	\$ 0.15	\$ 0.04	\$ 0.75	\$ 0.87
FFO*	0.11	0.10	0.09	0.10	0.40	0.17	0.14	0.14	0.10	0.55
AFFO*	0.01	(0.04)	(0.09)	(0.08)	(0.21)	0.04	0.05	0.04	0.03	0.16
Weighted Average Shares (basic and diluted)	103,691	103,193	103,236	103,236	103,338	107,328	107,359	106,905	105,098	106,667

* See Appendix for Non-GAAP Financial Measures Definitions beginning on page 28.



EBITDA* & Adjusted EBITDA* Reconciliation

(in thousands, except ratio amounts)

	Three Months Ended				Year Ended	Three Months Ended				Year Ended
	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Dec-22	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Dec-21
Net income (loss)	\$ (4,158)	\$ (9,110)	\$ 17,246	\$ (2,884)	\$ 1,094	\$ (6,460)	\$ 16,149	\$ 4,456	\$ 78,572	\$ 92,717
Interest expense	5,366	5,664	6,110	5,668	22,808	8,600	10,054	7,928	5,691	32,273
Depreciation and amortization	15,661	18,141	15,114	14,773	63,689	24,349	19,130	18,861	16,169	78,509
Income taxes	49	56	62	37	204	67	56	51	464	638
EBITDA*	\$ 16,918	\$ 14,751	\$ 38,532	\$ 17,594	\$ 87,795	\$ 26,556	\$ 45,389	\$ 31,296	\$ 100,896	\$ 204,137
Loss on extinguishment of debt	—	—	78	—	78	—	167	236	498	901
Impairment and loan loss reserve	—	1,140	717	2,380	4,237	—	—	—	—	—
Gain on sale of properties, net	—	—	(24,077)	(3,862)	(27,939)	—	(20,626)	(8,632)	(83,876)	(113,134)
Adjusted EBITDA*	\$ 16,918	\$ 15,891	\$ 15,250	\$ 16,112	\$ 64,171	\$ 26,556	\$ 24,930	\$ 22,900	\$ 17,518	\$ 91,904
Interest expense	\$ 5,366	\$ 5,664	\$ 6,110	\$ 5,668	\$ 22,808	\$ 8,600	\$ 10,054	\$ 7,928	\$ 5,691	\$ 32,273
Scheduled principal payments	—	—	—	—	—	—	—	—	—	—
Interest and scheduled principal payments	\$ 5,366	\$ 5,664	\$ 6,110	\$ 5,668	\$ 22,808	\$ 8,600	\$ 10,054	\$ 7,928	\$ 5,691	\$ 32,273
Interest coverage ratio	3.15	2.81	2.50	2.84	2.81	3.09	2.48	2.89	3.08	2.85
Debt service coverage ratio	3.15	2.81	2.50	2.84	2.81	3.09	2.48	2.89	3.08	2.85
Debt excluding unamortized financing costs	\$ 515,000	\$ 530,000	\$ 430,000	\$ 413,000		\$ 947,500	\$ 765,000	\$ 675,000	\$ 475,000	
Cash, cash equivalents and restricted cash	10,983	4,693	8,717	6,632		4,113	24,180	9,731	40,751	
Net Debt (Debt less Cash, cash equivalents and restricted cash)	\$ 504,017	\$ 525,307	\$ 421,283	\$ 406,368		\$ 943,387	\$ 740,820	\$ 665,269	\$ 434,249	
Adjusted EBITDA*	\$ 16,918	\$ 15,891	\$ 15,250	\$ 16,112		\$ 26,556	\$ 24,930	\$ 22,900	\$ 17,518	
Annualized	\$ 67,672	\$ 63,564	\$ 61,000	\$ 64,448		\$ 106,224	\$ 99,720	\$ 91,600	\$ 70,072	
Net Debt-to-Adjusted EBITDA ratio*	7.4	8.3	6.9	6.3		8.9	7.4	7.3	6.2	

* See Appendix for Non-GAAP Financial Measures Definitions beginning on page 28. Amounts in the EBITDA and Adjusted EBITDA reconciliation do not reflect our proportionate share of interest expense, depreciation, amortization, income taxes, gains or losses on sales and debt from our investments in non-consolidated REITs, which are accounted for under the equity method.



Reconciliation of Net Income (Loss) to Property NOI*

(in thousands)

	Three Months Ended				Year Ended	Three Months Ended				Year Ended
	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Dec-22	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Dec-21
Net income (loss)	\$ (4,158)	\$ (9,110)	\$ 17,246	\$ (2,884)	\$ 1,094	\$ (6,460)	\$ 16,149	\$ 4,456	\$ 78,572	\$ 92,717
Add (deduct):										
Loss on extinguishment of debt	—	—	78	—	78	—	167	236	498	901
Impairment and loan loss reserve	—	1,140	717	2,380	4,237	—	—	—	—	—
Gain on sale of properties, net	—	—	(24,077)	(3,862)	(27,939)	—	(20,626)	(8,632)	(83,876)	(113,134)
Management fee income	(291)	(267)	(274)	(295)	(1,127)	(465)	(403)	(380)	(311)	(1,559)
Depreciation and amortization	15,670	18,185	15,148	14,805	63,808	24,381	19,136	18,862	16,165	78,544
Amortization of above/below market leases	(9)	(45)	(34)	(30)	(118)	(32)	(6)	—	4	(34)
General and administrative	3,784	3,981	3,233	2,888	13,886	4,146	3,962	3,749	4,041	15,898
Interest expense	5,366	5,664	6,110	5,668	22,808	8,600	10,054	7,928	5,691	32,273
Interest income	(451)	(455)	(461)	(461)	(1,828)	(394)	(399)	(404)	(442)	(1,639)
Equity in income of non-consolidated REITs	—	—	—	—	—	—	—	(421)	—	(421)
Non-property specific items, net	(330)	26	(19)	6	(317)	(15)	(34)	(31)	615	535
Property NOI*	<u>\$ 19,581</u>	<u>\$ 19,119</u>	<u>\$ 17,667</u>	<u>\$ 18,215</u>	<u>\$ 74,582</u>	<u>\$ 29,761</u>	<u>\$ 28,000</u>	<u>\$ 25,363</u>	<u>\$ 20,957</u>	<u>\$ 104,081</u>

* See Appendix for Non-GAAP Financial Measures Definitions beginning on page 28.



Debt Summary

(in thousands)

	<u>Maturity Date</u>	<u>Maximum Amount of Loan</u>	<u>Amount Drawn at 31-Dec-22</u>	<u>Interest Rate (a) Components</u>	<u>Interest Rate at 31-Dec-22</u>	<u>Facility Fee</u>
BofA Revolver	12-Jan-24	\$ 237,500	\$ 48,000	SOFR + 1.75%	6.19%	0.35%
BMO Term Loan Tranche B	31-Jan-24	165,000	165,000	2.39% + 1.65%	4.04%	
Series A Senior Notes	20-Dec-24	116,000	116,000		4.49%	
Series B Senior Notes	20-Dec-27	84,000	84,000		4.76%	
		<u>\$ 602,500</u>	<u>\$ 413,000</u>		<u>4.56%</u>	

- The table above is a summary of our debt as of December 31, 2022. Additional information on our debt can be found in our Annual Report on Form 10-K for the year ended December 31, 2022, or as updated in our Quarterly Reports on Form 10-Q, on file with the U.S. Securities and Exchange Commission.
- On February 8, 2023, we terminated all remaining interest rate swaps applicable to the BMO Term Loan and, on February 10, 2023, we received an aggregate of approximately \$4.3 million as a result of such terminations.
- On February 10, 2023, we entered into an amendment to the credit agreement evidencing our \$165 million BMO Term Loan. On February 10, 2023, as part of the amendment to the BMO Term Loan, we repaid a \$40 million portion of the BMO Term Loan, so that \$125 million remains outstanding under the BMO Term Loan. On or before April 1, 2024, we are required to repay an additional \$25 million of the BMO Term Loan. The amendment, among other items, extended the maturity date from January 31, 2024 to October 1, 2024, changed the interest rate from a number of basis points over LIBOR depending on our credit rating to 300 basis points over SOFR, and made certain changes to conditions and covenants.
- On February 10, 2023, we entered into an amendment to the credit agreement evidencing our BofA Revolver. The amendment, among other items, extended the maturity date from January 12, 2024 to October 1, 2024, reduced availability from \$237.50 million to \$150 million, with further reductions to \$125 million effective October 1, 2023 and to \$100 million effective April 1, 2024, changed the interest rate from a number of basis points over SOFR depending on our credit rating to 300 basis points over SOFR, and made certain changes to conditions and covenants.
- As of December 31, 2022, the BofA Revolver was subject to a 35 basis point facility fee.
- We incurred financing costs, some of which are deferred and amortized into interest expense during the terms of the loans we execute.

(a) Interest rates exclude amortization of deferred financing costs and facility fees, which is discussed in the notes above.



Capital Analysis

(in thousands, except per share amounts)

	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21
Market Data:								
Shares Outstanding	103,152	103,236	103,236	103,236	107,328	107,395	105,633	103,999
Closing market price per share	\$ 5.90	\$ 4.17	\$ 2.63	\$ 2.73	\$ 5.45	\$ 5.26	\$ 4.64	\$ 5.95
Market capitalization	\$ 608,596	\$ 430,494	\$ 271,510	\$ 281,834	\$ 584,939	\$ 564,896	\$ 490,136	\$ 618,791
Total debt outstanding excluding unamortized financing costs	515,000	530,000	430,000	413,000	947,500	765,000	675,000	475,000
Total Market Capitalization	\$ 1,123,596	\$ 960,494	\$ 701,510	\$ 694,834	\$ 1,532,439	\$ 1,329,896	\$ 1,165,136	\$ 1,093,791
Dividend Data:								
Total dividends declared for the quarter	\$ 9,360	\$ 9,284	\$ 1,032	\$ 1,032	\$ 9,660	\$ 9,659	\$ 9,666	\$ 9,506
Common dividend declared per share	\$ 0.09	\$ 0.09	\$ 0.01	\$ 0.01	\$ 0.09	\$ 0.09	\$ 0.09	\$ 0.41
Declared dividend as a % of Net income (loss) per share	(224)%	(102)%	6%	(36)%	(150)%	60%	216%	55%
Declared dividend as a % of AFFO* per share	1017%	(228)%	(11)%	(12)%	220%	198%	211%	1330%
Liquidity:								
Cash, cash equivalents and restricted cash	\$ 10,983	\$ 4,693	\$ 8,717	\$ 6,632	\$ 4,113	\$ 24,180	\$ 9,731	\$ 40,751
Revolver:								
Gross potential available under the BofA Revolver	237,500	237,500	237,500	237,500	600,000	600,000	600,000	600,000
Less:								
Outstanding balance	(40,000)	(55,000)	(65,000)	(48,000)	(27,500)	—	—	—
Total Liquidity	\$ 208,483	\$ 187,193	\$ 181,217	\$ 196,132	\$ 576,613	\$ 624,180	\$ 609,731	\$ 640,751

* See page 9 for a reconciliation of Net Income (Loss) to AFFO and the Appendix for Non-GAAP Financial Measures Definitions beginning on page 28.



Owned Portfolio Overview

	As of the Quarter Ended				
	31-Dec-22	30-Sep-22	30-Jun-22	31-Mar-22	31-Dec-21
Total Owned Properties:					
Number of properties	21	22	24	24	24
Square feet	6,239,530	6,433,954	6,915,715	6,915,609	6,911,225
Leased percentage	75.6%	75.9%	76.3%	77.3%	78.4%
Managed Properties - Single Asset REITs (SARs):					
Number of properties	1	1	1	2	2
Square feet	213,760	213,760	213,760	348,545	348,545
Total Owned and Managed Properties:					
Number of properties	22	23	25	26	26
Square feet	6,453,290	6,647,714	7,129,475	7,264,154	7,259,770



Owned Portfolio Overview

<u>MSA / Property Name</u>	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Percent Leased</u>	<u>Wtd Occupied Percentage (a)</u>	<u>GAAP Rent (b)</u>	<u>MSA / Property Name</u>	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Percent Leased</u>	<u>Wtd Occupied Percentage (a)</u>	<u>GAAP Rent (b)</u>
Owned Properties:													
East Region							Midwest Region						
Richmond, VA							Chicago						
Innsbrook	Glen Allen	VA	298,183	47.8%	48.5%	\$ 18.91	Northwest Point	Elk Grove Village	IL	177,095	100.0%	100.0%	\$ 31.64
Charlotte, NC							Minneapolis						
Forest Park	Charlotte	NC	64,198	78.4%	78.4%	\$ 23.65	121 South 8th Street	Minneapolis	MN	298,121	85.2%	88.5%	\$ 25.10
							801 Marquette Ave	Minneapolis	MN	129,691	91.8%	84.8%	\$ 23.92
							Plaza Seven	Minneapolis	MN	330,096	79.3%	81.2%	\$ 33.28
East Region Total			362,381	53.2%	53.8%	\$ 20.13	Midwest Region Total			935,003	86.8%	87.6%	\$ 29.03

(a) Weighted Occupied Percentage for the year ended December 31, 2022.

(b) Weighted Average GAAP Rent per Occupied Square Foot.



Owned Portfolio Overview

<u>MSA / Property Name</u>	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Percent Leased</u>	<u>Wtd Occupied Percentage (a)</u>	<u>GAAP Rent (b)</u>	<u>MSA / Property Name</u>	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Percent Leased</u>	<u>Wtd Occupied Percentage (a)</u>	<u>GAAP Rent (b)</u>
South Region							West Region						
Dallas-Fort Worth							Denver						
Legacy Tennyson Center	Plano	TX	209,461	49.0%	42.1%	\$ 30.37	1999 Broadway	Denver	CO	680,255	66.9%	66.6%	\$ 34.02
One Legacy Circle	Plano	TX	214,110	64.7%	59.9%	\$ 37.31	Greenwood Plaza	Englewood	CO	196,236	66.3%	77.5%	\$ 28.08
Addison Circle	Addison	TX	289,333	83.0%	71.5%	\$ 34.49	1001 17th Street	Denver	CO	657,816	70.2%	76.4%	\$ 35.48
Collins Crossing	Richardson	TX	300,887	96.1%	87.0%	\$ 27.06	600 17th Street	Denver	CO	611,163	78.3%	77.3%	\$ 34.38
Liberty Plaza	Addison	TX	217,779	72.9%	71.4%	\$ 24.56							
Houston							West Region Total						
Park Ten	Houston	TX	157,609	78.1%	72.0%	\$ 29.09				2,145,470	71.1%	73.7%	\$ 34.02
Eldridge Green	Houston	TX	248,399	100.0%	100.0%	\$ 26.11	Total Owned Properties						
Park Ten Phase II	Houston	TX	156,746	95.0%	95.0%	\$ 28.63				6,239,530	75.6%	72.3%	\$ 30.48
Westchase I & II	Houston	TX	629,025	63.5%	56.3%	\$ 26.68							
Miami-Ft. Lauderdale-West Palm Beach													
Blue Lagoon Drive	Miami	FL	213,182	98.5%	73.6%	\$ 33.10							
Atlanta													
Pershing Plaza	Atlanta	GA	160,145	79.2%	34.3%	\$ 33.44							
South Region Total			2,796,676	78.2%	68.6%	\$ 29.22							

(a) Weighted Occupied Percentage for the year ended December 31, 2022.

(b) Weighted Average GAAP Rent per Occupied Square Foot.

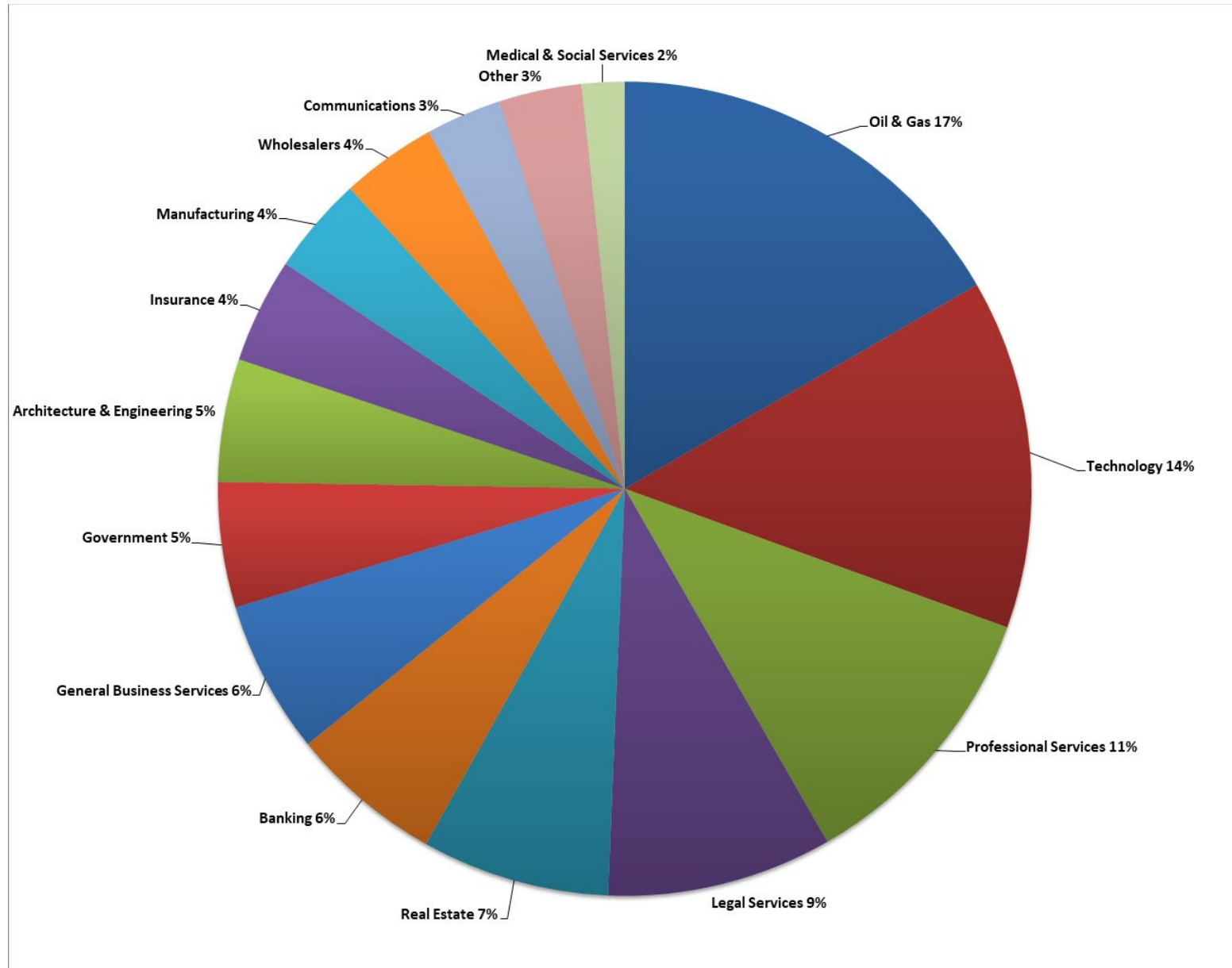


Managed Portfolio Overview

<u>MSA / Property Name</u>	<u>City</u>	<u>State</u>	<u>Square Feet</u>
Midwest Region			
Indianapolis			
Monument Circle	Indianapolis	IN	213,760
Total Managed			213,760
Total Owned & Managed			6,453,290

Tenants by Industry

(By Square Feet)





20 Largest Tenants with Annualized Rent and Remaining Term

	Tenant Name	Number of Leases	Remaining Lease Term in Months	Aggregate Leased Square Feet	% of Total Square Feet	Annualized Rent (a)	% of Aggregate Leased Annualized Rent
1	CITGO Petroleum Corporation	1	123	248,399	4.0%	\$ 2,849,138	2.1%
2	EOG Resources, Inc.	1	48	169,167	2.7%	6,062,945	4.4%
3	US Government (b)	2	37, 97	168,573	2.7%	6,317,703	4.6%
4	Lennar Homes, LLC	1	171	155,808	2.5%	6,247,901	4.6%
5	Citicorp Credit Services, Inc (c)	1	12	146,260	2.3%	4,947,976	3.6%
6	Kaiser Foundation Health Plan	1	17	120,979	1.9%	3,936,728	2.9%
7	Argo Data Resource Corporation (d)	1	8, 92	114,200	1.8%	3,358,622	2.5%
8	Swift, Currie, McGhee & Hiers, LLP (e)	1	129	101,296	1.6%	—	0.0%
9	Deluxe Corporation	1	175	98,922	1.6%	3,018,289	2.2%
10	Ping Identity Corp.	1	42	89,856	1.4%	3,587,950	2.6%
11	Permian Resources Operating, LLC (f)	1	106	67,856	1.1%	2,807,881	2.1%
12	Bread Financial Payments, Inc. (g)	1	42	67,274	1.1%	2,758,234	2.0%
13	PricewaterhouseCoopers LLP	1	73	66,304	1.1%	2,329,953	1.7%
14	Hall and Evans LLC	1	80	65,878	1.1%	2,455,473	1.8%
15	Cyxtera Management, Inc.	1	85	61,826	1.0%	2,191,403	1.6%
16	Precision Drilling (US) Corporation	1	65	59,569	1.0%	2,033,090	1.5%
17	Schwegman, Lundberg & Woessner, P.A. (h)	1	5, 61	58,263	0.9%	1,663,730	1.2%
18	EMC Corporation	1	21	57,100	0.9%	1,667,320	1.2%
19	ID Software, LLC	1	77	57,100	0.9%	1,609,649	1.2%
20	Olin Corporation	1	87	54,080	0.9%	1,647,277	1.2%
			Total	2,028,710	32.5%	\$ 61,491,262	45.0%

Footnotes on next page



20 Largest Tenants with Annualized Rent and Remaining Term

Footnotes:

- (a) Annualized rent represents the monthly rent charged, including tenant reimbursements, for each lease in effect at December 31, 2022 multiplied by 12. Tenant reimbursements generally include payment of real estate taxes, operating expenses and common area maintenance and utility charges.
- (b) Includes 43,573 square feet expiring in 2026. The remaining 125,000 square feet expire in 2031.
- (c) Exercised early termination option on 146,260 square feet. Termination fee of approximately \$4.2 million to be paid on or before termination date of December 31, 2023. This lease was assigned to Citigroup Technology, Inc. on January 1, 2023.
- (d) Includes 28,550 square feet expiring in 2023. The remaining 85,650 square feet expire in 2030.
- (e) Lease commenced on September 19, 2022 and rent commences on September 19, 2023.
- (f) Formerly known as Centennial Resource Production, LLC.
- (g) Formerly known as ADS Alliance Data Systems, Inc.
- (h) Includes 11,994 square feet expiring in 2023. The remaining 46,269 square feet expire in 2028.



Leasing Activity

(Owned Portfolio)

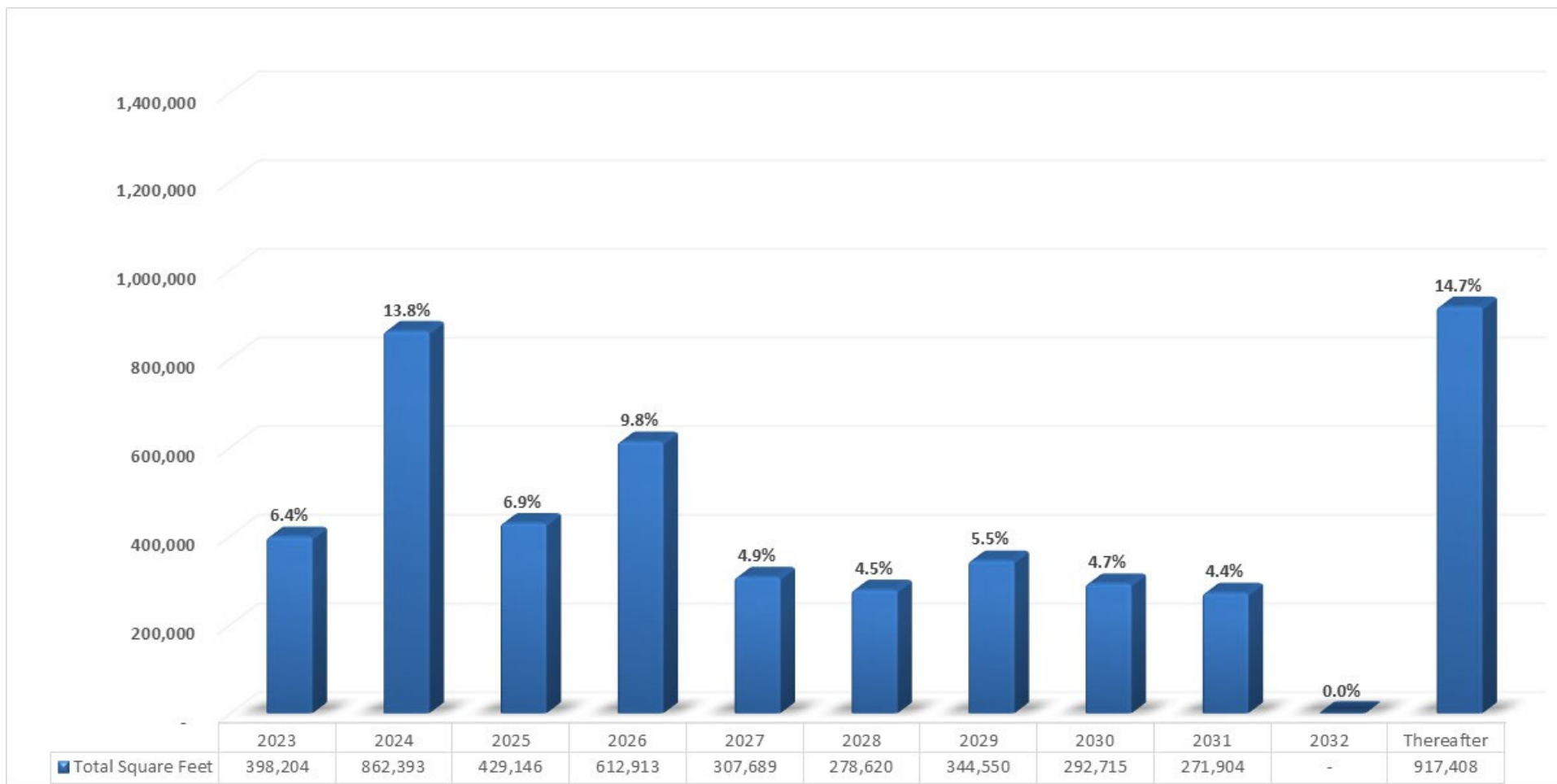
	Year Ended 31-Dec-22	Year Ended 31-Dec-21	Year Ended 31-Dec-20
Leasing Activity (a) (in Square Feet - SF)			
New leasing	275,000	370,000	368,000
Renewals and expansions	160,000	665,000	762,000
	<u>435,000</u>	<u>1,035,000</u>	<u>1,130,000</u>
Other information per SF (Activity on a year-to-date basis)			
GAAP Rents on leasing	\$ 33.27	30.86	\$ 28.47
Weighted average lease term	6.4 Years	7.7 Years	8.3 Years
 Increase over average GAAP rents in prior year (b)	 10.6%	 2.5%	 7.7%
 Average free rent	 6 Months	 7 Months	 5 Months
Tenant Improvements	\$ 31.86	25.89	\$ 34.07
Leasing Costs	\$ 11.80	11.45	\$ 11.36

- (a) Leasing activity includes leasing at redevelopment properties. We define redevelopment properties as properties being developed, redeveloped or where redevelopment is complete, but are in lease-up and that are not stabilized.
- (b) The increase or decrease percentage is calculated by comparing average GAAP rents at properties that had leasing activity in the current year to average GAAP rents at the same properties in the prior year.



Lease Expirations by Square Feet

(Owned Portfolio)





Lease Expirations with Annualized Rent per Square Foot

(Owned Portfolio)

Year of Lease Expiration December 31,	Number of Leases Expiring Within the Year (a)	Rentable Square Footage Subject to Expiring Leases	Annualized Rent Under Expiring Leases (b)	Annualized Rent Per Square Foot Under Expiring Leases	Percentage of Total Annualized Rent Under Expiring Leases	Cumulative Total
2023	47 (c)	398,204	\$ 12,594,621	\$ 31.63	9.2%	9.2%
2024	49	862,393	27,667,475	32.08	20.3%	29.5%
2025	54	429,146	14,038,512	32.71	10.3%	39.8%
2026	36	612,913	21,289,129	34.73	15.6%	55.4%
2027	20	307,689	9,694,824	31.51	7.1%	62.5%
2028	19	278,620	8,125,556	29.16	6.0%	68.5%
2029	15	344,550	10,011,705	29.06	7.3%	75.8%
2030	11	292,715	8,077,513	27.60	5.9%	81.7%
2031	8	271,904	9,952,632	36.60	7.3%	89.0%
2032	—	—	—	—	0.0%	89.0%
2033 and thereafter	44	917,408 (d)	15,053,359	16.41	11.0%	100.0%
Leased total	303	4,715,542	\$ 136,505,326	\$ 28.95	100.0%	
Vacancies as of 12/31/22		1,523,988				
Total Portfolio Square Footage		6,239,530				

- (a) The number of leases approximates the number of tenants. Tenants with lease maturities in different years are included in annual totals for each lease. Tenants may have multiple leases in the same year.
- (b) Annualized rent represents the monthly rent charged, including tenant reimbursements, for each lease in effect at December 31, 2022 multiplied by 12. Tenant reimbursements generally include payment of real estate taxes, operating expenses and common area maintenance and utility charges.
- (c) Includes 3 leases that are month-to-month.
- (d) Includes 87,695 square feet that are non-revenue producing building amenities.



Capital Expenditures

(in thousands)

	For the Three Months Ended				Year Ended
	31-Mar-22	30-Jun-22	30-Sep-22	31-Dec-22	31-Dec-22
Tenant improvements	\$ 1,877	\$ 5,453	\$ 6,813	\$ 7,508	\$ 21,651
Deferred leasing costs	3,032	1,327	2,053	1,152	7,564
Non-investment capex	5,065	6,736	9,289	9,074	30,164
Total Capital Expenditures	<u>\$ 9,974</u>	<u>\$ 13,516</u>	<u>\$ 18,155</u>	<u>\$ 17,734</u>	<u>\$ 59,379</u>

	For the Three Months Ended				Year Ended
	31-Mar-21	30-Jun-21	30-Sep-21	31-Dec-21	31-Dec-21
Tenant improvements	\$ 4,491	\$ 4,277	\$ 3,952	\$ 1,881	\$ 14,601
Deferred leasing costs	2,597	1,922	2,371	1,319	8,209
Non-investment capex	5,336	3,793	4,528	4,672	18,329
Total Capital Expenditures	<u>\$ 12,424</u>	<u>\$ 9,992</u>	<u>\$ 10,851</u>	<u>\$ 7,872</u>	<u>\$ 41,139</u>

First generation leasing and investment capital was \$9.0 million for the year ended December 31, 2022 and \$32.0 million for the year ended December 31, 2021.



Transaction Activity

(in thousands except for Square Feet)

Recent Acquisitions:

	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Date Acquired</u>	<u>Purchase Price</u>
2016					
Plaza Seven	Minneapolis	MN	325,796	6/6/16	\$ 82,000
Pershing Plaza	Atlanta	GA	160,145	8/10/16	45,450
600 17th Street	Denver	CO	613,527	12/1/16	154,260

Recent Dispositions:

	<u>City</u>	<u>State</u>	<u>Square Feet</u>	<u>Date Sold</u>	<u>Gross Sale Proceeds</u>	<u>Gain (loss) on Sale</u>
2022						
380 Interlocken	Broomfield	CO	240,359	8/31/22	\$ 42,000	\$ 5,665
390 Interlocken	Broomfield	CO	241,512	8/31/22	60,500	18,412
909 Davis	Evanston	IL	195,098	12/28/22	27,750	3,939
2021						
One Ravinia	Atlanta	GA	386,602	5/27/21	\$ 74,879	\$ 29,075
Two Ravinia	Atlanta	GA	411,047	5/27/21	71,771	29
One Overton Park	Atlanta	GA	387,267	5/27/21	72,850	(6,336)
Loudoun Tech Center	Dulles	VA	136,658	6/29/21	17,250	(2,148)
River Crossing	Indianapolis	IN	205,729	8/31/21	35,050	(1,734)
Timberlake	Chesterfield	MO	234,496	9/23/21	44,667	6,184
Timberlake East	Chesterfield	MO	117,036	9/23/21	22,333	4,111
999 Peachtree	Atlanta	GA	621,946	10/22/21	223,900	86,766
Meadow Point	Chantilly	VA	138,537	11/16/21	25,500	1,878
Stonecroft	Chantilly	VA	111,469	11/16/21	14,500	(4,768)
2020						
Emperor Boulevard	Durham	NC	259,531	12/23/20	\$ 89,700	\$ 41,928



Loan Portfolio of Secured Real Estate

(in thousands)

(dollars in thousands, except footnotes)

<u>Sponsored REIT</u>	<u>Location</u>	<u>Maturity Date</u>	<u>Maximum Amount of Loan</u>	<u>Amount Outstanding 31-Dec-22</u>	<u>Interest Rate at 31-Dec-22</u>
Mortgage loan secured by property					
FSP Monument Circle LLC (1)	Indianapolis, IN	30-Jun-23	\$ 24,000	\$ 24,000	7.51%
			<u>\$ 24,000</u>	<u>\$ 24,000</u>	

(1) Includes an origination fee of \$164,000 and an exit fee of \$38,000 when repaid by the borrower.



Net Asset Value Components

(in thousands except per share data)

	As of 31-Dec-22
Total Market Capitalization Values	
Shares outstanding	103,235.9
Closing price	\$ 2.73
Market capitalization	\$ 281,834
Debt	413,000
Total Market Capitalization	<u>\$ 694,834</u>

NOI Components

	3 Months Ended 31-Dec-22
Same Store NOI (1)	\$ 17,549
Acquisitions (1) (2)	<u>—</u>
Property NOI (1)	17,549
Full quarter adjustment (3)	<u>—</u>
Stabilized portfolio	<u>\$ 17,549</u>

Financial Statement Reconciliation:	
Rental Revenue	\$ 40,745
Rental operating expenses	(14,273)
Real estate taxes and insurance	(7,907)
NOI from dispositions & redevelopment properties	(666)
Taxes (4)	(37)
Management & other fees (5)	(313)
Property NOI (1)	<u>\$ 17,549</u>

Assets:

Loans outstanding on secured RE	\$ 19,763
Investments in SARs (book basis)	—
Straight-line rent receivable	52,739
Asset held for sale	—
Cash, cash equivalents and restricted cash	6,632
Tenant rent receivables	2,201
Prepaid expenses	4,674
Office computers and furniture	154
Other assets:	
Deferred financing costs, net	2,041
Other assets: Derivative Market Value	4,358
Other assets - Right-to-Use Asset	705
	<u>\$ 93,267</u>

Liabilities:

Debt (excluding contra for unamortized financing costs)	\$ 413,000
Accounts payable & accrued expenses	54,010
Tenant security deposits	5,710
Other liabilities: lease liability	759
Other liabilities: derivative liability	<u>—</u>
	<u>\$ 473,479</u>

Other information:

Leased SF to be FFO producing during 2023 (in 000's)	<u>83</u>
Straight-line rental revenue current quarter	<u>\$ 1,831</u>
Management fee income current quarter	\$ 1
Interest income from secured loans	461
Management fees and interest income from loans	<u>\$ 462</u>

Footnotes to the components

(1) See pages 11 & 30 for definitions and reconciliations.

(2) Includes NOI from acquisitions not in Same Store.

(3) Adjustment to reflect property NOI for a full quarter in the quarter acquired, if necessary.

(4) HB3 Tax in Texas is classified as an income tax, though we treat it as a real estate tax in Property NOI.

(5) Management & other fees are eliminated in consolidation but included in Property NOI.



Appendix: Non-GAAP Financial Measure Definitions

Definition of Funds From Operations (“FFO”)

The Company evaluates performance based on Funds From Operations, which we refer to as FFO, as management believes that FFO represents the most accurate measure of activity and is the basis for distributions paid to equity holders. The Company defines FFO as net income or loss (computed in accordance with GAAP), excluding gains (or losses) from sales of property, hedge ineffectiveness, acquisition costs of newly acquired properties that are not capitalized and lease acquisition costs that are not capitalized plus depreciation and amortization, including amortization of acquired above and below market lease intangibles and impairment charges on mortgage loans, properties or investments in non-consolidated REITs, and after adjustments to exclude equity in income or losses from, and, to include the proportionate share of FFO from, non-consolidated REITs. We exclude the FFO from any Sponsored REIT that is consolidated from the calculation of FFO.

FFO should not be considered as an alternative to net income or loss (determined in accordance with GAAP), nor as an indicator of the Company’s financial performance, nor as an alternative to cash flows from operating activities (determined in accordance with GAAP), nor as a measure of the Company’s liquidity, nor is it necessarily indicative of sufficient cash flow to fund all of the Company’s needs.

Other real estate companies and the National Association of Real Estate Investment Trusts, or NAREIT, may define this term in a different manner. We have included the NAREIT FFO definition as of May 17, 2016 in the table on page 9 and note that other REITs may not define FFO in accordance with the current NAREIT definition or may interpret the current NAREIT definition differently than we do.

We believe that in order to facilitate a clear understanding of the results of the Company, FFO should be examined in connection with net income or loss and cash flows from operating, investing and financing activities in the consolidated financial statements.



Appendix: Non-GAAP Financial Measure Definitions

Definition of Earnings before Interest, Taxes, Depreciation and Amortization (EBITDA) and Adjusted EBITDA

EBITDA is defined as net income or loss plus interest expense, income tax expense and depreciation and amortization expense. Adjusted EBITDA is defined as EBITDA excluding hedge ineffectiveness, gains or losses on extinguishment of debt, gains and losses on sales of properties or shares of equity investments or provisions for losses on assets held for sale or equity investments. We exclude the Adjusted EBITDA from any Sponsored REIT that is consolidated from the calculation of Adjusted EBITDA. EBITDA and Adjusted EBITDA are not intended to represent cash flow for the period, are not presented as an alternative to operating income as an indicator of operating performance, should not be considered in isolation or as a substitute for measures of performance prepared in accordance with GAAP and are not indicative of operating income or cash provided by operating activities as determined under GAAP. EBITDA and Adjusted EBITDA are presented solely as a supplemental disclosure with respect to liquidity because the Company believes it provides useful information regarding the Company's ability to service or incur debt. Because all companies do not calculate EBITDA or Adjusted EBITDA the same way, this presentation may not be comparable to similarly titled measures of other companies. The Company believes that net income or loss is the financial measure calculated and presented in accordance with GAAP that is most directly comparable to EBITDA and Adjusted EBITDA.

Definition of Property Net Operating Income (Property NOI)

The Company provides property performance based on Net Operating Income, which we refer to as NOI. Management believes that investors are interested in this information. NOI is a non-GAAP financial measure that the Company defines as net income or loss (the most directly comparable GAAP financial measure) plus general and administrative expenses, depreciation and amortization, including amortization of acquired above and below market lease intangibles and impairment charges, interest expense, less equity in earnings of nonconsolidated REITs, interest income, management fee income, hedge ineffectiveness, gains or losses on extinguishment of debt, gains or losses on the sale of assets and excludes non-property specific income and expenses. We exclude the NOI from any Sponsored REIT that is consolidated from the calculation of NOI. The information presented includes footnotes and the data is shown by region with properties owned in the periods presented, which we call Same Store. The comparative Same Store results include properties held for the periods presented and exclude properties that are redevelopment properties. We also exclude properties that have been placed in service, but that do not have operating activity for all periods presented, dispositions and significant nonrecurring income such as bankruptcy settlements and lease termination fees. We define redevelopment properties as properties being developed, redeveloped or where redevelopment is complete, but are in lease-up and that are not stabilized. NOI, as defined by the Company, may not be comparable to NOI reported by other REITs that define NOI differently. NOI should not be considered an alternative to net income or loss as an indication of our performance or to cash flows as a measure of the Company's liquidity or its ability to make distributions.



Appendix: Non-GAAP Financial Measure Definitions

Definition of Adjusted Funds From Operations (AFFO)

The Company also evaluates performance based on Adjusted Funds From Operations, which we refer to as AFFO. The Company defines AFFO as (1) FFO, (2) excluding loss on extinguishment of debt that is non-cash, (3) excluding our proportionate share of FFO and including distributions received, from non-consolidated REITs, (4) excluding the effect of straight-line rent, (5) plus the amortization of deferred financing costs, (6) plus the value of shares issued as compensation and (7) less recurring capital expenditures that are generally for maintenance of properties, which we call non-investment capex or are second generation capital expenditures. Second generation costs include re-tenanting space after a tenant vacates, which include tenant improvements and leasing commissions.

We exclude development/redevelopment activities, capital expenditures planned at acquisition and costs to reposition a property. We also exclude first generation leasing costs, which are generally to fill vacant space in properties we acquire or were planned for at acquisition.

AFFO should not be considered as an alternative to net income or loss (determined in accordance with GAAP), nor as an indicator of the Company's financial performance, nor as an alternative to cash flows from operating activities (determined in accordance with GAAP), nor as a measure of the Company's liquidity, nor is it necessarily indicative of sufficient cash flow to fund all of the Company's needs. Other real estate companies may define this term in a different manner. We believe that in order to facilitate a clear understanding of the results of the Company, AFFO should be examined in connection with net income or loss and cash flows from operating, investing and financing activities in the consolidated financial statements.



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