



House of the Dragon Activation at the Empire State Building

Tripadvisor
Best of the Best

#1
Attraction in the World 2024

#1
Attraction in the US 2022 - 2024

EMPIRE STATE
REALTY TRUST

Investor Presentation

July 2024



111 W 33rd Street



Hecker Fink LLP at ESB



CLA at One Grand Central Place



Empire State Building Observatory



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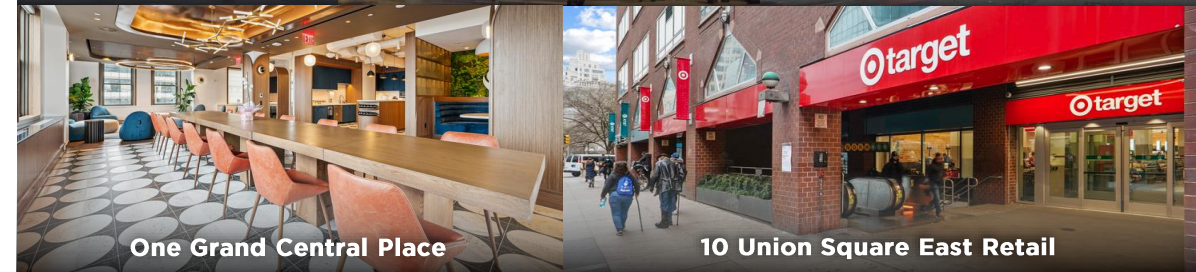
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Why ESRT?

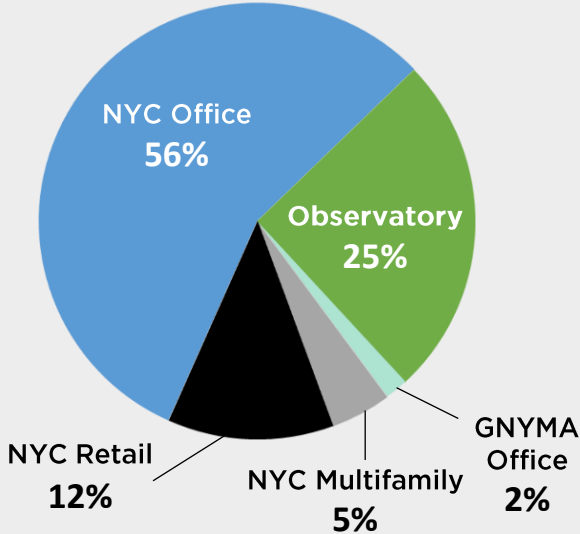
- **ESRT puts points on the board with performance**
- **NYC is the international capital of the world**
 - Resilient, vibrant, irreplicable
- **Pure play NYC REIT with multiple drivers of upside**
 - Office, Observatory, Retail, Multifamily
- **Competitive advantages**
 - Low leverage, no floating rate debt exposure, diverse income streams, sustainability leader, accessible pricing
 - **Destination** for the market's **flight to top quality space** within rental price tier
- **On Our Front Foot**
 - Already active in acquisitions



Multiple Sources of Upside – NYC Focus

Office, Observatory, Retail and Multifamily

Pro-Forma 2Q24 TTM NOI¹

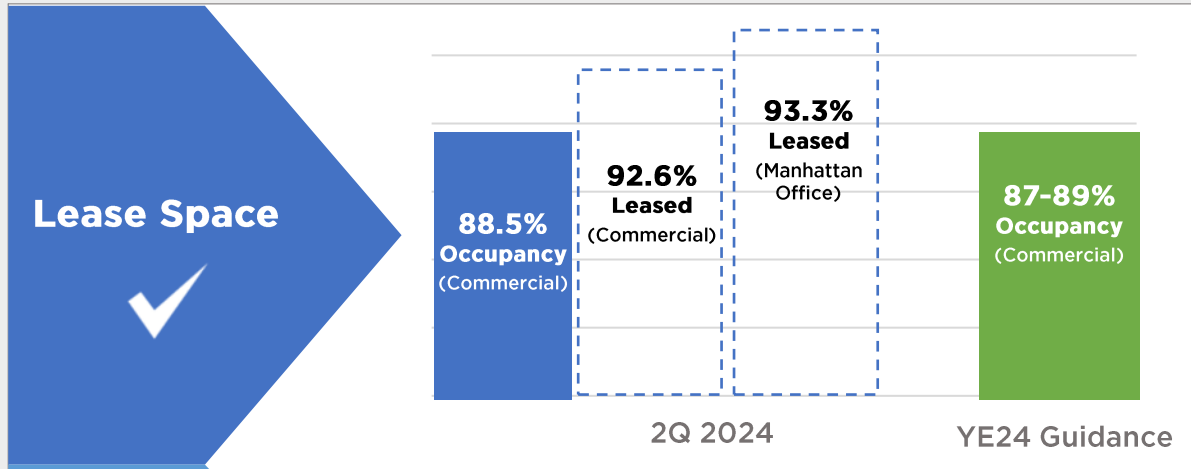


	Portfolio	Upside
Office	<ul style="list-style-type: none"> 7.9M SF, predominantly in Manhattan Modernized, amenitized, energy-efficient, healthy buildings Central locations near mass transit “Flight to Quality” destinations, accessible price points 	<ul style="list-style-type: none"> 10 consecutive quarters of positive leased rate absorption 12 consecutive quarters of positive mark-to-market lease spreads for Manhattan office \$47M contracted initial cash revenues (\$42M incremental) from signed leases not commenced and free rent burn-off
ESB Observatory Experience	<ul style="list-style-type: none"> #1 in the World and in the US by Tripadvisor Iconic, authentic NYC experience \$165M redevelopment completed 	<ul style="list-style-type: none"> Increased visitation Dynamic pricing Inflation hedge
Retail	<ul style="list-style-type: none"> 0.7M SF in Manhattan Resilient everyday shopping tenant base - 94% national retailers High foot traffic locations at or near mass transit 	<ul style="list-style-type: none"> Rebound in foot traffic in neighborhoods surrounding ESRT properties Consumer demand for everyday retail
Multifamily	<ul style="list-style-type: none"> 727 units across NYC Well-located, well-amenitized Minimal capex needs 	<ul style="list-style-type: none"> Strong rent growth and occupancy Annual rent resets provide inflation hedge



COMPANY PRIORITIES

Laser Focused on Shareholder Value



- Lease Space** ✓
- Sell Observatory Tickets** ✓
- #1 Attraction in the World & US by Tripadvisor
 - ESB Observatory exceeds pre-Covid net operating income
 - Maximize per capita revenue
 - Manage expenses

- Manage Our Balance Sheet** ✓
- Execute on capital allocation goals
 - On offense to pursue attractive acquisitions amidst capital markets dislocation
 - Maintain balance sheet flexibility
 - Tenants and brokers screen for landlords with balance sheet strength

- Achieve Sustainability Goals** ✓
- Carbon neutral commercial portfolio as of 2022
 - Recognized leader in sustainability
 - Tenants and brokers screen for sustainability partnership with landlord

COMPETITIVE ADVANTAGES

Flight to Top Quality Space within Rental Price Tier

ESRT Outperforms Peers

- **Proven Leasing Results**
 - Increased NYC office **leased rate +170 bps** y/y in 2Q24 to 93.3%
 - Increased NYC office **occupancy +120 bps** y/y in 2Q24 to 88.8%
 - Achieved **+2.0% positive mark to market** NYC office leasing spreads in 2Q24
 - Leased total of **982K SF in 2023** and **642K SF in 1H24²**
- **Tenants Expand Within the ESRT Portfolio**
 - **2.8M SF in 289 existing tenant expansions** since IPO

Top of Our Price Tier Assets

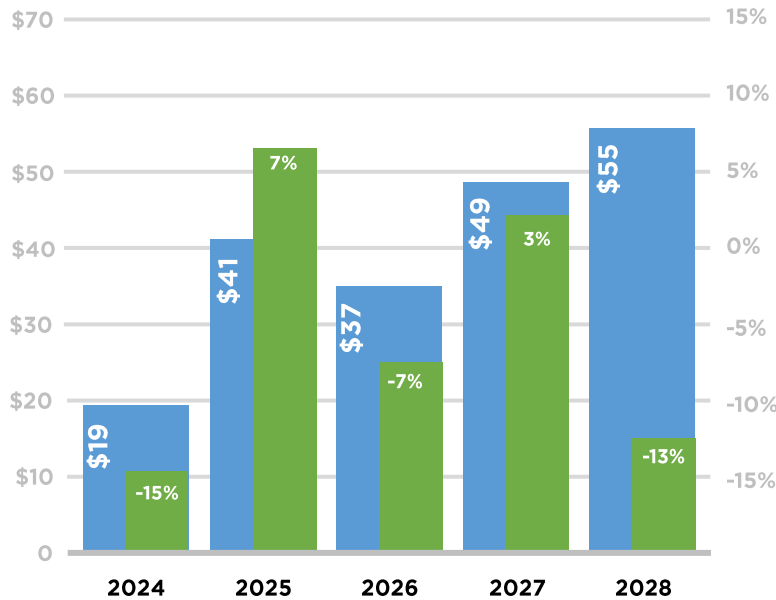
- **Fully Redeveloped and Modernized Buildings Compete and Win**
 - **\$1B invested in portfolio upgrades**
 - 95% of tenant space redeveloped
- **Well-Amenitized and Well-Located**
- **Value Proposition for Tenants**
- **Energy-Efficiency and Healthy Building Leaders**
 - **Recognized** by industry, government, and NGOs for leadership
 - Focus on Science Based Targets and investment and return
 - **100% carbon neutral** and renewable wind-powered
 - Read more in [ESRT's Sustainability Report](#)

COMPETITIVE ADVANTAGES

Contracted Rents & Tenant Expansions

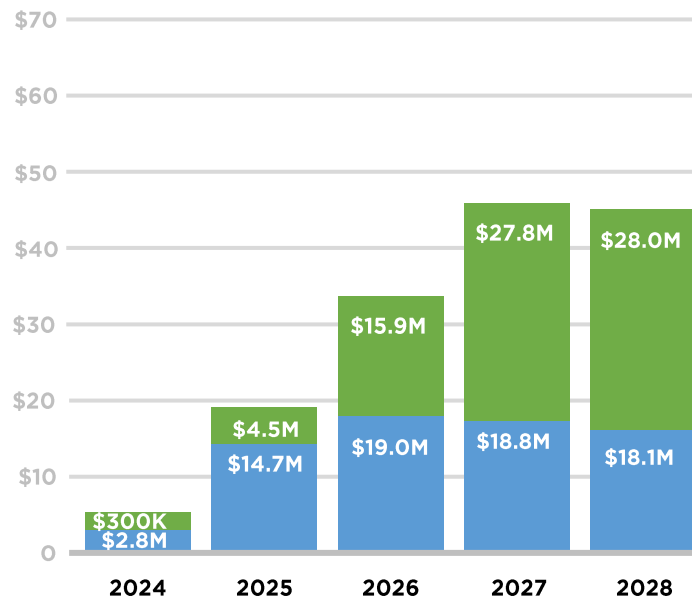
- Limited near-term lease expiration with upside to in-place rents
- Locked-in pipeline of signed leases not commenced & free rent burn
- Proven record of existing tenant expansions

Upcoming Lease Expirations



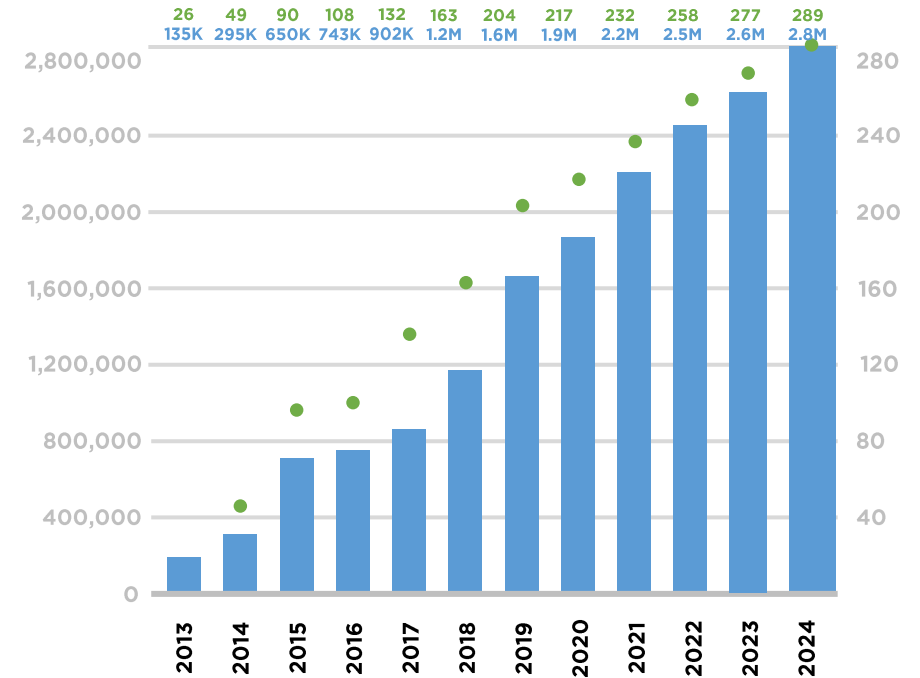
Annualized Expiring Rent (\$Ms)
Expiring Rent Rel. to TTM New Starting Rents (% Above/Below)

Cumulative SLNC and Free-Rent Burn-Off³



Burn-off of Free Rent
SLNC

Cumulative Growth from Tenant Expansions⁴



Square Footage
Number of Expansion Transactions

COMPETITIVE ADVANTAGES

Strong & Flexible Balance Sheet

Flexibility

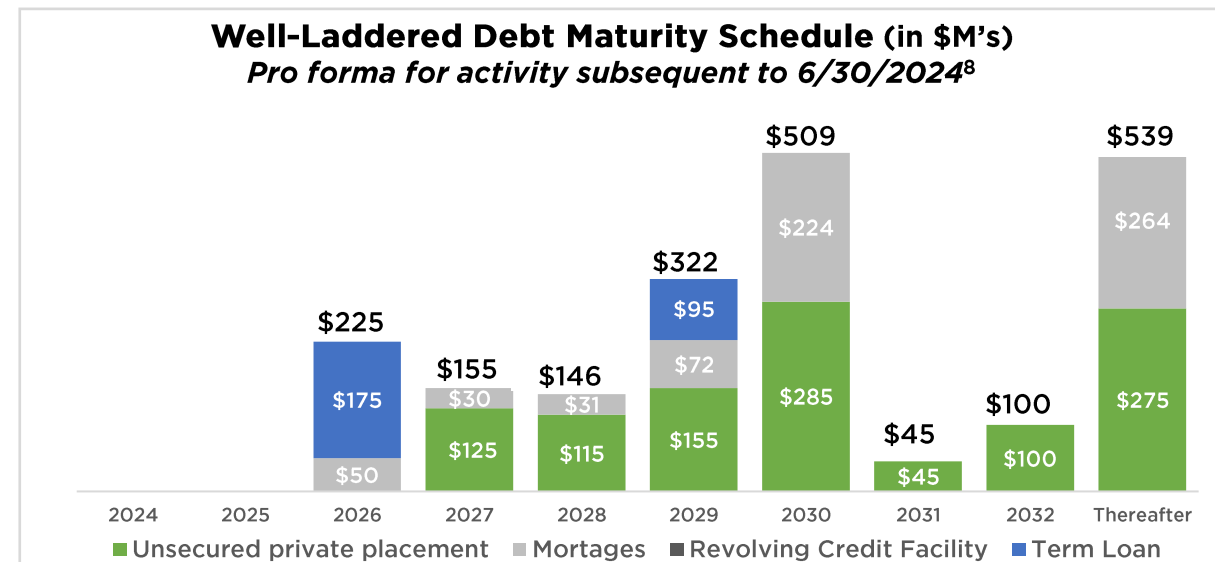
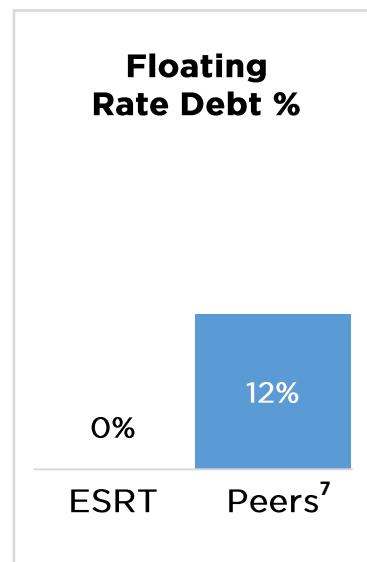
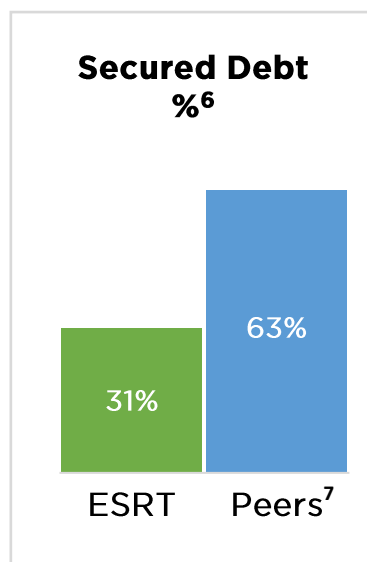
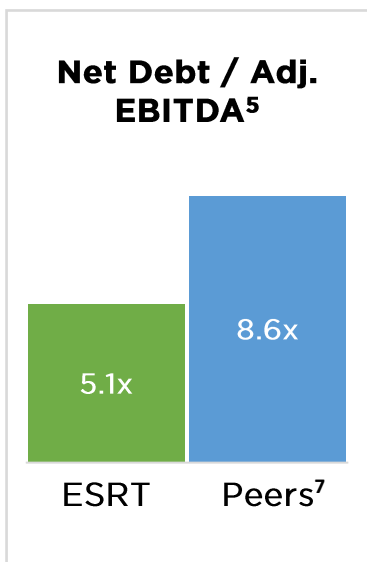
- No floating rate debt exposure
- Weighted average interest rate = 4.27%
- Well-laddered debt maturity schedule
- Entire portfolio 100% owned
- No JVs or complex capital structures

Optionality

- Operating runway
- Capital recycling
- External growth
- Share repurchases

Allows ESRT to:

- Compete and win new tenants
- Be nimble
- Execute and deploy capital



COMPETITIVE ADVANTAGES

Portfolio Transformation Complete

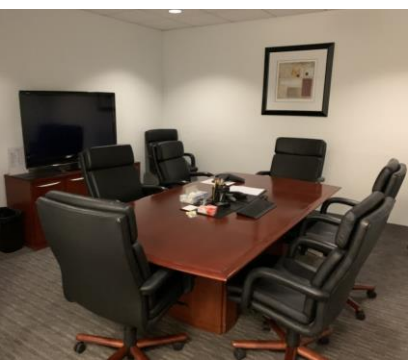
~\$1B invested to redevelop and create top of tier assets that are fully modernized, amenitized, energy efficient

One Grand Central Place - Tenant Space CLA

AFTER REDEVELOPMENT



BEFORE

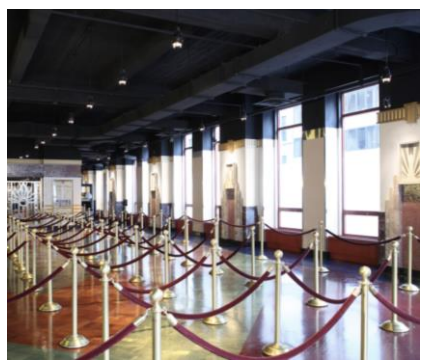


ESB - Observatory

AFTER REDEVELOPMENT

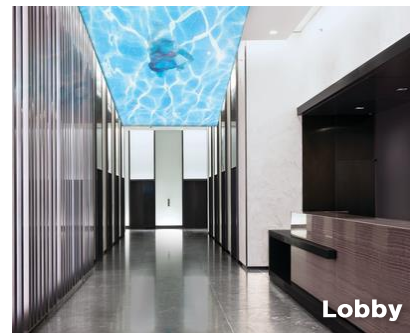


BEFORE



250 West 57th St. - Lobby

AFTER REDEVELOPMENT



BEFORE



COMPETITIVE ADVANTAGES

Capital Recycling Enhances Portfolio Quality

Dispositions

- Completed disposition of **five** suburban assets since early 2022
 - 383 Main Avenue
 - 500 Mamaroneck
 - 10 Bank
 - Westport Retail (two assets)



Acquisitions

- Invested **\$643M** into NYC multifamily and retail assets with better growth and lower capex
 - 345 E 94th Street
 - The Victory
 - 298 Mulberry
 - Williamsburg Retail Phase One
 - Williamsburg Retail Phase Two (expected to close 3Q24)

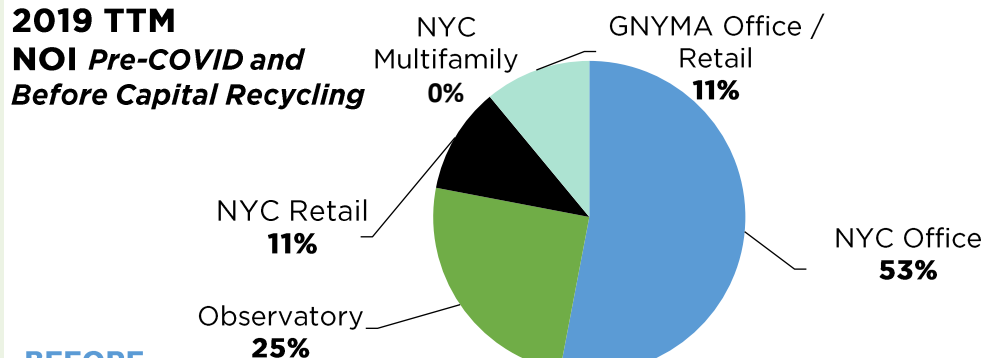


Building a Stronger NYC Portfolio

- Post-Recycling Estimated NOI Composition

2019 TTM

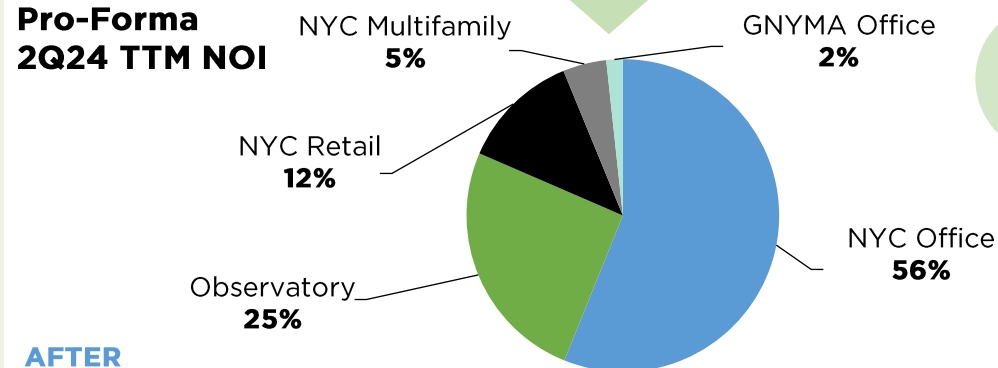
NOI Pre-COVID and Before Capital Recycling



BEFORE

Pro-Forma

2Q24 TTM NOI



AFTER





OFFICE

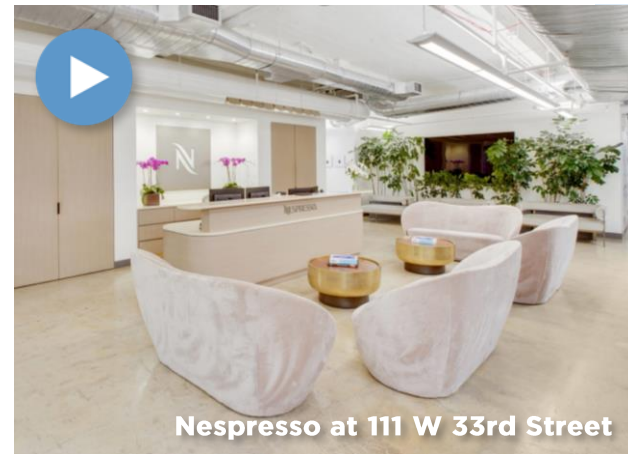
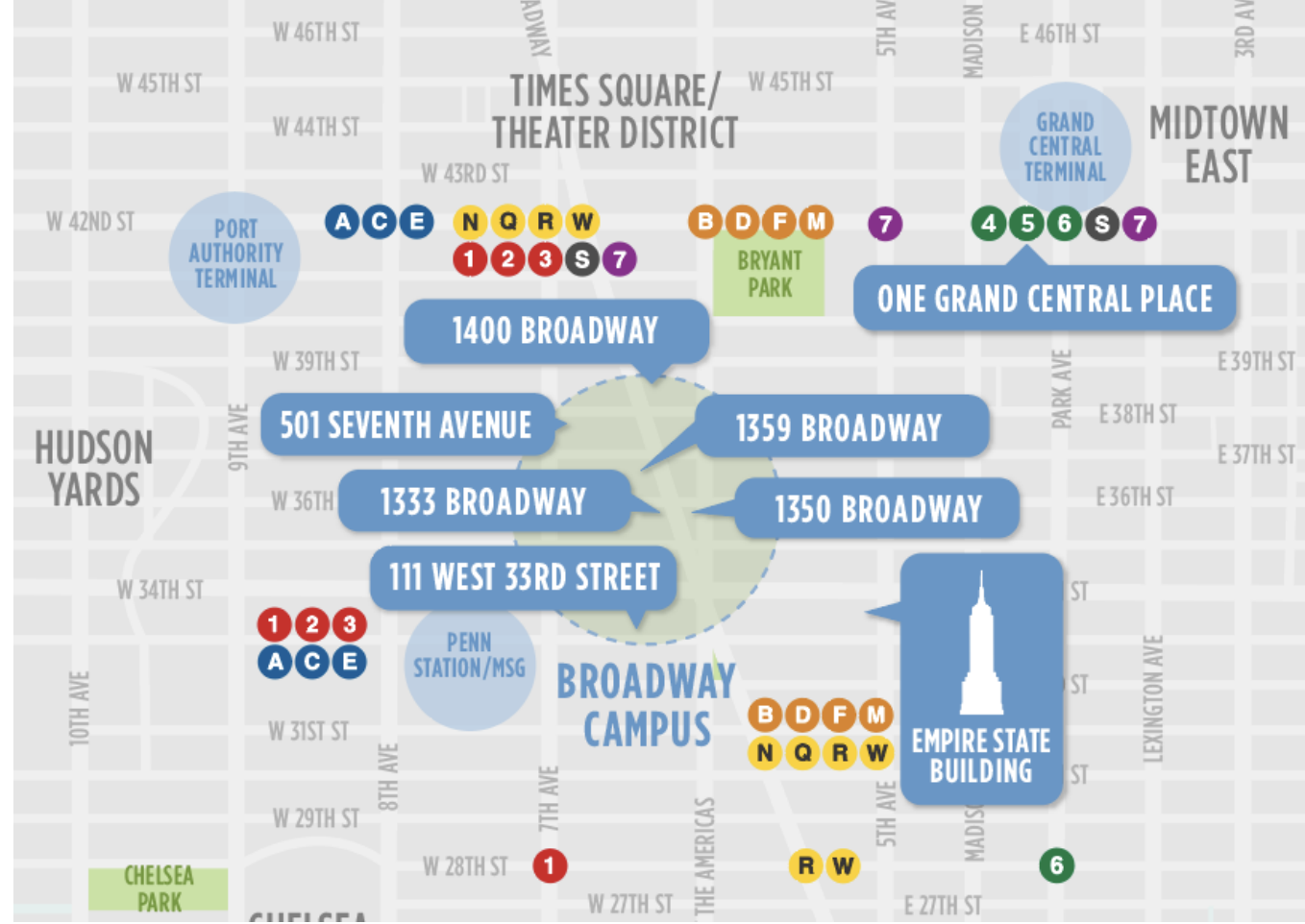
Prime Locations Near Mass Transit

- Majority of our portfolio is located within a 9-minute walk to the **primary transportation hubs** in the most valuable U.S. office market
- **Campus portfolio** - Buildings in close proximity create **valuable synergies** including certain shared amenities
- C&W study shows that **proximity to mass transit** and **amenities** are the two strongest drivers of return to office

Walk score
93

Transit score
95

Bike score
83



Nespresso at 111 W 33rd Street

ESRT's office helps Nespresso attract top talent:

“It is important for Nespresso to have an office here in New York City because it is **the center of global trade**. It allows us to attract the highest talent.”

- Anatoliy Korolenko, Nespresso Store Development Manager

Robust Amenity Offering

✓ IN BUILDING AMENITIES

- 60 usable terraces
- 24 food and beverage options
- Fitness / Wellness facilities
- Town Halls
- Tenant Lounges

✓ NEIGHBORHOOD AMENITIES

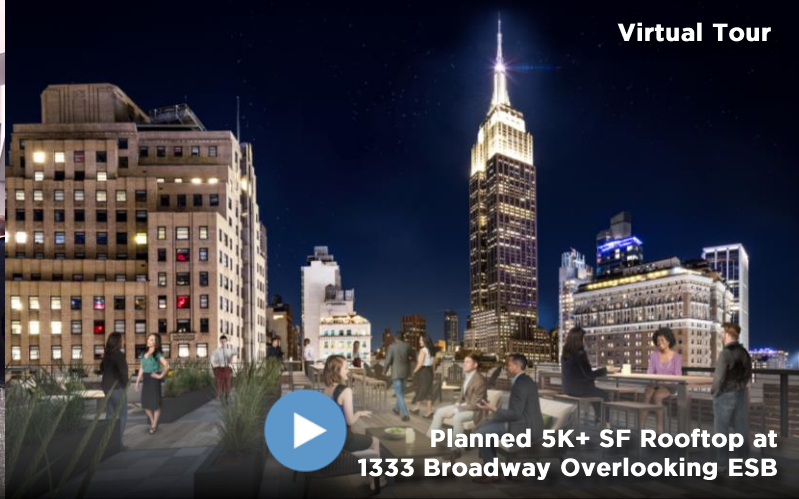
- Proximity to mass transit
- Restaurants, leisure, shopping
- Broadway Plaza
- Madison Square Park
- Central Park

✓ ADD THE RIGHT AMENITIES AT THE RIGHT COST

- Enhance underutilized concourse & rooftop space
- Cost synergies of investment for a campus portfolio
 - Shared access across certain properties
- Completed additions:
 - Town Hall, Tenant Lounge, Wellness Facility
- New additions underway:
 - Multi-sport court (basketball, pickleball), all hands, additional tenant lounge, golf simulators, rooftop lounge



Shared Conference Center at One Grand Central Place



Planned 5K+ SF Rooftop at 1333 Broadway Overlooking ESB



Town Hall at 1400 Broadway



Refresh57 Wellness Facility at 250 W. 57th



10K SF Multi-Purpose Space at the Empire State Building - Under Construction

Tip: Click the 'Play Arrow' for videos

Hear From Our Tenants and Brokers



LINKEDIN: LIFE AT ESB



PROGNYN THRIVES AT
1359 BROADWAY



ICAPITAL
PARTNERS WITH ESRT

“The reaction of our own employees, candidates, prospects and customers that we bring to the facilities is **awe and a sense of wonder** when you walk through these walls.”

—
-Sr. Brand Marketing Manager,
Talent Attraction, LinkedIn

“There wasn’t anything I can think of that we weren’t able to do that we needed. That’s just an example of **ESRT’s willingness to partner with us and help us be successful** in any way that they can.”

—
-Chief Executive Officer, Progyny

“We grew beyond anybody’s expectations. The only way that could have happened was because we had a **great partnership with ESRT. ESRT made an effort to accommodate us.** They worked to create for us a contiguous expansion space.”

—
-Managing Director and
Chief People Officer, iCapital



Why Tenants Choose ESRT Properties

Greater New York Mutual (Jan 2024)

“**Industry-leading sustainability** measures and **excellent tenant amenities** which **aid in employee recruitment and retention** in addition to our hybrid work environment.”

- Elizabeth Heck, Chairman, President, and CEO of GNY Mutual

SESAC Music Group (Dec 2023)

“Our move to 250 W. 57th Street has been a great decision for SESAC Music Group. Our employees love the **easy access to transportation** and **proximity to Central Park**. We value our **partnership with ESRT.**”

- John Josephson, Chairman & CEO, SESAC Music Group

Capco (July 2023)

“Exceeded our expectations with its **blend of heritage, contemporary design and energy efficiency**, and it will offer our people **top-tier amenities** in an **accessible location** close to many of our clients.”

- Mike Ethelston, Managing Partner of Capco US & Brazil

Aprio (June 2023)

“The Empire State Building **exceeded our expectations** as we sought modernized office space with **top-tier amenities** and a **prime location.**”

- Richard Kopelman, CEO and Managing Partner at Aprio

Rising Ground (May 2023)

“We are excited to move into this new space as it will operate as a **central location** to **better engage with the 25,000 New Yorkers** we serve while expanding our work in the city we have called home for nearly two centuries.”

- Alan Mucatel, Rising Ground CEO

Leader Sustainability Energy Efficiency Healthy Building Fully Amenitized Fully Redeveloped
Modernized Financially Stable Best-In-Class Balance Sheet Carbon Neutral Expansions
Friendly Clean Great Staff Great Partners Helpful Location Professional Service Oriented



OFFICE

Target the Deepest Part of the Market

ESRT’s Prime Top of Tier Assets satisfy the deepest pool of demand in the market by size, location, and price



Attractive price point with our high-quality offering

All Deals With Publicly Disclosed Terms 1Q19 – 2Q24 ⁹		
Starting Rent Range	% of Total Market Leases	% of ESRT Leases
<\$55 PSF	29.5%	19.2%
\$56 - \$80 PSF	45.1%	79.7%
\$81 - \$99 PSF	14.1%	1.0%
>\$100 PSF	11.4%	0.0%
Total	100.0%	100.0%



Serves the deepest pool of demand in the market

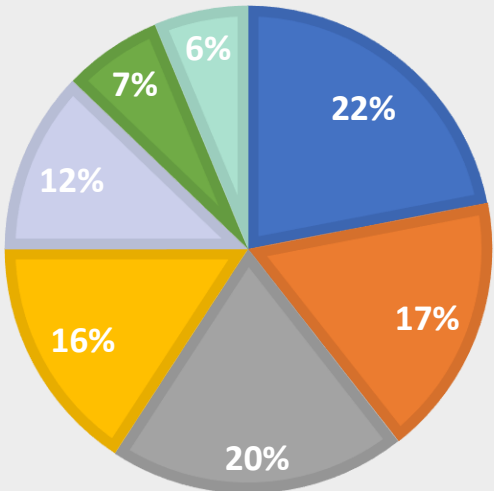
All Deals 1Q19 – 2Q24 ⁹		
Size Range	% of Total Market Leases	% of ESRT Leases
Below 30,000 SF	93.3%	92.1%
Above 30,000 SF	6.7%	7.9%
Total	100.0%	100.0%



OFFICE

Strong & Diverse Tenant Mix

Prime top of tier assets attract top quality tenants



- Technology, Media and Advertising
- Finance, Insurance, Real Estate
- Consumer Goods
- Other
- Professional Services
- Legal Services
- Non-Profit





TripAdvisor
Best of the Best

#1
Attraction
in the World
2024

#1
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in the US
2022 - 2024

ESB Observatory

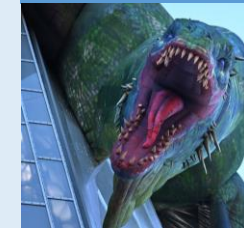
Proven performer across all economic cycles, new competition, and a pandemic, with upside to NYC tourism recovery

- “World’s Most Famous Building”
- #1 in the World and in the US by Tripadvisor
- Top Uber tourist attraction in the world¹⁰
- Top 10 searched ‘Bucket List’ travel experiences¹¹
- Inflation hedge
- \$165M renovation complete
- High margin operating business

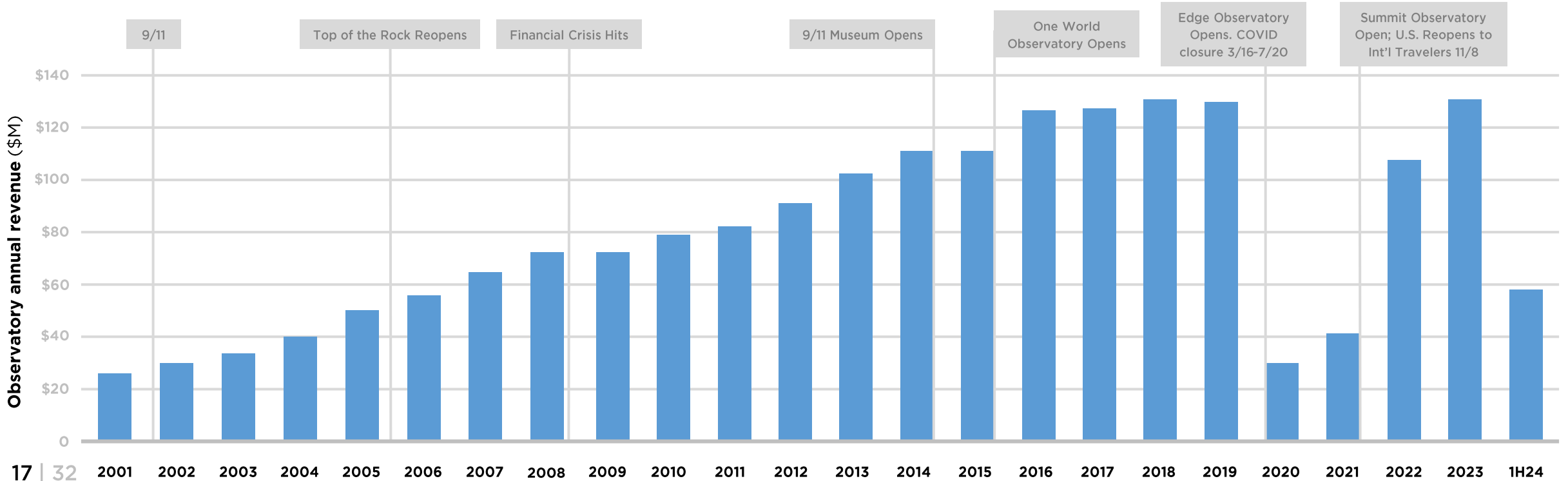
Media Impact (YTD through June 30)

- 268B Media Impressions
- \$552M Advertising Value Equivalency

House of the Dragon Activation (June)








Mercedes-AMG PETRONAS F1 and WhatsApp Activation (May)

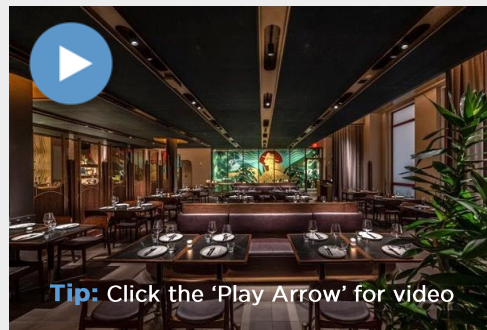


Retail Portfolio Highlights

- **94% national retailers**
- **Everyday retailers**
- **High density** and foot traffic
- On or near **mass transit**
- Weighted average lease term of **6.9 years**

Top 10 Retail Tenants ¹²	% of Annual Retail FER	% of Retail Square Footage
1. SEPHORA	11.5%	1.8%
2.  TARGET	10.3%	12.6%
3. URBAN OUTFITTERS	9.0%	8.8%
4. Foot Locker	8.5%	5.3%
5. <i>Walgreens</i>	5.4%	6.1%
6. T.J. maxx	5.1%	7.2%
7.  CVS	3.7%	3.3%
8.  AT&T	3.6%	1.4%
9. CHASE 	3.3%	3.4%
10.  School Construction Authority	3.3%	4.4%

3-Story Starbucks Reserve at the Empire State Building



Tip: Click the 'Play Arrow' for video

Top-Quality Retail Tenants:



RETAIL

North 6th Street, Williamsburg Retail Acquisitions

- **Contract Price: \$195M in aggregate**

- All-cash transactions
- Closing projected in 3Q 2024
- Portfolio 1: \$103M
 - 5 high quality retail storefronts: 81-83, 85-87, 89, 91, and 111-115 North 6th Street
 - 86% leased, 7.5-year WALT
- Portfolio 2: \$92M
 - More details to be provided upon closing

- **Attractive Upside:**

- Near-term upside from signed leases not yet commenced and vacancy lease-up
- Attractive long-term mark-to-market rent upside

- **Investment Strategy:**

- Scales ESRT's initial North 6th Street Acquisition Completed in 3Q23
- Well-located, high traffic, strong market demographics, great growth



Strength of the Williamsburg Market

Population Density¹³

- 56% increase within a mile of North 6th Street retail corridor from 2010-2021
- 61% of the population have a college degree or higher

✓ Strong Household Income¹³

- 51% of households make \$100k per year or more
- 35% of households make \$200k per year or more
- Median Home Value >\$1M

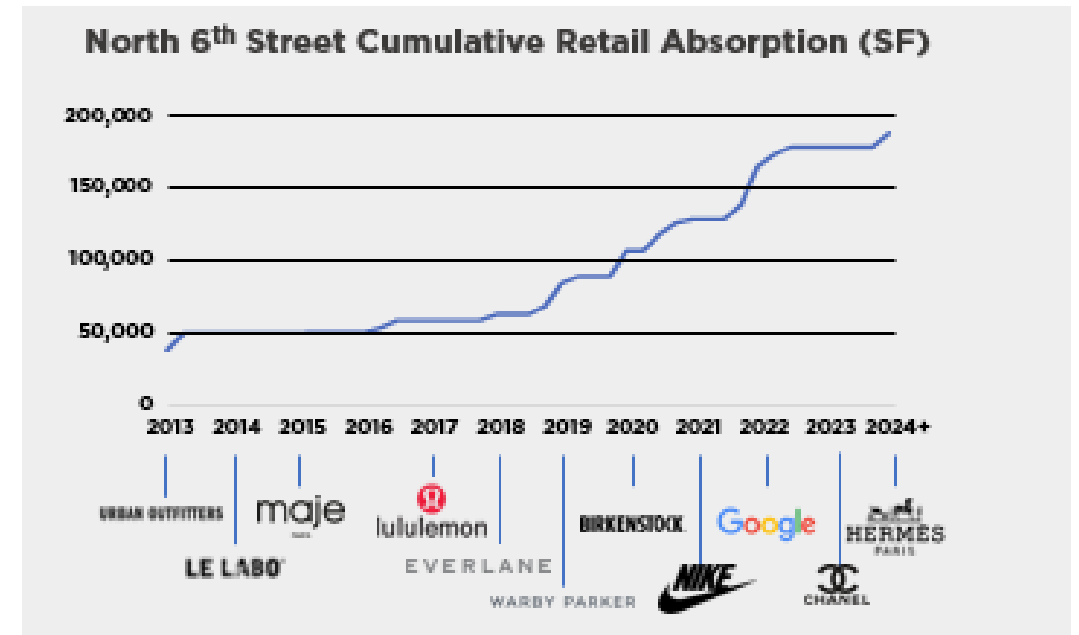
✓ New Development¹³

- Multifamily – 46% increase in inventory over the last decade. 5.3k new units under construction, 2.8k units proposed
- Hospitality – 10 hotels & 1,350 rooms opened since 2011

✓ Access to Mass Transit¹⁴

- Bedford “L” train station has the 2nd highest annual ridership in Brooklyn
- Weekend ridership exceeds weekday by 60%

✓ Emerging as a breakout retail submarket in NYC



Multifamily Portfolio Highlights

Benefits from strong NYC residential demand



298 Mulberry Street

- Mulberry St. & East Houston St.
- Subway lines: B, D, F, M & 6
- 96 Units, 100% free-market
- Studio, 1BR, 2BR
- Retail space leased to CVS
- 24-hour doorman, fitness center, resident lounge, roof deck, laundry room, parking



345 E 94th Street

- 94th Street and 1st Avenue
- 2nd Avenue Subway Q Line
- 208 Units
- Studio, 1BR, 2BR
- 24-hour doorman, fitness center, resident lounge, outdoor terrace, parking



The Victory at 561 10th Ave

- Just north of Hudson Yards & Manhattan West, 41st St. and 10th Ave.
- 417 Units
- Studio, 1BR, 2BR
- Retail space leased to CVS
- 24-hour doorman, fitness center with half-court basketball, pickleball, resident lounge, outdoor terraces, roof deck, parking

MEET THE TEAM

Experienced and Aligned Management

Management team has a deep understanding of NYC market, real estate and capital markets



Anthony E. Malkin
Chairman & Chief Executive Officer
36 years with ESRT
36 years in industry
A.B. from Harvard College



Christina Chiu
President
4 years with ESRT
22 years in industry
B.S. from NYU Stern School
of Business



Thomas P. Durels
**Executive Vice President,
Real Estate**
34 years with ESRT
41 years in industry
B.S. from Lehigh University



Steve Horn
**Executive Vice President,
Chief Financial Officer &
Chief Accounting Officer**
4 years with ESRT
17 years in industry
B.A. & MS from Michigan State
University

Sustainability Leadership

CARBON NEUTRAL AS OF 2022



REDUCED EMISSIONS

47% in our entire commercial portfolio since 2009
57% at the Empire State Building since 2007



PURCHASED WIND RECs

for **100%** of the commercial portfolio's electrical usage since 2021, and for the Empire State Building since 2011



SUPPORT PRESERVATION OF FORESTS

Offset **100%** of fossil fuel usage

2023 GRESB 5-STAR RATING



Ranked 1st of 115 Americas' Listed Companies

Highest possible **GRESB 5 Star Rating and Green Star** recognition for the 4th consecutive year with a score of **92**

Achieved the highest **Public Disclosure score of 96**

FRAMEWORKS AND CERTIFICATIONS



Named **ENERGY STAR Partner of the Year** for 4th year in a row and achieved **2024 ENERGY STAR Sustained Excellence Award** for 2nd year in a row



Among the **first commercial office and multifamily portfolios** in the U.S. to achieve the **WELL Equity Rating**



Ranked as one of **Newsweek's 2024 Most Responsible Companies**



SBTi target validation aligned with 1.5° C trajectory



2023 Bloomberg GEI Member for 2nd year in a row



Recognized as a **2024 Great Place To Work**



BOMA New York Grand Pinnacle Award and Earth Award Winner
BOMA Mid-Atlantic Earth Award Winner
BOMA International TOBY Earth Award Winner

Conclusion

NYC-focused portfolio with multiple sources of NYC upside, including tourism, residential, retail and office demand

- ✓ Unique NYC-focused portfolio comprised of **modernized office assets**; everyday **retail in high foot traffic locations**; well-located, well-amenitized **multifamily assets**; iconic Empire State Building **Observatory Experience**
- ✓ **Well-positioned balance sheet** affords flexibility to pursue capital allocation initiatives that align with ESRT's focus on **long-term shareholder value creation**
- ✓ Long standing **sustainability leadership**; 100% of commercial portfolio WELL Health-Safety rated and fully powered by **renewable wind energy**; **carbon neutral** as of 2022
- ✓ **Aligned management team** with extensive experience in NYC real estate and **meaningful shareholder ownership**





Appendix

Overview

[Sustainability Initiatives](#)

[Sustainability Scorecard](#)

[Sustainability Leadership](#)

Reconciliation of Non-GAAP Measures

Footnotes

Disclaimer

Focus on Sustainability Initiatives

Environmental

AWARDED AS A LEADER



#1
LOWEST EMISSIONS
OF ALL
NYC-BASED
REITS

Per Green Street November 24, 2021 research reports (documenting 2020 data)

15

ON TRACK WITH SECTOR LEADING TARGETS

- **100% renewable wind** powered commercial portfolio
- **Net-zero commitment** for carbon emissions at ESB by 2030 and the entire commercial portfolio by 2035

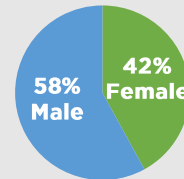
PREPARED FOR FUTURE REGULATION AND REDUCED RISK OF FINES

- **Local Law 97 Compliant** based on current assumptions
- **Alignment and approval with Science Based Targets initiative (SBTi)** 1.5-degree Celsius scenario
- **Scope 3** - Voluntarily disclose scope 3 emissions for downstream leased assets (tenant sub metered usage)
- **Sustainability reporting in alignment** with TCFD, SASB, GRI, GRESB and prepared for ISBSB transition

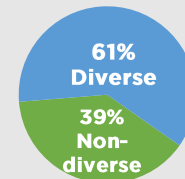
Social

INCREASED GENDER AND ETHNIC DIVERSITY OF OUR WORKFORCE AND LEADERSHIP¹⁶

Gender



Ethnicity



DIVERSITY, EQUITY AND INCLUSION



United Nations
Global Compact



WOMEN'S
EMPOWERMENT
PRINCIPLES

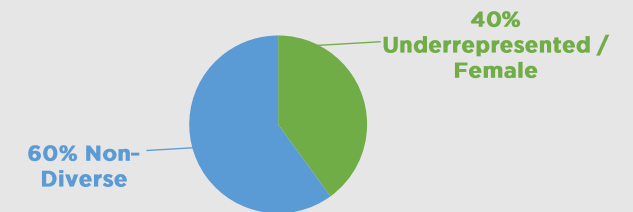
- **Employee-led Inclusion Committee** with measurable goals and transparency to colleagues and board

INVESTMENT IN OUR PEOPLE

- **Employee programs and benefits:** adoption assistance, fertility benefits, learning and development
- **Tenant Engagement:** Quarterly Town Halls, custom tenant sustainability programs
- **Community engagement & volunteerism:** paid volunteer time off and sponsored programs with local community groups

Governance

FOCUS ON BOARD DIVERSITY



BOARD INDEPENDENCE

- **90% Independent Directors** (6 new directors appointed since 2017 - 5 diverse candidates)

ACCOUNTABILITY

- **Board oversight of sustainability initiatives** with specific committee responsibilities in charters
- **Adopted sustainability metric** as a component of NEO's annual bonus and performance-based equity

STOCK OWNERSHIP / COMPENSATION

- 14% of shares / OP units held by directors and executives
- **Claw back policy** in place
- Double-trigger change **in control** benefits

AWARDS

- Governance Intelligence's 2023 Corporate Governance Award for **Best Proxy Statement (small cap)** and nominee for Best Shareholder Engagement

Sustainability Scorecard

Alignment with Sustainability Reporting Standards						
Framework	GRI	GRESB	MSCI	ISS ESG	SASB	SUSTAINALYTICS
Scoring	Y/N	0-100, 1-5 Stars	AAA-CCC	0-10 (lower = better)	Y/N	Negligible - Severe
2020	Y	88, 5 Stars	BBB	E:3, S:4, G:7	Y	Low Risk
2021	Y	94, 5 Stars	BBB	E:2, S:2, G:7	Y	Low Risk
2022	Y	95, 5 Stars	BBB	E:3, S:3, G:6	Y	Low Risk
2023	Y	92, 5 Stars	A	E: 2, S: 3, G: 6	Y	Low Risk

Based on kgCO₂e per square foot per Morgan Stanley February 5, 2020 research report (documenting 2019 data)

Green Lease Leader

Department of Energy (DOE) Better Climate Challenge Partner

Empire State Building is LEED EB O&M v4 Gold

Per Green Street November 24, 2021 research report (documenting 2020 data)

ESRT has taken proactive steps to ensure its portfolio is “future ready” with significant investment in environmental upgrades throughout the portfolio, that will become necessary for all competing buildings of the future.

Learn more about IEQ – Click Play Below



HEALTHY BUILDING MEASURES

HUMAN EXPERIENCE

- CO₂-based Demand Control Ventilation to ensure adequate introduction of fresh outside air for ventilation
- Advanced LutronVive lighting control system to optimize daylight, glare and productivity balanced with energy efficiency

AIR PURIFICATION

- Active bi-polar ionization air purification system to improve air quality

HEALTHY MATERIALS/ PRODUCTS

- Sustainable purchasing, such as low or no VOC and no Red List materials in tandem with our High-Performance Sustainable Healthy Design and Construction Guidelines

AIR FILTRATION

- Space-specific 24/7 HVAC
- MERV 13 filters (which filter everything from dust, pollen, and mold to bacteria)

PERFORMANCE VERIFICATION

- Annual comprehensive third-party air and water quality testing

OPERATIONS

- Integrated pest management practices
- Certified Green Cleaning products

Sustainability Leadership



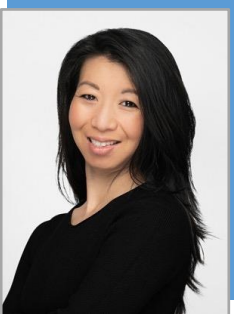
Our Chairman and CEO, Anthony E. Malkin is a recognized leader on sustainability initiatives for our local and national community

- Chairman of the Real Estate Roundtable Sustainability Policy Advisory Committee
- Was sole commercial owner member of NYC's Dept of Buildings Local Law 97 Implementation Advisory Board and Co-Chair of LL97 Commercial Buildings Working Group



Our Director of Energy, Sustainability and ESG, SVP Dana Schneider serves on the Real Estate Round Table Sustainability Policy Advisory Committee

- Urban Green Board of Directors
- Sole commercial owner member of NYC Sustainability Advisory Board
- REBNY Sustainability Committee
- The Clean Fight and REBNY PropTech Judge



Our President, Christina Chiu serves on the NYC Building Decarbonization and Climate Finance Task Force, led by the NYC Economic Development Corporation (NYC-EDC) and NYU Stern's Chen Institute, and supported by representatives from the Mayor's Office for Climate (MOCEJ) and the New York State Energy Research & Development Authority (NYSERDA)

Industry Leadership & Engagement

- ✓ WELL Living Lab/Mayo Clinic
- ✓ REBNY Sustainability Committee
- ✓ NAREIT Real Estate Sustainability Committee
- ✓ Urban Green Board of Directors
- ✓ ULI Tenant Energy Optimization Program
- ✓ NYC Mayor's Carbon Challenge
- ✓ NYC Building Decarbonization and Climate Finance Task Force
- ✓ The Clean Fight (Final Round Judge)
- ✓ USGBC LEED Steering Committee
- ✓ [ESRT & NYSERDA's Empire Building Playbook](#) is available online for free

Reconciliation of Non-GAAP Measures

<u>Reconciliation of Net Income to Cash NOI and Same Store Cash NOI¹⁸</u>	Three Months Ended				
	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023
Net income	\$ 28,555	\$ 10,215	\$ 15,830	\$ 19,928	\$ 36,955
Add:					
General and administrative expenses	18,020	15,972	16,144	16,012	16,075
Depreciation and amortization	47,473	46,081	49,599	46,624	46,280
Interest expense	25,323	25,128	25,393	25,382	25,405
Interest expense associated with property in receivership	628	-	-	-	-
Loss on early extinguishment of debt	-	553	-	-	-
Income tax expense (benefit)	750	(655)	1,792	1,409	733
Less:					
(Gain) loss on disposition of property	(10,803)	-	2,497	-	(13,565)
Third-party management and other fees	(376)	(265)	(275)	(268)	(381)
Interest income	(5,092)	(4,178)	(4,740)	(4,462)	(3,339)
Net operating income	104,478	92,851	106,240	104,625	108,163
Straight-line rent	(1,900)	(3,061)	(2,133)	(5,015)	(11,859)
Above/below-market rent revenue amortization	(513)	(514)	(483)	(554)	(675)
Below-market ground lease amortization	1,958	1,958	1,958	1,957	1,958
Total cash NOI - including Observatory and lease termination fees	104,023	91,234	105,582	101,013	97,587
Less: Observatory NOI	(25,166)	(16,165)	(26,935)	(28,091)	(24,776)
Less: cash NOI from non-Same Store properties	(7,350)	(8,233)	(8,248)	(7,204)	(6,235)
Total Same Store property cash NOI - including lease termination fees	71,507	66,836	70,399	65,718	66,576
Less: Lease termination fees	-	-	-	-	-
Total Same Store property cash NOI - excluding Observatory and lease termination fees	\$ 71,507	\$ 66,836	\$ 70,399	\$ 65,718	\$ 66,576

Reconciliation of Non-GAAP Measures

	Twelve Months to Date	Three Months Ended ¹⁹			
		30-Jun-24	31-Mar-24	31-Dec-23	30-Sep-23
Rental revenue	540,580	136,328	136,557	134,467	133,228
Tenant expense reimbursement	68,397	16,142	17,325	16,700	18,230
Deduct:					
Straight-line rental revenues	(12,109)	(1,900)	(3,061)	(2,133)	(5,015)
Above/below-market rent revenue amortization	(2,064)	(513)	(514)	(483)	(554)
Total cash revenues	594,804	150,057	150,307	148,551	145,889

	Three Months Ended				
	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023	June 30, 2023
Reconciliation of Net Income to EBITDA and Adjusted EBITDA¹⁹					
Net income	\$ 28,555	\$ 10,215	\$ 15,830	\$ 19,928	\$ 36,955
Interest expense	25,323	25,128	25,393	25,382	25,405
Interest expense associated with property in receivership	628	-	-	-	-
Income tax expense (benefit)	750	(655)	1,792	1,409	733
Depreciation and amortization	47,473	46,081	49,599	46,624	46,280
EBITDA	102,729	80,769	92,614	93,343	109,373
(Gain) loss on disposition of properties	(10,803)	-	2,497	-	(13,565)
Adjusted EBITDA	\$ 91,926	\$ 80,769	\$ 95,111	\$ 93,343	\$ 95,808



Footnotes

- Page 4
 - 1 - Adjusted for pro-forma; (1) the disposition of First Stamford Place announced in April 2024, (2) the breakout of base retail from NYC office, now included with standalone retail as “NYC retail”, and (3) full-year NOI contribution from the Williamsburg retail acquisitions that the company signed agreements for in July 2024.
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 - 2 - Beginning in the quarter ended June 30, 2024, we include “Early Renewals”, defined as leases which were signed over two years prior to lease expiration. “Early Renewals” are included within the total leased square footage metrics listed.
- Page 7
 - 3 - Table reflects cumulative initial cash rents totaling \$47M contributing to cash NOI in the following years.
 - 4 - Since 2013, the year in which we went public, through June 30, 2024.
 - Company data and filings include office and retail tenants as of June 30, 2024.
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 - 5 - Adjusted EBITDA is calculated on a trailing twelve-month basis.
 - 6 - Reflects the Company’s secured debt.
 - 7 - Peer group includes SLG as of June 30, 2024, and BXP, PGRE, and VNO as of March 31, 2024.
 - 8 - Pro-forma debt maturity schedule reflects the Company’s debt and excludes regularly scheduled amortization and the undrawn portion revolving credit facility as of June 30, 2024, adjusted for subsequent activity including: (1) the Metro Center refinancing, which extended the maturity from November 2024 to November 2029, including a one-year extension option, (2) repayment of the \$100M Series A unsecured notes due in March 2025 with private placement proceeds, and (3) repayment of the \$120M drawn on the revolver (2029 maturity with extensions).
- Page 15
 - 9 - Source: Newmark
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 - Industry diversification by annualized fully escalated office rent.
 - Company data and filings as of June 30, 2024.
- Page 17
 - 10 - Per Uber Newsroom report titled: A look back at 2021, dated December 9th, 2021. Click [here](#) for more information.
 - 11 - Per CNBC article titled: These are the most-searched ‘bucket list’ travel experiences in the world, dated July 5th 2021. More information [here](#).
- Page 18
 - 12 - Based on percentage of total fully escalated rent (FER) of the Company’s retail portfolio in aggregate. Does not include signed leases that have not yet commenced. Company data and filings as of June 30, 2024.
- Page 20
 - 13 - Source: CoStar
 - 14 - Source: Metropolitan Transportation Authority
- Page 26
 - 15 - Per Green Street research report: Office Insights: NYC Local Emissions Regulation Update, dated November 24, 2021.
 - 16 - Data as of December 31, 2023.
- Page 27
 - 17 - Per Green Street research report: Office Insights: NYC Local Emissions Regulation Update, dated November 24, 2021.
- Page 29
 - 19 - Company data and filings as of June 30, 2024. Amounts in thousands.
- Page 30
 - 20 - Company data and filings as of June 30, 2024. Amounts in thousands.



Disclaimer

This presentation includes “forward-looking statements” within the meaning of Section 27A of the Securities Act, and Section 21E of the Exchange Act. We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and are including this statement for purposes of complying with those safe harbor provisions. You can identify forward-looking statements by the use of forward-looking terminology such as “aims,” “anticipates,” “approximately,” “believes,” “contemplates,” “continues,” “estimates,” “expects,” “forecasts,” “hope,” “intends,” “may,” “plans,” “seeks,” “should,” “thinks,” “will,” “would” or the negative of these words and phrases or similar words or phrases. In particular, any projection, guidance, or similar estimation about the future or future results, performance or achievements is a forward-looking statement.

Forward-looking statements are subject to substantial risks and uncertainties, many of which are difficult to predict and are generally beyond our control, and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods which may be incorrect or imprecise, and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all).

Many important factors could cause our actual results and future events to differ materially from those set forth or contemplated in our forward-looking statements, including, among other things: (i) economic, market, political and social impact of, and uncertainty relating to, any catastrophic events, including pandemics, epidemics or other outbreaks of disease, climate-related risks such as natural disasters and extreme weather events, terrorism and other armed hostilities, as well as cybersecurity threats and technology disruptions; (ii) a failure of conditions or performance regarding any event or transaction described herein; (iii) resolution of legal proceedings involving the company; (iv) reduced demand for office, multifamily or retail space, including as a result of the changes in the use of office space and remote work; (v) changes in our business strategy; (vi) a decline in Observatory visitors due to changes in domestic or international tourism, including due to health crises, geopolitical events, currency exchange rates, and/or competition from other observatories; (vii) defaults on, early terminations of, or non-renewal of, leases by tenants; (viii) increases in the company’s borrowing costs as a result of changes in interest rates and other factors; (ix) declining real estate valuations and impairment charges; (x) termination of our ground leases; (xi) limitations on our ability to pay down, refinance, restructure or extend our indebtedness or borrow additional funds; (xii) decreased rental rates or increased vacancy rates; (xiii) difficulties in executing capital projects or development projects successfully or on the anticipated timeline or budget; (xiv) difficulties in identifying and completing acquisitions; (xv) impact of changes in governmental regulations, tax laws and rates and similar matters; (xvi) our failure to qualify as a REIT; (xvii) incurrence of taxable capital gain on disposition of an asset due to failure of use or compliance with a 1031 exchange program; and (xviii) failure to achieve sustainability metrics and goals, including as a result of tenant collaboration, and impact of governmental regulation on our sustainability efforts. For a further discussion of these and other factors that could impact the company’s future results, performance, or transactions, see the section entitled “Risk Factors” of our annual report on Form 10-K for the year ended December 31, 2023 and any additional factors that may be contained in any filing we make with the U.S. Securities and Exchange Commission.

While forward-looking statements reflect the company’s good faith beliefs, they do not guarantee future performance. Any forward-looking statement speaks only as of the date on which it was made, and we assume no obligation to update or revise publicly any forward-looking statement to reflect changes in underlying assumptions or factors, new information, data or methods, future events, or other changes after the date of this presentation, except as required by applicable law. Prospective investors should not place undue reliance on any forward-looking statements, which are based only on information currently available to the company (or to third parties making the forward-looking statements).

The sustainability aspirations, targets and objectives contained in this presentation reflect our current plans and aspirations and are not guarantees that we will be able to achieve them. In addition, these efforts are impacted by our tenants’ willingness and ability to collaborate in reporting sustainability metrics and meeting sustainability goals, the ability of the New York grid to meet the emissions reduction targets and timing set forth in New York States’s CLCPA legislation, and replacement of equipment at the end of its useful life cycle.