







# SUPPLEMENTAL INFORMATION FOURTH QUARTER 2017





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(1) These schedules exclude the properties detailed on page 8.

When used in this supplemental information package and the conference call to be held in connection herewith, the word "believes," "expects," "estimates" and similar expressions are intended to identify forward-looking statements. Such statements are subject to certain risks and uncertainties which could cause actual results to differ materially. In particular, among the factors that could cause actual results to differ materially are continued qualification as a real estate investment trust, general business and economic conditions, competition, increases in real estate construction costs, interest rates, accessibility of debt and equity capital markets and other risks inherent in the real estate business including tenant defaults, potential liability relating to environmental matters and liquidity of real estate investments. Readers are advised to refer to Duke Realty's Form 10-K Report as filed with the Securities and Exchange Commission on February 17, 2017 for additional information concerning these risks.

## **Duke Realty Corporation**

Duke Realty Corporation ("Duke Realty"), the largest pure-play, domestic only, industrial REIT, specializes in the ownership, management and development of high quality, modern bulk distribution real estate. Duke Realty is publicly traded on the NYSE under the symbol DRE and is listed on the S&P 500 Index. The Company maintains a Baa1 rating from Moody's Investor Service and a BBB+ rating from Standard & Poor's Financial Services.

#### **Product Review**

**Bulk Distribution Properties:** Duke Realty owns interests in 492 bulk distribution properties encompassing 146.1 million square feet in 21 major logistics markets. These properties are primarily warehouse facilities with clear ceiling heights of 28 feet or more.

**Non-core Properties:** Duke Realty owns interests in 13 non-core buildings totaling 1.3 million square feet that we intend to sell in the near future. These properties are summarized on page 27.

**Development Land:** Duke Realty owns or has joint venture interests in over 1,300 acres of development land and controls an additional 780 development acres through purchase options. The land, primarily in the Company's existing business parks, is ready for immediate use and is primarily unencumbered by debt. The development acres owned and controlled through purchase options can support 34 million square feet of future development. All of these amounts include joint ventures at ownership share.

Note: Figures above exclude held for sale buildings which are detailed on page 8.

## **Common Stock Data (NYSE:DRE):**

	4th Quarter 2016	1st Quarter 2017	2nd Quarter 2017	3rd Quarter 2017	4th Quarter 2017
High price	\$27.26	\$27.28	\$29.25	\$30.14	\$29.58
Low price	\$22.97	\$23.93	\$26.17	\$27.23	\$26.65
Closing price	\$26.56	\$26.27	\$27.95	\$28.82	\$27.21
Dividends paid per share	\$0.19	\$0.19	\$0.19	\$0.19	\$0.20
Closing dividend yield	2.9%	2.9%	2.7%	2.6%	2.9%*

<sup>\*</sup>A \$0.85 per share special dividend was also paid during the quarter.

## **Earnings Conference Call**

Duke Realty Corporation will hold its quarterly conference call to discuss fourth quarter results on Thursday, February 1, 2018, at 3:00 p.m. Eastern Time. The public may access the conference through a live audio webcast available on the investor relations section of Duke Realty's website at www.dukerealty.com. Institutional investors can also access the conference via Thomson Reuters' password-protected event management site, StreetEvents (www.streetevents.com). Shortly after the conclusion of the conference call, investors can access a replay of the webcast on the Company's website.

#### **Definitions**

## **Supplemental Performance Measures**

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.

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.

**Core EBITDA:** Core EBITDA is earnings, including share of joint ventures, before interest, taxes, depreciation and amortization adjusted to exclude gains or losses on land or other property sales, gains (losses) on and related costs of business combinations, impairment charges, capital transactions, promote income and severance charges related to major overhead restructuring activities.

**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 the full calendar year 2017. See page 17 for revised definition starting 1/1/2018.

## **Definitions**, continued

#### **Other Terms**

Average Net Effective Rent Growth: Represents the percentage change in net effective rent between the original leases and the current leases. Net effective rent represents average annual base rental payments, on a straight-line basis for the term of each lease excluding operating expense reimbursements. The calculation excludes leases with an initial term of less than 18 months and is weighted by the square footage of leases executed.

**Cash Rent Growth:** Represents the change in starting rental rates per the lease agreement on new and renewed leases signed during the period as compared with the previous ending rental rates in that same space. The calculation excludes leases with an initial term of less than 18 months and excludes any free rent periods. The calculation is weighted by the square footage of leases executed.

**GAAP Yield (Developments):** Stabilized GAAP yield measures the average annualized net operating income expected to be generated over the life of the lease term(s) divided by the average annual investment in the development project over the same period. In the instances where a project is not yet fully leased, the GAAP yield is equal to the five year average, using lease-up projections, and computed for years 2-6, allowing the development project a twelve month stabilization period.

**In-Place Cash Yield (Acquisitions):** In-place yields of acquisitions are calculated as annualized net operating income, from space leased to tenants at the date of purchase on a lease-up basis, including full rent from all executed leases, even if currently in a free rent period, divided by the acquisition cost. Annualized net operating income is comprised of base rental payments, excluding reimbursement of operating expenses, less current annualized operating expenses not recovered through tenant reimbursements.

**In-Place Cap Rate (Dispositions):** In-place cap rates of dispositions are calculated as annualized net operating income from space leased to tenants at the date of sale on a lease-up basis, including full rent from all executed leases, even if currently in a free rent period, divided by the sales proceeds. Annualized net operating income is comprised of base rental payments, excluding reimbursement of operating expenses, less current annualized operating expenses not recovered through tenant reimbursements.

**Percentage Leased:** Percentage leased represents the percentage of total square feet where leases have been executed, without regard to whether the leases have commenced.

**Percentage Occupied:** Percentage occupied represents the percentage of total square feet where the leases have commenced.

**Stabilized Cash Yield (Acquisitions):** Stabilized cash yield measures the net operating income expected to be generated upon stabilization divided by the total stabilized cost of the acquisition project(s) inclusive of costs to complete lease-up and anticipated capitalized improvements.

**Stabilized Cash Yield (Developments):** Stabilized cash yield measures the net operating income expected to be generated upon stabilization divided by the total cost of the development project. The development cost includes estimated carry costs during the lease-up period.

**Stabilized Properties/Operating Portfolio:** Represents buildings that have reached 90% occupancy (on a percentage leased basis) or have been inservice for at least one year since development completion or acquisition date. Beginning 1/1/2018 this population will be referred to as the Stabilized or Operating Portfolio.

**Unstabilized Properties:** Represents buildings that have not yet reached 90% occupancy (on a percentage leased basis) and have been in-service for less than one year since development completion or acquisition date.

## Balance Sheets (unaudited and in thousands)

	December 31, 2017	September 30, 2017	December 31, 2016
Assets:			
Real estate assets	\$6,593,567	\$6,091,861	\$5,144,805
Accumulated depreciation	(1,193,905)	(1,159,493)	(1,042,944)
Construction in progress	401,407	441,005	303,644
Undeveloped land held for development	199,292	140,149	184,836
Non-strategic undeveloped land	27,695	27,779	52,600
Net real estate investments	6,028,056	5,541,301	4,642,941
Real estate investments and other assets held-for-sale	17,550	63,604	1,324,258
Cash and cash equivalents	67,562	27,315	12,639
Restricted cash held in escrows for like-kind exchange	116,405	512,520	40,102
Accounts receivable, net	19,427	20,605	15,838
Straight-line rents receivable, net	93,005	91,045	82,554
Receivables on construction contracts, including retentions	13,480	10,343	6,159
Investments in and advances to unconsolidated companies	126,487	135,089	197,807
Deferred leasing and other costs, net	292,682	279,891	258,741
Notes receivable from property sales	426,657	426,678	25,460
Other escrow deposits and other assets	186,885	189,080	165,503
Total assets	\$7,388,196	\$7,297,471	\$6,772,002
Liabilities and Equity:			
Secured debt, net of deferred financing costs	\$311,349	\$312,776	\$383,725
Unsecured debt, net of deferred financing costs	2,111,542	1,814,104	2,476,752
Unsecured line of credit	<u> </u>	5,000	48,000
	2,422,891	2,131,880	2,908,477
Liabilities related to real estate investments held-for-sale	1,163	2,653	56,291
Construction payables and amounts due subcontractors, including retentions	54,545	70,432	44,250
Accrued real estate taxes	67,374	83,152	59,112
Accrued interest	17,911	24,547	23,633
Other liabilities	210,825	195,147	153,846
Tenant security deposits and prepaid rents	39,109	36,285	33,100
Total liabilities	2,813,818	2,544,096	3,278,709
Common shares	3,564	3,561	3,548
Additional paid-in-capital	5,205,316	5,195,151	5,192,011
Accumulated other comprehensive income	_	_	682
Distributions in excess of net income	(676,036)	(488,328)	(1,730,423)
Total shareholders' equity	4,532,844	4,710,384	3,465,818
Noncontrolling interest	41,534	42,991	27,475
Total liabilities and equity	\$7,388,196	\$7,297,471	\$6,772,002



## Statements of Operations (unaudited and in thousands)

Revenues		Three Months Ended		Twelve Month	ns Ended
Part					
Personal contractor and service fee revenue   \$32,80   \$10,40   \$70,001	Revenues:				
Pubmish   Pubm	Rental and related revenue	\$179,391	\$160,882	\$686,514	\$641,701
Ramial expenses   17,586   19,639   64,852   73,630   73,640   7	General contractor and service fee revenue	36,228	20,264	94,420	88,810
Renal estate isaxes   17,616   19,639   14,832   14,333   12,037   18,045		215,619	181,146	780,934	730,511
Real estate lataxes         27,395         22,511         18,846         89,381           Cenerate contractor and other services expenses         53,531         20,107         89,457         24,257           Cenerate Contractor and mamorization         75,532         60,088         273,561         24,257           Other Operating Activities:         159,592         123,095         536,564         49,262           City of perating of unconsolidated joint ventures         4,767         9,999         63,310         47,403           Gain on dissolution of unconsolidated joint venture         -         -         -         -         -         20,007         20,209           Gain on sale of properties         20,330         24,544         113,669         118,08         182,009           Claim on land sales         795         7,427         9,244         9,805           Claim of properting expenses         (32,77)         (367)         (42,54)         18,009           General and administrative expenses         (31,779)         (13,173)         (54,444)         65,338           Operating income         11,806         225,470         142,251         19,009           Other income (Expenses)         11,805         25,524         43         14,721	Expenses:				
Comment contractor and other services expenses   \$3,34	Rental expenses	17,616	19,639	64,582	74,323
Poperation and amortization	Real estate taxes	27,395	23,251	108,964	98,938
156,925   123,095   536,566   496,225	General contractor and other services expenses	35,381	20,137	89,457	80,467
Direct Operating Activities:	Depreciation and amortization	76,533	60,068	273,561	242,557
Equity in earnings of unconsolidated joint ventures		156,925	123,095	536,564	496,285
Gain on dissolution of unconsolidated joint venture         —         —         20,007         26,289           Gain on sale of properties         20,330         24,504         113,669         162,033           Gain on sale of properties         20,330         24,504         113,669         162,033           Gain on land sales         795         7,427         9,244         9,868           Other operating expenses         (327)         (367)         (2,554)         (3,886)           Impairment charges         (13,779)         (13,173)         (54,944)         (55,389)           General and administrative expenses         (13,779)         35,21         388,621         433,122           Operating income         70,500         35,521         388,621         433,322           Interest and other income, net         5,524         438         4,721         4,035           Interest and other income, net         5,524         438         4,721         4,035           Loss on debt extinguishment         -         (25,651)         (26,164)         (33,934)           Acquisition-related activity         -         7,228         -         7,176           Income form continuing operations         8,275         40,92         299,592 <t< td=""><td>Other Operating Activities:</td><td></td><td></td><td></td><td><u> </u></td></t<>	Other Operating Activities:				<u> </u>
Promote income         —         —         20,007         26,298           Gain on sale of properties         20,33         24,504         113,699         15,203           Gain on lad sales         795         7,427         9,244         9,868           Other operating expenses         (327)         (367)         (2,554)         (38,68)           Impairment charges         (13,779)         (31,373)         (54,944)         (55,89)           General and administrative expenses         (13,779)         38,521         141,251         19,086           Operating income         70,500         83,521         388,621         433,121           Operating income         70,500         83,521         388,621         433,121           Interest and other income, net         5,524         48         14,721         4,035           Interest and other income, net         5,524         48         14,721         4,035           Loss on debt stripuishment         2,752         4,032         26,049         1,357,76           Income stripuishment         8,275         416         357         589           Income from continuing operations         8,275         416         357         589           Income from continuing	Equity in earnings of unconsolidated joint ventures	4,787	9,999	63,310	47,403
Gain on sale of properties         20.30         24.504         113.699         182.093           Gain on land sales         795         7,427         9.244         9.865           Other operating expenses         (927)         (367)         (2,554)         (3684)           Impairment charges         (13.779)         (13.173)         (54,94)         (55.808)           General and administrative expenses         11.806         25,470         144.251         199.086           Operating income         70,500         83.521         388,621         433.10           Other Income (Expenses):         1         1.00         25,470         144.251         199.086           Interest and other income, net         5,524         438         14,721         4,035           Interest expense         (21,602)         (25,452)         (87,003)         (112,757)           Loss on debt extinguishment         -         7,256         -         7,776           Income sex benefit (expense)         8,275         40,902         290,952         298,422           Discontinued operations         8,275         40,902         29,592         298,422           Discontinued operations or sex benefit (expense)         1,12,593         5,74         4,902	Gain on dissolution of unconsolidated joint venture	_	_	_	30,697
Gain o land sales         795         7,427         9,244         9,865           Other operating expenses         (327)         (367)         (2,554)         (3,864)           Impairment charges         (7,3779)         (13,173)         (54,944)         (55,389)           General and administrative expenses         (11,806)         25,670         144,261         190,086           Operating income         70,500         83,521         38,621         433,312           Other Income (Expenses)         70,500         83,521         38,621         433,312           Other Income (Expenses)         (21,602)         (25,452)         (87,003)         (11,2757)           Loss on debt extinguishment         -         (25,601)         (26,104)         (33,934)           Acquisition-related activity         -         7,258         -         7,176           Income text benefit (expense)         8,275         40,902         290,592         298,421           Discontinued operations         8,275         40,902         290,592         298,421           Income text benefit (expense)         18,436         53,4         1,35,778         1,016           Gain on sale of depreciable properties         18,85         53         1,357,78         1,0	Promote income	_	_	20,007	26,299
Chier operating expenses   (327) (367) (2,554) (3,664)   (10,616	Gain on sale of properties	20,330	24,504	113,669	162,093
Impartment charges	Gain on land sales	795	7,427	9,244	9,865
General and administrative expenses         (13,779)         (13,173)         (54,944)         (55,389)           Operating income         70,500         38,521         388,621         393,621           Other Income (Expenses):         88,621         383,621         338,621         338,621         338,621         338,621         338,621         338,621         338,621         338,621         338,621         338,621         438,621         438,621         438,621         418,621         418,621         418,621         418,621         418,621         418,621         418,622         418,6	Other operating expenses	(327)	(367)	(2,554)	(3,864)
General and administrative expenses         (13,779)         (13,173)         (54,944)         (55,389)           Operating income         70,500         38,251         388,621         433,312           Other Income (Expenses):         88,621         433,312           Interest and other income, net         5,524         438         14,721         4,035           Interest expense         (21,602)         (26,452)         (87,003)         (112,757)           Loss on debt extinguishment         -         (25,681)         (26,104)         33,74           Acquisition-related activity         -         7,256         -         7,176           Income tax benefit (expense)         8,275         416         337         588           Income before gain on sales         68,9         6,729         18,436         15,841           Gain on sale of depreciable properties         12,568         531         1,357,778         1,016           Income before gain on sales         12,569         7,260         1,363,749         16,841           Gain on sale of depreciable properties         12,749         7,260         1,363,749         16,841           Income tax benefit (expense)         11,729         -         1,24,551         1,24,551	Impairment charges	_	(2,920)	(4,481)	(18,018)
Operating income         11,866         28,767         144,261         199,086           Operating income         70,500         83,521         388,621         433,312           Other Income (Expenses):         1         35,524         438         14,721         4,035           Interest expense         (21,602)         (25,622)         (37,003)         (112,757)           Loss on debt extinguishment         -         (25,261)         (26,104)         (33,934)           Acquisition-related activity         -         7,258         -         7,176           Income tax beneffit (expense)         8,275         416         357         589           Income tax beneffit (expense)         8,275         40,920         290,592         298,421           Discontitued operations         868         6,729         18,436         15,541           Salon on sale of depreciable properties         128,508         531         1,357,778         1,016           Income tax benefit (expense)         11,728         -         1(2,465)         -           Income tax benefit (expense)         127,69         3,65         3,18,34         1,654,34         1,857           Net income attributable to common sharentility of precipations attributable to common sharentility of pr	General and administrative expenses	(13,779)		(54,944)	(55,389)
Operating income         70,500         83,521         388,621         433,312           Other Income (Expenses):         1         4,035         14,721         4,035           Interest and other income, net         5,524         438         14,721         4,035           Interest expense         (21,602)         (25,452)         (87,003)         (112,757)           Loss on debt extinguishment         -         (25,261)         (26,104)         (33,934)           Acquisition-related activity         -         7,258         3-         7,176           Income tax benefit (expense)         8,275         416         357         589           Income term continuing operations         62,697         40,920         290,592         298,421           Discontinued operations:         8         6,729         18,436         15,841           Income before gain on sales         689         6,729         18,436         15,841           Income before gain on sales         128,508         531         1,357,778         1,016           Income fund (expense)         11,728         -         1(12,465)         -           Income fund (expense)         19,106         4,816         1,654,341         315,278           Net i					
Other Income (Expenses):         438         14,721         4,035           Interest and other income, net         5,524         438         14,721         4,035           Loss on debt extinguishment         -         (25,6261)         (26,044)         (33,934)           Acquisition-related activity         -         7,258         -         7,176           Income tax benefit (expense)         8,275         416         357         589           Income form continuing operations         62,697         40,920         290,592         298,421           Discontinued operations         689         6,729         18,436         15,841           Gain on sale of depreciable properties         128,508         531         1,357,778         1,016           Income tax benefit (expense)         11,729         7,260         13,83,749         1,657           Net income ax benefit (expense)         11,729         7,260         13,83,749         1,657           Income form discontinued operations         127,469         7,260         1,335,778         1,016           Income factivity and perations attributable to noncontrolling interests         11,747         4(45)         1,910         3,135           Net income attributable to common shareholders         \$18,419	Operating income		83,521		433,312
Interest and other income, net   5,524   438   14,721   4,035   Interest expense   (21,602)   (25,452)   (87,003)   (112,757)   (125,641)   (33,934)   (		•	,	,	,
Loss on debt extinguishment         —         (25,261)         (26,104)         (33,934)           Acquisition-related activity         —         7,258         —         7,176           Income tax benefit (expense)         8,275         416         357         589           Income from continuing operations         62,697         40,920         290,592         298,421           Discontinued operations:         ***********************************		5,524	438	14,721	4,035
Acquisition-related activity         —         7,258         —         7,176           Income tax benefit (expense)         8,275         416         357         588           Income from continuing operations         62,697         40,920         290,592         298,421           Discontinued operations         8         6,679         18,436         15,841           Gain on sales of depreciable properties         18,508         531         1,357,778         1,016           Income tax benefit (expense)         (1,728)         —         (12,455)         —           Income from discontinued operations         127,469         7,260         1,363,749         16,857           Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         1,1747         4255         (19,910)         (3,135)           Net income attributable to common shares         3188,419         \$47,755         \$1,634,431         \$312,143           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.55         \$0.13         \$4.56         \$0.84           Discontinued opera	Interest expense	(21,602)	(25,452)	(87,003)	(112,757)
Acquisition-related activity         —         7,258         —         7,176           Income tax benefit (expense)         8,275         416         357         588           Income from continuing operations         62,697         40,920         290,592         298,421           Discontinued operations         8         6,679         18,436         15,841           Gain on sales of depreciable properties         18,508         531         1,357,778         1,016           Income tax benefit (expense)         (1,728)         —         (12,455)         —           Income from discontinued operations         127,469         7,260         1,363,749         16,857           Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         1,1747         4255         (19,910)         (3,135)           Net income attributable to common shares         3188,419         \$47,755         \$1,634,431         \$312,143           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.55         \$0.13         \$4.56         \$0.84           Discontinued opera	Loss on debt extinguishment		(25,261)	(26,104)	(33,934)
Income tax benefit (expense)   8,275   416   357   589   1800   1800   290,592   298,421   298		_			
Income from continuing operations   62,697   40,920   290,592   298,421     Discontinued operations:		8,275		357	
Discontinued operations:				290,592	
Income before gain on sales         689         6,729         18,436         15,841           Gain on sale of depreciable properties         128,508         531         1,357,778         1,016           Income tax benefit (expense)         (1,728)         —         (12,465)         —           Income from discontinued operations         127,469         7,260         1,363,749         18,767           Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         (1,747)         (425)         (19,910)         (3,135)           Net income attributable to common shareholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common share:         —         \$0,11         \$0,80         \$0,84           Discontinued operations attributable to common shareholders         \$0,13         \$0,11         \$0,80         \$0,84           Total         \$0,52         \$0,13         \$4,58         \$0,89           Discontinued operations attributable to common shareholders         \$0,52         \$0,13         \$4,58         \$0,89           Discontinued operations attributable to common shareholders         \$0,15         \$0,12         \$0,25         \$0,31         \$0,25					
Gain on sale of depreciable properties         128,508         531         1,357,778         1,016           Income tax benefit (expense)         (1,728)         —         (12,465)         —           Income from discontinued operations         127,469         7,260         1,363,749         16,857           Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         (1,747)         (425)         (19,910)         (3,135)           Net income per common sharesholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common shares         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.88           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         \$0.52         \$0.13         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.35 </td <td></td> <td>689</td> <td>6 720</td> <td>18 /36</td> <td>15.8/1</td>		689	6 720	18 /36	15.8/1
Income tax benefit (expense)			-	·	·
Income from discontinued operations         127,469         7,260         1,363,749         16,857           Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         (1,747)         (425)         (19,910)         (3,135)           Net income attributable to common shareholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common share:         \$0.17         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         \$0.52         \$0.13         \$4.58         \$0.89           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         \$0.52         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$0.52         \$0.35         \$0.35 </td <td></td> <td></td> <td>331</td> <td></td> <td>1,010</td>			331		1,010
Net income         190,166         48,180         1,654,341         315,278           Net income attributable to noncontrolling interests         (1,747)         (425)         (19,910)         (3,135)           Net income attributable to common shareholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common sharee         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common sharee:         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.52         \$0.13         \$4.58         \$0.89           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number o			7 260		16.857
Net income attributable to noncontrolling interests         (1,747)         (425)         (19,910)         (3,135)           Net income attributable to common shareholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         \$0.17         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.89           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         \$56,204         354,711         355,762         349,942					
Net income attributable to common shareholders         \$188,419         \$47,755         \$1,634,431         \$312,143           Basic net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942		•	-		
Basic net income per common share:         \$0.17         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942	<u> </u>				
Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942	Net income attributable to common shareholders	<u>\$188,419</u>	\$47,755	<u>\$1,634,431</u>	\$312,143
Discontinued operations attributable to common shareholders         0.35         0.02         3.78         0.05           Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942					
Total         \$0.52         \$0.13         \$4.58         \$0.89           Diluted net income per common share:         Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942					
Diluted net income per common share:         \$0.17         \$0.11         \$0.80         \$0.84           Continuing operations attributable to common shareholders         0.35         0.02         3.76         0.04           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942	·				
Continuing operations attributable to common shareholders         \$0.17         \$0.11         \$0.80         \$0.84           Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942		\$0.52	\$0.13	<u>\$4.58</u>	\$0.89
Discontinued operations attributable to common shareholders         0.35         0.02         3.76         0.04           Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942					
Total         \$0.52         \$0.13         \$4.56         \$0.88           Weighted average number of common shares outstanding         356,204         354,711         355,762         349,942					
Weighted average number of common shares outstanding 356,204 354,711 355,762 349,942					
Weighted average number of common shares and potential dilutive securities 360,244 359,024 362,011 357,076					
	Weighted average number of common shares and potential dilutive securities	360,244	359,024	362,011	357,076



## Summary of EPS, FFO and AFFO (unaudited and in thousands)

Three	Monthe	Fndad	December	• 31

		2017			2016			
		Amount	Wtd. Avg. Shares	Per Share		Amount	Wtd. Avg. Shares	Per Share
Net income attributable to common shareholders	\$	188,419	0.10.100	<u> </u>	\$	47,755	<u> </u>	
Less dividends on participating securities		(2,454)				(608)		
Net Income Per Common Share-Basic		185,965	356,204	\$ 0.52		47,147	354,711 \$	0.13
Add back:								
Noncontrolling interest in earnings of unitholders		1,750	3,287			419	3,424	
Other potentially dilutive securities			753		. —	_	889	
Net Income Attributable to Common Shareholders-Diluted	\$	187,715	360,244	\$ 0.52	\$	47,566	359,024 \$	0.13
Reconciliation to Funds From Operations ("FFO")								
Net Income Attributable to Common Shareholders	\$	188,419	356,204		\$	47,755	354,711	
Adjustments:								
Depreciation and amortization		76,558				79,171		
Company share of joint venture depreciation, amortization and other		2,408				2,523		
Impairment charges - depreciable property		_				677		
Gains on depreciable property sales - discontinued operations		(128,508)				(531)		
Gains on depreciable property sales - continuing operations		(20,330)				(24,504)		
Income tax benefit triggered by depreciable property sales		(1,481)				(416)		
Gains on depreciable property sales - unconsolidated joint ventures		_				(196)		
Noncontrolling interest share of adjustments		650				(542)		
NAREIT FFO Attributable to Common Shareholders - Basic		117,716	356,204	\$ 0.33		103,937	354,711 \$	0.29
Noncontrolling interest in income of unitholders		1,750	3,287			419	3,424	
Noncontrolling interest share of adjustments		(650)				542		
Other potentially dilutive securities			3,016				3,919	
NAREIT FFO Attributable to Common Shareholders - Diluted	\$	118,816	362,507	\$ 0.33	\$	104,898	362,054 \$	0.29
Gains on land sales		(795)				(7,427)		
Gains on land sales - unconsolidated joint ventures		(3,085)				(102)		
Loss on debt extinguishment		_				25,261		
Land impairment charges		_				2,243		
Gain on non-depreciable property sale - unconsolidated joint ventures		_				(6,156)		
Other income tax items		(5,066)						
Acquisition-related activity	_				1 <del></del>	(7,258)		
Core FFO Attributable to Common Shareholders - Diluted	<u>\$</u>	109,870	362,507	\$ 0.30	<u>\$</u>	111,459	362,054 \$	0.31
Adjusted FFO		400.070	222 -22		•			0.04
Core FFO - Diluted	\$	109,870	362,507	\$ 0.30	\$	111,459	362,054 \$	0.31
Adjustments:		(4.000)				(0.000)		
Straight-line rental income and expense		(4,992)				(3,860)		
Amortization of above/below market rents and concessions		(694)				165		
Stock based compensation expense		2,467				1,845		
Noncash interest expense		1,333				1,562		
Second generation concessions		(678)				(30)		
Second generation tenant improvements		(7,433)				(4,714)		
Second generation leasing commissions		(9,374)				(10,058)		
Building improvements	\$	(6,900)	262 E07		\$	(6,391)	362,054	
Adjusted FFO - Diluted	<u> </u>	83,599	362,507	_		89,978		
Dividends Declared Per Common Share			<u> </u>	\$ 0.20			<u>\$</u>	0.19



## **Summary of EPS, FFO and AFFO**

(unaudited and in thousands)

(un	(unaudited and in thousands)  Twelve Months Ended December 31.							
			2017	MOIIII3 L	Huec	December 51,	2016	
		A 4	Wtd. Avg.	Per		A 4	Wtd. Avg.	Per
	با	Amount	Shares	Share		Amount	Shares	Share
Net income attributable to common shareholders	\$	1,634,431			\$	312,143		
Less dividends on participating securities		(3,981)				(2,356)		
Net Income Per Common Share-Basic		1,630,450	355,762	\$ 4.58		309,787	349,942 \$	0.89
Add back:		45 470	0.000			0.000	0.404	
Noncontrolling interest in earnings of unitholders		15,176	3,303			3,089	3,481	
Other potentially dilutive securities	_	3,981	2,946	<b>*</b> 4.50	<u> </u>	2,356	3,653	0.00
Net Income Attributable to Common Shareholders-Diluted	\$	1,649,607	362,011	\$ 4.56	\$	315,232	357.076 \$	0.88
Reconciliation to Funds From Operations ("FFO")	Φ.	4 004 404	055.700		•	040 440	040.040	
Net Income Attributable to Common Shareholders	\$	1,634,431	355,762		\$	312,143	349,942	
Adjustments:		000 470				047.040		
Depreciation and amortization		299,472				317,818		
Company share of joint venture depreciation, amortization and other		9,674				14,188		
Impairment charges - depreciable property		859				3,719		
Gains on depreciable property sales - discontinued operations (1)		(1,352,930)				(1,016)		
Gains on depreciable property sales - continuing operations		(113,669)				(162,093)		
Income tax expense (benefit) triggered by depreciable property sales		17,660				(589)		
Gains on depreciable property sales - unconsolidated joint ventures		(50,693)				(23,896)		
Gain on dissolution of unconsolidated joint venture		_				(30,697)		
Noncontrolling interest share of adjustments		10,939			_	(1,157)		4.00
NAREIT FFO Attributable to Common Shareholders - Basic		455,743	355,762	\$ 1.28		428,420	349,942 \$	1.22
Noncontrolling interest in income of unitholders		15,176	3,303			3,089	3,481	
Noncontrolling interest share of adjustments		(10,939)	0.040			1,157		
Other potentially dilutive securities	_		2,946		_		3,653	
NAREIT FFO Attributable to Common Shareholders - Diluted	\$	459,980	362,011	\$ 1.27	\$	432,666	357,076 \$	1.21
Gains on land sales		(9,244)				(9,865)		
Gains on land sales - unconsolidated joint ventures		(3,085)				(3,175)		
Loss on debt extinguishment, including share of unconsolidated joint ventures		26,104				35,526		
Gain on non-depreciable property sale - unconsolidated joint ventures		(119)				(6,156)		
Land impairment charges		3,622				14,299		
Promote income		(20,007)				(26,299)		
Other income tax items		(7,685)						
Acquisition-related activity	_				1 <del>-</del>	(7,176)	1 -	
Core FFO Attributable to Common Shareholders - Diluted	\$	449,566	362,011	\$ 1.24	<u>\$</u>	429,820	357,076 \$	1.20
Adjusted FFO								
Core FFO - Diluted	\$	449,566	362,011	\$ 1.24	\$	429,820	357,076 \$	1.20
Adjustments:								
Straight-line rental income and expense		(17,328)				(17,107)		
Amortization of above/below market rents and concessions		1,201				1,526		
Stock based compensation expense		18,490				18,593		
Noncash interest expense		5,780				6,156		
Second generation concessions		(772)				(341)		
Second generation tenant improvements		(18,630)				(22,668)		
Second generation leasing commissions		(24,634)				(29,555)		
Building improvements		(15,015)				(8,330)		
Adjusted FFO - Diluted	\$	398,658	362,011		\$	378,094	357,076	
Dividends Declared Per Common Share			_	\$ 0.77	_		\$	0.73



<sup>(1)</sup> Excludes noncontrolling interest adjustment of (\$4.8 million) that relates to depreciable property sales - discontinued operations during the year ended December 31, 2017.

## **Discontinued Operations Disclosure and Held-for-Sale Properties**

(unaudited and in thousands)

	Three Mont	hs Ended	Twelve Months Ended		
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016	
Properties Comprising Discontinued Operations (1):	•				
Income Statement:					
Revenues	\$1,159	\$43,629	\$87,185	\$172,716	
Operating expenses	(322)	(11,193)	(28,102)	(52,795)	
Depreciation and amortization	(25)	(19,103)	(25,911)	(75,261)	
Operating income	812	13,333	33,172	44,660	
Interest expense	(123)	(6,604)	(14,736)	(28,819)	
Gain on sale of depreciable properties	128,508	531	1,357,778	1,016	
Income from discontinued operations before income taxes	129,197	7,260	1,376,214	16,857	
Income tax expense	(1,728)	<u> </u>	(12,465)	_	
Income from discontinued operations	\$127,469	\$7,260	\$1,363,749	\$16,857	

(1) The amounts classified in discontinued operations for the periods ended December 31, 2017 and 2016 are comprised of 81 medical office properties that were sold during 2017. The number of consolidated buildings that we sold (or that are classified as held for sale), as well as their discontinued operations classification, is shown as follows:

	Year Ended December 31, 2017	Year Ended December 31, 2016
Sold, or classified as held-for-sale, and classified in discontinued operations	81	_
Sold, or classified as held for sale, and excluded from discontinued operations (after early adoption of ASU 2014-08)	18	37
	99	37

Real Estate Investments and Other Assets Held for Sale	Number of Properties	Square Feet	Percentage Leased
ndustrial Property (Wholly Owned)	1	230	100.09
industrial Properties (in 50%-owned Joint Venture)	2	424	100.0
Total Net Book Basis of Wholly Owned Held for Sale Properties		\$16,387	
Total Estimated Net Proceeds of Held for Sale Properties (Joint Venture Properties Reflected at Out	r Share of Proceeds)	\$39,566	



#### **Selected Financial Information**

(unaudited and in thousands)

(unaudited and in t			T 1 24 (1	
	Three Months December 31, 2017	Ended December 31, 2016	Twelve Months December 31, 2017	Ended December 31, 2016
Revenues from continuing operations	\$215,619	\$181,146	\$780,934	\$730,511
Revenues from discontinued operations	1,159	43,629	87,185	172,716
Total revenues	\$216,778	\$224,775	\$868,119	\$903,227
Lease termination fees - wholly owned (included above in revenues from continuing operations)	\$447	\$—	\$10,454	\$1,484
Income tax expense triggered by lease termination fee (only applicable to 2017)	<del>_</del>		(2,132)	_
Lease termination fees - wholly owned, net of tax	\$447	_	\$8,322	\$1,484
Calculation of Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA)				
Net income	\$190,166	\$48,180	\$1,654,341	\$315,278
Add depreciation and amortization - continuing operations	76,533	60,068	273,561	242,557
Add depreciation and amortization - discontinued operations	25	19,103	25,911	75,261
Add interest expense - continuing operations	21,602	25,452	87,003	112,757
Add interest expense - discontinued operations	123	6,604	14,736	28,819
Add income tax benefit - continuing operations	(8,275)	(416)	(357)	(589)
Add income tax expense - discontinued operations	1,728		12,465	
EBITDA	\$281,902	\$158,991	\$2,067,660	\$774,083
Pre-tax gains on depreciable property sales	(148,838)	(25,035)	(1,471,447)	(163,109)
Gains on land sales	(795)	(7,427)	(9,244)	(9,865)
Acquisition-related activity	_	(7,258)	_	(7,176)
Impairment charges	_	2,920	4,481	18,018
Unconsolidated joint venture service operations	_	_	_	2,382
Equity in earnings of unconsolidated joint ventures	(4,787)	(9,999)	(63,310)	(47,403)
Gain on dissolution of unconsolidated joint venture	_	_	_	(30,697)
Promote income	_	_	(20,007)	(26,299)
Loss on debt extinguishment	_	25,261	26,104	33,934
Company's share of unconsolidated joint venture EBITDA	4,918	6,942	21,751	31,458
Noncontrolling interest share of consolidated joint venture EBITDA	(46)	(144)	(225)	(549)
Core EBITDA	\$132,354	\$144,251	555,763	574,777
Components of Fixed Charges				
Interest expense, including discontinued operations	\$21,725	\$32,056	101,739	141,576
Company's share of unconsolidated joint venture interest expense	826	953	2,963	4,557
Less noncontrolling interest share of consolidated joint venture interest expense	(6)	(4)	(20)	(12)
Capitalized interest	4,432	3,091	18,885	16,099
Company's share of unconsolidated joint venture capitalized interest	29	59	148	122
Total Fixed Charges	\$27,006	\$36,155	\$123,715	\$162,342
Common dividends paid	\$374,062	\$67,395	\$576,832	\$255,279
Non-controlling unit distributions paid	\$3,451	\$663	\$5,335	\$2,543
Common shares outstanding	356,361	354,756	356,361	354,756
Non-controlling Partnership units outstanding	3,283	3,408	3,283	3,408
Total common shares and units outstanding at end of period	359,644	358,164	359,644	358,164
Common Equity Market Capitalization (1)	\$9,785,913	\$9,512,836	\$9,785,913	\$9,512,836
Total Market Capitalization (2)	\$12,229,918	\$12,444,365	\$12,229,918	\$12,444,365
Non-controlling share in assets of consolidated real estate joint ventures (excluding operating partnership)	\$1,291	\$8,717	\$1,291	\$8,717
Non-controlling share in debt of consolidated real estate joint ventures (excluding operating partnership)  Note: Amounts shown represent continuing and discontinued operations except where noted.	\$625	\$700	\$625	\$700

Note: Amounts shown represent continuing and discontinued operations except where noted.



<sup>(1)</sup> Number of common shares and partnership units outstanding multiplied by the Company's closing share price at the end of each reporting period.

<sup>(2)</sup> Common Equity Market Capitalization plus face/redemption value of outstanding debt.

## **Leverage Metrics**

(dollars in thousands)

	December 31, 2017	September 30, 2017	December 31, 2016
Effective Leverage: (Debt + Company's Share of Unconsolidated Joint Ventures Debt - Noncontrolling Interest Share of Consolidated Debt) / (Total Assets + Accumulated Depreciation + Company's Share of Unconsolidated Joint Venture Gross Assets - Noncontrolling Interest Share of Consolidated Gross Assets - Investments in and Advances to Unconsolidated Joint Ventures)	29%	26%	36%
Debt to Total Market Capitalization: (Debt / Total Market Capitalization as defined on page 9)	20%	17%	24%
Net Debt (Debt - Cash + Share of Joint Ventures Debt - Noncontrolling Interest Share of Consolidated Debt) to Core EBITDA, Including Share of Unconsolidated Joint Ventures:			
Trailing twelve months	4.5	3.9	5.2
Current quarter annualized	4.7	4.3	5.2
Proforma current quarter annualized (*)	4.6		
Fixed Charge Coverage Ratio (Core EBITDA, Including Unconsolidated Joint Ventures/Total Fixed Charges, as calculated on page 9):			
Trailing twelve months	4.5	4.3	3.5
Most recent quarter	4.9	4.8	4.0

(*) Proforma Calculations - Core EBITDA and Net Debt	ende	ree months ed December 31, 2017	
Core EBITDA, including share of unconsolidated joint ventures	\$	132,354	
Proforma EBITDA adjustment for current quarter acquisitions and developments placed in service		2,724	(1)
Remove EBITDA related to properties sold during the quarter		(1,466)	(2)
Proforma Core EBITDA, including share of unconsolidated joint ventures	\$	133,612	
		x4	
Annualized proforma Core EBITDA, including share of unconsolidated joint ventures	\$	534,448	
Total debt, excluding deferred financing costs	\$	2,444,005	
Less cash		(67,562)	
Less noncontrolling interest share of consolidated debt		(625)	
Share of unconsolidated joint ventures debt		108,546	
Proforma Net Debt	\$	2,484,364	
Proforma Net Debt to EBITDA		4.6	

#### Notes to Proforma Calculations:

- (1) Adjustment to current quarter acquisitions and developments placed in service in order to reflect a full quarter of actual operations for such properties.
- (2) Adjustment to current quarter properties sold to remove the pre-sale operations of these properties from EBITDA for the quarter.



## **Property Occupancy**

as of December 31, 2017 (Square feet in thousands)

	Stab	ilized In-Se	rvice	Unsta	bilized In-S	Service	To	otal In-Servi	ce	Unde	er Develop	ment	Т	otal Portfoli	0
	Number of Buildings	Square Feet	Percent Leased												
·															_
Indianapolis	40	16,879	99.2%	1	708	0.0%	41	17,588	95.2%	3	1,359	100.0%	44	18,947	95.6%
Dallas	39	14,250	98.6%	_	_	_	39	14,250	98.6%	3	1,620	88.3%	42	15,871	97.6%
Chicago	38	13,879	97.5%	2	450	16.7%	40	14,329	94.9%	_	_	-	40	14,329	94.9%
Atlanta	43	10,941	96.0%	1	337	0.0%	44	11,278	93.1%	_	_	-	44	11,278	93.1%
Cincinnati	30	9,754	99.8%	_	_	_	30	9,754	99.8%	_	_	_	30	9,754	99.8%
Southern California	16	6,706	96.8%	2	822	0.0%	18	7,529	86.2%	3	1,496	81.1%	21	9,024	85.4%
Columbus	15	8,844	100.0%	_	_	_	15	8,844	100.0%	_	_	_	15	8,844	100.0%
Savannah	24	7,867	96.2%	_	_	_	24	7,867	96.2%	_	_	_	24	7,867	96.2%
South Florida	51	5,250	99.2%	5	1,010	47.1%	56	6,260	90.8%	_	_	_	56	6,260	90.8%
Houston	20	4,857	100.0%	_	_	_	20	4,857	100.0%	2	1,384	85.0%	22	6,241	96.7%
Pennsylvania	6	4,316	100.0%	_	_	_	6	4,316	100.0%	2	1,848	0.0%	8	6,164	70.0%
New Jersey	11	4,304	100.0%	2	574	0.0%	13	4,878	88.2%	1	659	0.0%	14	5,537	77.7%
Minneapolis-St. Paul	23	4,690	98.8%	_	_	_	23	4,690	98.8%	_	_	_	23	4,690	98.8%
St. Louis	13	4,192	97.1%	1	300	53.8%	14	4,492	94.2%	_	_	_	14	4,492	94.2%
Nashville	21	3,806	98.6%	_	_	_	21	3,806	98.6%	_		_	21	3,806	98.6%
Central Florida	23	3,274	99.4%	1	337	81.2%	24	3,612	97.7%	1	170	100.0%	25	3,782	97.8%
Raleigh	23	2,757	97.7%	1	152	40.1%	24	2,909	94.7%	_		_	24	2,909	94.7%
Baltimore	5	2,090	100.0%	1	169	0.0%	6	2,259	92.5%	_		_	6	2,259	92.5%
Northern California	3	1,936	100.0%	_	_	_	3	1,936	100.0%	_		_	3	1,936	100.0%
Seattle	2	1,136	100.0%	_	_	_	2	1,136	100.0%	_		_	2	1,136	100.0%
Washington DC	13	842	94.9%	_	_	_	13	842	94.9%	_		_	13	842	94.9%
Other	1	153	100.0%	_	_	-	1	153	100.0%	_	_	-	1	153	100.0%
Total Portfolio	460	132,725	98.5%	17	4,860	21.5%	477	137,585	95.7%	15	8,537	62.7%	492	146,122	93.8%
			_	_		_	_		_	_		_	_		
<b>September 30, 2017</b>	452	128,856	98.0%	13	4,520	29.0%	465	133,376	95.7%	21	11,097	62.9%	486	144,473	93.2%
June 30, 2017	440	124,204	97.7%	9	2,732	15.8%	449	126,936	96.0%	26	10,878	64.8%	475	137,814	93.5%
March 31, 2017	437	122,422	98.7%	3	1,397	24.8%	440	123,819	97.9%	25	10,663	72.2%	465	134,482	95.9%
<b>December 31, 2016</b>	429	120,408	98.1%	4	1,276	54.7%	433	121,683	97.7%	21	9,043	68.3%	454	130,726	95.6%

Note: Percentage leased represents the percentage of total square feet where leases have been executed, without regard to whether the leases have commenced.

Note: Joint Ventures are included at 100%.

Note: Excludes held for sale buildings. See page 8 for current quarter detail.

Note: Excludes non-core buildings which are summarized on page 27.



#### **FFO and NOI Reconciliation**

(unaudited and in thousands)

	ree Months Ended ecember 31, 2017	Twelve Months Ended December 31, 2017
Core Funds from Operations - Diluted (Pages 6 - 7)	\$ 109,870	\$ 449,566
Add back: Interest expense, continuing and discontinued operations	21,725	101,739
Add back: Income tax expense included in Core FFO	_	2,132
Less: FFO from operations, unconsolidated joint ventures	(4,133)	(19,289)
Add: Company's share of unconsolidated joint venture EBITDA (Page 9)	4,918	21,751
Adjustments related to noncontrolling share of consolidated joint ventures	(26)	(136)
Core EBITDA (Page 9)	\$ 132,354	\$ 555,763
General contractor and service fee revenue, net of related expenses	(847)	(4,963)
General and administrative expenses	13,779	54,944
Other operating expenses	327	2,554
Company's Share of unconsolidated joint venture EBITDA	(4,918)	(21,751)
Noncontrolling interest share of consolidated joint venture EBITDA	46	225
Interest and other income	(5,524)	(14,721)
Revenues not allocable to operating segments	(426)	(1,187)
Rental expenses and real estate taxes not allocable to operating segments	242	4,177
Revenues from discontinued operations (1)	(1,159)	(87,185)
Rental expenses and real estate taxes from discontinued operations (1)	322	28,102
Other adjustments (2)	 (5,387)	(22,365)
PNOI, continuing operations, before joint ventures (Page 13)	128,809	493,593
Less noncontrolling share of consolidated joint venture PNOI	(16)	(98)
Plus share of unconsolidated joint venture PNOI	 4,589	19,497
PNOI, including share of joint ventures (Page 13)	133,382	512,992
PNOI of sold or held-for-sale assets not in discontinued operations (3)	(1,045)	(6,537)
Proforma PNOI adjustments (4)	 2,913	 6,306
Proforma PNOI (Page 13)	\$ 135,250	\$ 512,761

- (1) Includes the 81 properties in the medical office portfolio that were disposed of during 2017.
- (2) Represents adjustments for straight line rental income and expense, amortization of above and below market rents, amortization of lease concessions, intercompany rents and termination fees.
- (3) Represents all other properties, sold or classified as held-for-sale, that did not meet the criteria to be included in discontinued operations.
- (4) NOI is adjusted to reflect a full quarter of operations for properties that were placed in service during the quarter.



#### **Net Operating Income**

(dollars and SF in thousands)

	Dis	Bulk stribution	No	n-Core Real Estate		Total	
Total Wholly Owned and Joint Venture In-Service Portfolio							
Rental revenues from continuing operations	\$	175,441	\$	3,524	\$	178,965	(1)
Rental and real estate tax expenses from continuing operations		(43,213)		(1,555)		(44,768)	(2)
Less straight line rental income and expense		(3,628)		(411)		(4,039)	
Other adjustments		(1,444)		95		(1,349)	(3)
PNOI, continuing operations, before joint ventures		127,156		1,653		128,809	
Plus share of unconsolidated joint venture PNOI		4,185		404		4,589	(4)
Less noncontrolling share of consolidated joint venture PNOI				(16)		(16)	
PNOI, adjusted for joint ventures		131,341		2,041		133,382	
Less PNOI from sold or held-for-sale assets (not in discontinued operations)		(908)		(137)		(1,045)	(5)
Proforma property level NOI adjustments		2,673		240		2,913	(6)
Proforma PNOI	<u>\$</u>	133,106	<u>\$</u>	2,144	<u>\$</u>	135,250	
Number of properties		477		13		490	
Total square footage (JV's at economic ownership %)		132,400		1,023		133,423	
Avg. % occupied for the three months ended 12/31/17 (JV's included at economic ownership %)		93.8%		76.2 %		93.7%	
Ending percentage leased at 12/31/17 (JV's included at economic ownership %)		96.0%		78.2 %		95.8%	
Embedded Future PNOI in Recently Stabilized Properties (Signed Leases not yet Commenced or F	ree R	ent Expiration	on):				
Stabilized Properties In-Service Less than One Year	\$	2,309	\$		\$	2,309	
Stabilized Properties with Negative NOI In-Service Less than One Year		1,481		_		1,481	
Total Embedded Future PNOI in Stabilized properties from Signed Leases (A)	\$	3,790	\$	_	\$	3,790	
Future PNOI in Unstabilized In-Service Properties:							
Embedded Future PNOI from Signed Leases in Unstabilized Properties	\$	1,526	\$	_	\$	1,526	
Estimated PNOI from Future Lease Up of Unstabilized Properties		6,519	\$	_		6,519	
Total Future PNOI in Unstabilized in-service properties (B)	\$	8,045	\$	_	\$	8,045	
Total Additional Future PNOI (A+B)	\$	11,835	\$		\$	11,835	

Note: NOI information is for the most recently completed three month period and includes only wholly owned and joint venture in-service properties at the end of the reporting period. Joint venture property NOI is shown at economic ownership percentage. Figures exclude held for sale buildings which are detailed on page 8.

Note: See page 14 and 15 for further detail regarding the composition of our in-service portfolio.

- (1) Rental revenues from continuing operations as included in the segment reporting disclosures in the notes to our consolidated financial statements. Revenues not allocated to reportable segments, which are not included above, totaled \$426 for the three months ended December 31, 2017.
- (2) Rental and real estate taxes as used in the computation of PNOI from the segment reporting disclosures in the notes to our consolidated financial statements. Rental expenses and real estate taxes not allocated to reportable segments, which are not included above totaled \$242 for the three months ended December 31, 2017.
- (3) Represents adjustments for amortization of above and below market rents, amortization of lease concessions, intercompany rents and lease termination fees.
- (4) NOI for unconsolidated joint venture properties is presented at Duke's effective ownership percentage.
- (5) Represents properties that were sold, or held for sale, but not included in discontinued operations.
- (6) NOI is adjusted to reflect a full quarter of operations for properties that were placed in service or acquired during the quarter.



#### **Net Operating Income**

(dollars and SF in thousands)

Non-Core Peal

	Bulk Distribution	No	on-Core Real Estate		Total
Stabilized Properties Generating Positive NOI (1)					
Wholly owned pro-forma property level NOI-cash basis, included in total from page 13	\$ 131,441	\$	1,872	\$	133,313
Joint venture pro-forma property level NOI-cash basis, included in total from page 13	\$ 4,250	\$	404	\$	4,654
Gross book value (4)	\$ 6,482,974	\$	172,352	\$	6,655,326
Number of properties	444	·	12	·	456
Average age	11.6		10.7		11.6
Total square footage (JV's at economic ownership %)	125,049		925		125,974
Avg. % occupied for the three months ended 12/31/17 (JV's included at economic ownership %)	98.0%		84.6%		97.9%
Ending percentage leased at 12/31/17 (JV's included at economic ownership %)	99.1%		86.5%		99.0%
Stabilized Properties with Negative NOI (2)					
Wholly owned pro-forma property level NOI-cash basis, included in total from page 13	\$ (833)	\$	(132)	\$	(965)
Joint venture pro-forma property level NOI-cash basis, included in total from page 13	\$ (9)	\$	_	\$	(9)
Gross book value (4)	\$ 208,788	\$	8,287	\$	217,075
Number of properties	16		1		17
Average age	7.1		9.7		7.2
Total square footage (JV's at economic ownership %)	2,845		98		2,943
Avg. % occupied for the three months ended 12/31/17 (JV's included at economic ownership %)	28.9%		0.0%		28.0%
Ending percentage leased at 12/31/17 (JV's included at economic ownership %)	72.5%		0.0%		70.1%
Unstabilized Properties (3)					
Wholly owned pro-forma property level NOI-cash basis, included in total from page 13	\$ (1,687)	\$	_	\$	(1,687)
Joint venture pro-forma property level NOI-cash basis, included in total from page 13	\$ (56)	\$	_	\$	(56)
Gross book value (4)	\$ 431,144	\$		\$	431,144
Number of properties	17		_		17
Average age	0.5		N/A		0.5
Total square footage (JV's at economic ownership %)	4,506				4,506
Avg. % occupied for the three months ended 12/31/17 (JV's included at economic ownership %)	9.7%		N/A		9.7%
Ending percentage leased at 12/31/17 (JV's included at economic ownership %)	23.2%		N/A		23.2%

Note: NOI information is for the most recently completed three month period and includes only wholly owned and joint venture in-service properties at the end of the reporting period. Joint venture property NOI is shown at economic ownership percentage. Figures exclude held for sale buildings which are detailed on page 8.

Note: This schedule provides supplemental information for the same population of properties presented on page 12 and 13.

- (1) Represents buildings that have become 90% leased and/or been in service for at least one year and that have positive NOI for the current reporting period. Figures exclude \$2,309 of embedded future PNOI from signed leases in recently placed in-service properties as shown on page 13.
- (2) Represents buildings that have become 90% leased and/or been in service for at least one year and that have negative NOI for the current reporting period. Figures exclude \$1,481 of embedded future PNOI from signed leases in recently placed in-service properties as shown on page 13.
- (3) Represents buildings that have been in service for less than one year and have not become 90% leased. Figures exclude \$1,526 of embedded future PNOI from signed leases in recently placed in-service properties as shown on page 13.
- (4) Joint ventures are included at ownership percentage.



#### **Net Operating Income and Square Feet by Market**

(dollars and SF in thousands and shown at economic ownership %)

Market	NOI at Economic Ownership %	% of NOI	Square Feet at Economic Ownership %	3-Month Avg. Percentage Occupied
Chicago	\$ 14,318	10%	13,734	98.2%
Indianapolis	12,636	9%	15,067	98.4%
Atlanta	10,445	8%	10,149	99.5%
Dallas	10,101	7%	11,123	98.5%
South Florida	9,247	7%	5,110	99.2%
Cincinnati	8,485	6%	9,719	97.7%
Columbus	8,200	6%	8,844	99.5%
Southern California	7,778	6%	6,291	89.4%
New Jersey	6,876	5%	4,040	100.0%
Savannah	6,529	5%	7,867	99.3%
Houston	6,232	5%	4,606	99.6%
Minneapolis-St. Paul	5,529	4%	4,690	98.6%
Nashville	4,953	4%	3,747	99.5%
Pennsylvania	4,561	3%	4,316	95.1%
Raleigh	4,059	3%	2,757	97.1%
St. Louis	3,543	3%	4,192	97.1%
Central Florida	3,401	2%	2,803	95.5%
Baltimore	3,118	2%	2,090	100.0%
Northern California	2,015	1%	1,936	100.0%
Seattle	1,835	1%	1,136	100.0%
Washington DC	1,788	1%	781	98.8%
Other	42	0%	51	100.0%
<b>Bulk Distribution total</b>	\$ 135,691	98%	125,049	98.0%
Non-Core Real Estate	2,276	2%	925	84.6%
Total	\$ 137,967	100%	125,974	97.9%

Note: NOI information is for the three months ended December 31, 2017 and includes only wholly owned and joint venture stabilized in-service properties generating positive NOI as of December 31, 2017. Joint venture property NOI is shown at economic ownership percentage. Figures exclude held for sale buildings which are detailed on page 8.

Note: Schedule does not include an additional \$2,309 of quarterly unreported NOI from signed leases in recently placed in-service properties which are stabilized from a lease-up perspective (>= 90% leased) and generating positive NOI, but are unstabilized from an economic perspective due to rent concessions or the leases have not yet commenced.

Note: This schedule provides supplemental information for the stabilized properties generating positive NOI shown on page 14.

Note: Percentage occupied represents the percentage of total square feet where the leases have commenced. JV's are included at economic ownership %.



#### **Largest Customers**

Customer	Rentable SF	% of Leased SF	Annualized GLV (1)	% of AGLV
Amazon.com	6,954,595	5.3%	\$33,701,527	6.0%
Wayfair, Inc	2,409,107	1.8%	11,823,263	2.1%
NFI Industries	2,373,267	1.8%	9,973,909	1.8%
Home Depot	2,043,687	1.6%	8,725,636	1.5%
Floor & Decor Outlets	1,771,911	1.3%	8,321,738	1.5%
Crate and Barrel	1,776,848	1.3%	8,236,164	1.5%
Target Corporation	1,027,169	0.8%	7,571,903	1.3%
HD Supply Inc	1,583,574	1.2%	6,069,147	1.1%
XPO Logistics	1,092,678	0.8%	5,843,513	1.0%
Lagardere Group	1,841,757	1.4%	5,554,125	1.0%
	22,874,593	17.4%	\$105,820,925	18.7%

Note: Joint venture annualized gross lease value is included at the Company's economic ownership percentage.

Note: Figures exclude held for sale buildings which are detailed on page 8 and non-core buildings which are summarized on page 27.



<sup>(1)</sup> Represents average annual gross effective rents due from tenants in service as of December 31, 2017. Average annual gross effective rent equals the average annual rental property revenue over the terms of the respective leases including landlord operating expense allowance and excluding additional rent due as operating expense reimbursements and percentage rents.

#### **Same Property Operating Performance**

				Property Pe	rformance			
Population Sum	ımary		Quarter	Year Ended December 31				
			2017	2016	% Change	2017	2016	% Change
Number of properties	405	Total operating revenues	\$ 148,522,947	\$ 143,328,698	3.6 %	\$ 587,080,535	\$ 564,824,534	3.9%
Square feet	106,503,509	Total operating expenses	38,721,444	36,923,692	4.6 %	155,735,315	149,905,152	3.8%
Same Property SF as a % of total in service SF	80.4%	Net Operating Income	\$ 109,801,503	\$ 106,405,006	3.2 %	\$ 431,345,219	\$ 414,919,382	4.0%
(at ownership share)		Average percentage occupied	98.0%	98.2%	(0.2)%	97.8%	97.4%	0.4%
QTD Same Property NOI as a % of total NOI	81.2%							
YTD Same Property NOI as a % of total NOI	85.2%							

Note: All information for joint venture properties is presented at Duke's effective ownership percentage.

Note: Figures exclude held for sale buildings which are detailed on page 8 and non-core buildings which are summarized on page 27.

The same property population for the periods shown is derived from the 477 in-service properties that we own or jointly control, as of December 31, 2017, less (i) 29 inservice buildings that were acquired since January 1, 2016, (ii) 39 in-service buildings we developed and placed in-service since January 1, 2016, (iii) 4 in-service buildings that have recognized revenues from lease buyouts in excess of \$250,000.

Beginning 1/1/2018, we will define our same property portfolio as those properties that were owned, stabilized, and in-service as of January 1, 2017, and held as inservice properties through the end of the reporting periods shown. We will exclude properties that have been sold or identified as held-for-sale through the end of the reporting periods shown.

If the new same property definition had been applied during 2017, the twelve month growth would have been 3.2%.



## **Lease Expirations**

In-Service Properties as of December 31, 2017

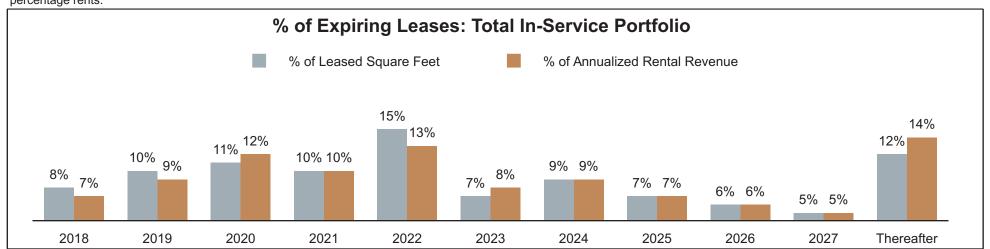
(dollars and square feet in thousands)

	Whol	lly Owned	Join	nt Venture	Total In-S	ervice Portfolio
Year of Expiration	Square Feet	Avg. Annual Rental Revenue (1)	Square Feet	Avg. Annual Rental Revenue (1)	Square Feet	Avg. Annual Rental Revenue (1)
2018	9,280	\$37,483	309	\$1,118	9,589	\$38,601
2019	12,151	49,297	533	2,081	12,684	51,378
2020	13,805	62,553	514	2,003	14,319	64,556
2021	12,134	54,249	629	2,212	12,763	56,461
2022	18,348	74,331	281	976	18,629	75,307
2023	8,579	41,666	226	964	8,805	42,630
2024	11,129	49,340	131	606	11,260	49,946
2025	9,193	39,849	72	208	9,265	40,057
2026	7,354	32,681	72	378	7,426	33,059
2027	6,538	28,157	171	867	6,709	29,024
2028 and Thereafter	13,945	71,151	1,667	6,016	15,612	77,167
	122,456	\$540,757	4,605	\$17,429	127,061	\$558,186
Total Square Feet	127,277		5,123		132,400	
Percent Leased	96.2%		89.9%		96.0%	
Average Remaining Lease Term (by SF)	5.5		6.7		5.5	
Average Remaining Lease Term (by ANLV)	5.6		6.7		5.7	

Note: Figures exclude held for sale buildings which are detailed on page 8 and non-core buildings which are summarized on page 27.

Note: Joint Venture square feet and dollars shown at the Company's economic ownership percentage.

(1) Annualized rental revenue represents average annual base rental payments, on a straight-line basis for the term of each lease, from space leased to tenants at the end of the most recent reporting period. Annualized rental revenue excludes additional amounts paid by tenants as reimbursement for operating expenses and real estate taxes, as well as percentage rents.





#### **Leasing Activity**

as of December 31, 2017

			Second Generation										
	First Generation Square Feet	Square Feet	Average Term in Years	Ave	erage Net ffective Rent	E	Average Capital expenditures per SF	E	Average Capital expenditures er SF per Year	Percent Renewed (1)	Average NER Growth	Cash Rent Growth	Total Leasing Square Feet
Year Ended 2016													
New leases	9,944,428	4,466,633	6.8	\$	4.53	\$	4.60	\$	0.68				14,411,061
Renewal leases		12,881,224	4.8		4.30		1.67		0.35	78.4%			12,881,224
Total	9,944,428	17,347,857	5.3	\$	4.36	\$	2.42	\$	0.45		16.7%	4.2%	27,292,285
1st Quarter 2017 New leases Renewal leases	2,879,009	1,045,353 1.412.930	5.5 4.6	\$	3.87 4.44	\$	3.06 1.82	\$	0.56 0.40	84.1%			3,924,362 1,412,930
Total	2,879,009	2,458,283	4.9	\$	4.20	\$	2.35	\$	0.47	01.170	23.7%	8.5%	5,337,292
2nd Quarter 2017 New leases Renewal leases Total 3rd Quarter 2017	1,004,126 ————————————————————————————————————	1,032,053 2,547,337 3,579,390	5.8 5.1 5.3	\$	4.67 4.72 4.71	\$	4.23 1.68 2.42	\$	0.73 0.33 0.46	71.5%	18.7%	5.5%	2,036,179 2,547,337 4,583,516
New leases	2,732,638	1,451,164	5.3	\$	4.32	\$	3.51	\$	0.67				4,183,802
Renewal leases		1,746,068	5.1		5.12		2.21		0.43	70.2%			1,746,068
Total	2,732,638	3,197,232	5.2	\$	4.76	\$	2.80	\$	0.54		15.9%	5.4%	5,929,870
4th Quarter 2017 New leases Renewal leases Total	1,800,147 ————————————————————————————————————	1,760,283 4,263,332 6,023,615	6.6 6.6 6.6	\$	4.63 3.80 4.05	\$	4.20 2.00 2.64	\$	0.63 0.31 0.40	91.4%	19.9%	7.0%	3,560,430 4,263,332 7,823,762
Year Ended 2017													
New leases	8,415,920	5,288,853	5.9	\$	4.40	\$	3.79	\$	0.65				13,704,773
Renewal leases		9,969,667	5.6		4.36		1.93		0.34	80.5%			9,969,667
Total	8,415,920	15,258,520	5.7	\$	4.37	\$	2.57	\$	0.45		19.2%	6.5%	23,674,440

Note: Activity is based on leases signed during the period and excludes temporary leases of space.

Note: Joint ventures are shown at 100%

Note: Figures exclude activity in held for sale buildings which are detailed on page 8.

(1) The percentage renewed is calculated by dividing the square feet of leases renewed by the square feet of leases up for renewal. The square feet of leases up for renewal is defined as the square feet of leases renewed plus the square feet of space vacated due to lease expirations.



## **Debt Maturities**

December 31, 2017

(in thousands)

						,		aa.o,				
Year	Am	Mortg nortization	ages (1)	) Maturities	H	Unse	cured	I (1) Maturities	Credi	t Facility (2)	Total	Weighted Average Effective Interest Rates
2018	\$	5,083	\$	_	\$	2,685	\$	_	\$	_	\$ 7,768	6.21%
2019		4,077		268,438		2,858		_		_	275,373	7.61%
2020		3,883		_		1,498		_		_	5,381	5.83%
2021		3,416		9,047		_		250,000		_	262,463	3.99%
2022		3,611		_		_		600,000		_	603,611	4.20%
2023		3,817		_		_		250,000		_	253,817	3.75%
2024		4,036		_		_		300,000		_	304,036	3.92%
2025		3,938		_		_		_		_	3,938	5.62%
2026		2,029		_		_		375,000		_	377,029	3.37%
2027		358		_		_		300,000		_	300,358	3.40%
2028		_		_		_		50,000		_	50,000	7.29%
Thereafter					_							0.00%
	\$	34,248	\$	277,485	\$	7,041	\$	2,125,000	\$		\$ 2,443,774	4.33%

<sup>(1)</sup> Scheduled amortizations and maturities represent only Duke's consolidated debt obligations.

#### (2) Comprised of the following:

Commitment	Balance O/S @ 12/31	Maturity *	Rate @ 12/31	Туре
\$1,200,000	\$—	January 2023	L + .875% (2.44%)	DRLP line of credit

<sup>\*</sup>Date shown is final maturity date including extension options.

Fixed and Variable Rate Components of Debt	Balance	Weighted Average Interest Rate	Weighted Average Maturity (yrs)
Fixed Rate Secured Debt	\$309,233	7.43%	1.5
Fixed Rate Unsecured Debt	2,132,041	3.88%	6.4
Variable Rate Debt and LOC	2,500	1.85%	4.3
	\$2,443,774	4.33%	5.8
Deferred Financing Costs	(21,114)		
Fair Value Adjustments	231		
Total Debt per Balance Sheet	\$2,422,891		



#### **Unsecured Public Debt Covenants**

Debt Covenants	Threshold	Fourth Quarter 2017	Third Quarter 2017	Second Quarter 2017	First Quarter 2017
Total Debt to Undepreciated Assets	<60%	30%	26%	28%	38%
Debt Service Coverage	>1.5x	5.3	5.0	4.6	4.3
Secured Debt to Undepreciated Assets	<40%	4%	4%	4%	4%
Undepreciated Unencumbered Assets to Unsecured Debt	>150%	337%	388%	366%	259%

Note: The ratios are based upon the results of Duke Realty Limited Partnership, the partnership through which Duke Realty conducts its operations, using calculations that are defined in the trust indenture.

	Three Month	ns Ended
Unencumbered Consolidated Assets	December 31, 2017	December 31, 2016
Number of properties	391 (1)	423
Total square feet (in thousands)	108,507 (1)	97,630
Gross book value (in thousands)	\$6,335,696 (1)	\$6,273,928
Annual stabilized NOI (in thousands)	\$495,989 (1)	\$520,013

(1) Excludes 12 wholly owned properties under development at December 31, 2017 which will be unencumbered upon completion. These properties totaled approximately 7.2 million square feet with total anticipated stabilized project costs of approximately \$642.1 million and anticipated stabilized NOI of approximately \$37.4 million.

#### Senior Unsecured Debt Ratings:

Standard & Poor's BBB+, Stable Outlook Moody's Baa1, Stable Outlook



## Joint Ventures December 31, 2017

				on-Core	
	Indu	ıstrial (1)	Real	Estate (2)	Total
Total in-service properties		39		3	42
Total properties under development		4		_	4
Percentage leased		86.6%		59.4%	85.7%
Square feet (in thousands):					
Total in-service properties		10,732		451	11,183
Total properties under development		2,033			2,033
Total square feet		12,765		451	13,216
Company effective ownership percentage		33%-50%		30%	
Balance sheet information (in thousands) (A)					
Real estate assets	\$	301,786	\$	81,795	\$ 383,581
Construction in progress		65,715			65,715
Undeveloped land		30,170		_	30,170
Other assets		68,977		7,718	76,695
Total assets	\$	466,648	\$	89,513	\$ 556,161
Debt	\$	189,489	\$	46,008	\$ 235,497
Other liabilities		34,049		5,448	39,497
Equity		243,110		38,057	281,167
Total liabilities and equity	\$	466,648	\$	89,513	\$ 556,161
Selected QTD financial information (Dollars in Thousands) (B)					
QTD share of rental revenue		\$6,100		\$666	\$6,766
QTD share of in-service property unlevered NOI		\$4,185		\$404	\$4,589
QTD share of interest expense		\$627		\$199	\$826
QTD share of EBITDA		\$4,604		\$314	\$4,918
Company share of JV gross assets		\$283,271		\$35,548	\$318,819
Company share of debt		\$94,744		\$13,802	\$108,546

<sup>(</sup>A) Balance sheet information is reported at 100% of joint venture. (B) Reported at Duke's share of joint venture.



<sup>(1)</sup> Includes seven separate joint ventures. The outstanding debt consists of four separate loans: i) \$101,796 at a variable rate of LIBOR plus .98% maturing November 2021 ii) \$13,443 at a variable rate of LIBOR plus 1.5% maturing April 2021 iii) \$61,500 at a fixed rate of 3.3% maturing July 2025 iv) \$12,750 at a fixed rate of 3.6% maturing November 2026. Two properties were classified as held-for-sale at December 31, 2017 our share of revenues and EBITDA are included in the totals. Our share of NOI is excluded, which totaled \$76.

<sup>(2)</sup> Includes one joint venture. The outstanding debt consists of two separate loans: i) \$13,638 at a fixed rate of 5.6% maturing December 2019 and ii) \$32,317 at a fixed rate of 5.9% maturing January 2020.

## **Joint Venture Debt Maturities**

December 31, 2017

(in thousands)

Year	Scheduled Amortization	Maturities	Total	Weighted Average Interest Rate
2018	\$ 136	\$	\$ 136	5.57%
2019	294	3,824	4,118	5.58%
2020	_	9,533	9,533	5.89%
2021	10	57,619	57,629	2.47%
2022	122	_	122	3.55%
2023	126	_	126	3.55%
2024	131	_	131	3.55%
2025	135	30,750	30,885	3.25%
2026	116	5,735	5,851	3.55%
2027	_	_	_	_
2028	_	_	_	_
Thereafter				_
	\$ 1,070	\$ 107,461	\$ 108,531	3.18%

	Balance	Weighted Average Interest Rate	Weighted Average Maturity (yrs)
Fixed Rate Secured Debt	\$57,633	3.87%	5.3
Fixed Rate Unsecured Debt	_	N/A	N/A
Variable Rate Debt and LOC's	50,898	2.39%	3.9
Total	\$108,531	3.18%	4.6

Note: Scheduled amortization and maturities reported at Duke's share.



## **Development Projects Under Construction**

December 31, 2017

(in thousands)

		Property Informat	tion (1)							
				Square	%	Stabilized				
	Development	Market	Own %	feet	Leased	Costs	Financial Infor	mation Summai	ry (2)	
(J)	AllPoints Anson Bldg 20	Indianapolis	50%	251	100 %					
	Katy 90	Houston	100%	1,016	100 %					
	Grand Lakes 4053	Dallas	100%	189	0 %					
	Projected In-Service First Quarter 2	018		1,456	90 %	\$ 92,810		Projected	Initial	
							Stabilized	Costs	Stabilized	Stabilized
							Costs	Remaining	Cash	GAAP
	Prime Pointe II	Dallas	100%	557	100 %		(Own %)	(Own %)	Yield	Yield
	16301 Trojan Way	Southern California	100%	477	100 %					
	7133 Municipal Drive	Central Florida	100%	170	100 %		\$ 675,91	\$ 279,334	5.9%	6.4%
	33 Logistics Park 1620	Pennsylvania	100%	1,016	0 %					
(J)	AllPoints Midwest Bldg. 8	Indianapolis	50%	708	100 %					
	Gateway Northwest 20510	Houston	100%	368	44 %					
	Central Logistics Park 53	Pennsylvania	100%	832	0 %		_	Estim	ated Value Cı	reation
	Projected In-Service Second Quarte	er 2018		4,128	50 %	\$ 280,366		Low	Mid	High
								value	value	value
<i>(</i> 1)	AllPoints Anson Bldg 7B	Indianapolis	50%	400	100 %					
(J)	17791 Perris Boulevard Expansion	Southern California	100%	737	100 %		Stabilized NOI	\$39,995	\$39,995	\$39,995
	16171 Santa Ana Ave	Southern California	100%					აა9,995 5.02%	აა9,995 4.77%	აა9,995 4.52%
	Lancaster 2820	Dallas	100%	282 875	0 % 100 %		Blended cap rate (3) Implied value (Own %)	\$796,713	\$838,470	4.52% \$884,845
	Projected In-Service Third Quarter 2		100%	2,294	88 %	\$ 147,565	Value creation (Own %)	\$190,713 \$120,799	\$162,556	\$208,931
	Projected III-Service Third Quarter 2	2010		2,294	00 76	\$ 147,505	Margin	18%	24%	31%
							wargin	10%	24%	31%
	429 Delancy Street	New Jersey	100%	659	0 %		(J) Designates a joint venture property. So	uare feet shown a	t 100%: Stabilize	ed costs
	Projected In-Service Fourth Quarter	2018 or beyond		659	0 %	\$ 155,173	included at ownership share.			
							<ul> <li>(1) Square feet and percentage leased included at ownership share.</li> </ul>	uded at 100% for a	Il properties whi	le stabilized
	Company Total			8,537	63 %	\$ 675,914	(2) All Financial figures included at owners	nip share.		
	Note: Excludes one property under contr	act to sell upon completion in	r February 201	8.			(3) Midpoint cap rate represents weighted represent sensitivity analysis of +/- 25 basi	average estimated s points.	cap rates. High	า and low



#### **Development Projects Placed In-Service**

(in thousands)

**Wholly Owned Joint Venture** Total Initial Stabilized Initial Stabilized Initial Stabilized Project Costs Leased Project Costs Project **GAAP** Square Leased Leased Cash **GAAP** Square Leased Leased Cash GAAP Square Leased Occupied Cash Feet at Start Current Yield Yield Feet at Start Current Costs Yield Yield Feet at Start Current Current Yield Yield 2016: 7.2% 1st Quarter 1,240 6% 100% \$ 83,748 6.9% 7.0% 482 53% 100% \$ 12,121 7.3% 1,722 19% 100% 100% 95,869 6.9% 7.0% 100% 2nd Quarter 3,447 47% 100% 243,679 6.6% 6.9% 451 100% 9,895 7.4% 7.9% 3,898 53% 100% 100% 253,574 6.6% 6.9% 3rd Quarter 443 100% 100% 25,686 7.1% 7.3% 243 46% 46% 6,211 7.7% 7.8% 686 81% 81% 81% 31,897 7.2% 7.4% 4th Quarter 447 53% 100% 22,249 8.1% 8.1% 447 53% 100% 53% 22,249 8.1% 8.1% 2016 Total 5,576 42% 100% \$ 375,362 6.8% 7.0% 1,175 69% 89% \$ 28,227 7.3% 7.6% 6,752 47% 98% 95% \$ 403,589 6.8% 7.0% 2017: 100% 708 0% 58% 58% 70,838 6.7% 1st Quarter 965 100% \$ 56,346 6.4% 6.9% \$ 14,492 7.7% 7.9% 1,674 58% 7.1% 2nd Quarter 1,883 65% 83% 138,611 100% 6.7% 70% 85% 79% 145,755 6.2% 6.5% 6.2% 6.5% 284 100% 7,144 6.6% 2,167 3rd Quarter 3,116 44% 85% 223,057 6.8% 7.3% 3,116 44% 85% 79% 223,057 6.8% 7.3% 4th Quarter 2,815 57% 82% 2,815 57% 82% 71% 6.9% 7.2% 174,698 6.9% 7.2% 174,698

29%

\$ 21,636

7.3%

7.5%

9,771

56%

79%

73% \$ 614,348

6.7%

7.1%

29%

992

Note: Square feet for Joint Venture projects is shown at 100%; Project costs & returns included at ownership share.

\$ 592,712

Note: Excludes development projects that have subsequently been sold or are classified as GAAP held for sale at December 31, 2017.

6.6% 7.1%



2017 Total (1)

8,779

59%

85%

<sup>(1)</sup> Excludes three buildings totaling 447k square feet of non-core development placed in-service in the third and fourth quarter 2017 that are expected to be sold in early 2018.

#### **Dispositions and Acquisitions**

(in thousands)

			!									
		Dispos	itions						Acquisitions	5		
		Sales	In-Place	In-Place		In-Place	Α	cquisition	In-Place	Stabilized	Stabilized	Current
	Square Feet	Proceeds	Cap Rate	% Leased	Square Feet	% Leased		Cost	Cash Yield	Investment	Yield	% Leased
		(1)	(2)	(3)		(3)		(4)	(5)	(6)	(6)	(3)
Total 2016	6,811	\$ 686,284	7.1%	88.0%	1,947	93.7%	\$	170,326	6.7%	\$ 175,838	7.2%	97.8%
1st Quarter	1,122	\$ 90,244	8.9%	95.0%	1,060	82.7%	\$	115,423	3.7%	\$ 116,635	4.8%	79.8%
2nd Quarter	5,529	2,456,841	4.6%	94.7%	1,179	42.6%		124,280	0.4%	133,275	5.0%	59.7%
3rd Quarter	909	300,582	4.8%	87.3%	3,131	74.7%		390,908	2.9%	401,557	4.6%	76.0%
		•			•			•		•		
4th Quarter	1,527	247,650	5.2%	90.4%	2,606	67.8%		366,549	2.5%	377,421	4.6%	78.0%
Total 2017	9,087	\$ 3,095,317	4.8%	93.3%	7,977	68.8%	\$	997,160	2.5%	\$1,028,888	4.6%	74.7%

Note: Joint venture properties are included at ownership share for all figures for both Dispositions and Acquisitions.

- (1) Joint venture sales included at our ownership share and include any applicable preferred returns.
- (2) In-place cap rates of dispositions are calculated as annualized net operating income from space leased to tenants at the date of sale on a lease-up basis, including full rent from all executed leases, even if currently in a free rent period, divided by the sales proceeds. Annualized net operating income is comprised of base rental payments, excluding reimbursement of operating expenses, less current annualized operating expenses not recovered through tenant reimbursements.
- (3) Percentage leased represents the percentage of square feet where leases have been executed, without regard to whether the leases have commenced. In-Place figures for dispositions are as of the date of sale and as of the date of acquisition for acquisitions. Current figures represent the percent leased as of the current period ended.
- (4) Includes real estate assets and net acquired lease-related intangible assets but excludes other acquired working capital assets and liabilities.
- (5) In-place yields are calculated as annualized net operating income, from space leased to tenants at the date of purchase on a lease-up basis, including full rent from all executed leases, even if currently in a free rent period, divided by the acquisition cost. Annualized net operating income is comprised of base rental payments, excluding reimbursement of operating expenses, less current annualized operating expenses not recovered through tenant reimbursements.
- (6) Represents projected stabilized investment and expected return on real estate assets acquired after stabilization costs such as costs to complete lease-up and anticipated capitalized improvements.



### **Non-Core Buildings**

December 31, 2017

		Property Info	ormation					
		At 10	0%	At Economic Ownership %				
		Square Feet		Square Feet		Quarterly NOI \$		
	# of buildings	(000s)	% Leased	(000s)	% Leased	(000s) (1)		
Wholly owned:								
Various markets	10	889	81%	889	81%	\$1,740		
Joint venture:								
Washington DC	3	451	59%	135	59%	404		
Total Non-core buildings	13	1,340	74%	1,024	78%	\$2,144		

Note: Figures exclude held for sale buildings which are detailed on page 8

(1) Per NOI report (page 13).

		Lease Expira	ations
Year of Expiration	Sq. Feet (000s) (2)	Annual Revenue (000s) (3)	% of Annual Revenue
2018	7	\$88	1%
2019	12	149	1%
2020	54	811	6%
2021	60	511	4%
2022	31	341	3%
2023	63	959	7%
2024	5	62	1%
2025	_	_	_
2026	_	_	_
2027	2	38	0%
2028 or Thereafter	566	9,825	77%
	800	\$12,784	100%

Note: Figures exclude held for sale buildings which are detailed on page 8



<sup>(2)</sup> Joint venture properties are included at the Company's economic ownership percentage.

<sup>(3)</sup> Annualized rental revenue represents average annual base rental payments, on a straight-line basis for the term of each lease, from space leased to tenants at the end of the most recent reporting period. Annualized rental revenue excludes additional amounts paid by tenants as reimbursement for operating expenses and real estate taxes, as well as percentage rents. Joint venture properties are included at the Company's economic ownership percentage.

# Components of Net Asset Value December 31, 2017

(unaudited and in thousands)

Real Estate			Services Operations Net Income		
Stabilized Operating Portfolio Generating Positive NOI - Current Quarter (Page 14)			Mid-Point of 2018 Full Year Guidance	\$	2,500
Wholly Owned Industrial Proforma NOI	\$	131,441			· · · · · · · · · · · · · · · · · · ·
Share of Industrial JV Proforma NOI		4,250	Other Assets		
Total Industrial	\$	135,691			
	÷	,	Cash (2)	\$	67,562
Wholly Owned Non-Core Real Estate Proforma NOI	\$	1.872	Restricted Cash Held for Like-Kind Exchange (2)	·	116,405
Share of Non-Core Real Estate JV Proforma NOI	Ψ	404	Notes Receivable from Property Sales (3)		426,657
Total Non-Core Real Estate	\$	2,276	Accounts Receivable and Construction Receivables (2)		32,907
Total Non-Core Near Estate	<u>Ψ</u>	2,210	Other Tangible Assets (4)		88.998
Embedded Future PNOI from Signed Leases in Recently Stabilized Properties (Page	. 12	١	Subtotal Other Assets	<u> </u>	732,529
Industrial	; 13 <sub>/</sub> \$	3,790	Subtotal Other Assets	Φ	732,329
muustiai	Ψ	3,7 90	Liabilities		
PNOI from Unstabilized In-Service Properties			Total Debt, excluding deferred financing costs (page 10)	\$2	,444,005
In-place PNOI - Industrial Properties (Page 14)	\$	(1,743)	Share of JV Debt (page 22)		108,546
Embedded Future PNOI from Signed Leases - Industrial Properties (Page 13)	\$	1,526	Other Tangible Liabilities (4)		314,832
Estimated PNOI from Future Lease Up - Industrial Properties (Page 13)	\$	6,519	Total Liabilities	\$2	,867,383
Real Estate Not Valued by Income Capitalization			Outstanding Shares and Share Equivalents		
Gross Book Value of Stabilized Portfolio Generating Negative NOI (page 14)	\$	217,075	Common Shares Outstanding (page 9)		356,361
Estimated Proceeds from Assets Held for Sale (1)	\$	39,566	Partnership Units Outstanding (page 9)		3,283
, ,		·	Other Potentially Dilutive Securities (page 7)		2,946
Development and Land					362,590
Wholly Owned CIP (2)	\$	401,407			
Share of JV CIP		32,858	Notes		
Estimated Development Value Creation at Own % (page 24)		162,556	(1) Comprised of one wholly owned property and two joint venture propert	es.	
Wholly Owned Development Land (2)		199,292	(2) As shown on the Balance Sheets (page 4).		
Wholly Owned Sale Land (2)		27,695	(3) Includes \$400 million of seller notes receivable received as part of the p	roceeds	from the
Share of JV Land	_	15,085	medical office disposition, which bear interest at 4% and mature in various next three years with final maturity in January 2020.		
	\$	838,893	(4) Other tangible assets are comprised of amounts from the Balance Shee on page 4) for escrow deposits and other assets (but excluding intangible and deferred financing costs of \$8,573). Other tangible liabilities are comp construction payables, accrued real estate taxes, accrued interest, other acother liabilities (excluding non-cash liabilities of \$74,932).	assets of rised of th	\$89,314 ne sum of



## 2018 Range of Estimates

(dollars in millions except per share amounts)

Metrics	2017 Range of Estimates Actual		stimates	Key Assumptions
Wellies	Actual	Pessimistic	Optimistic	Ney Assumptions
Net Income per Share Attributable to Common Shareholders - Diluted	\$4.56	\$0.68	\$0.98	- Lower gains on property sales compared to 2017.
NAREIT FFO per Share Attributable to Common Shareholders - Diluted	\$1.27	\$1.24	\$1.32	- Includes net gains on land sales.
Core FFO per Share Attributable to Common Shareholders - Diluted	\$1.24	\$1.24	\$1.30	<ul> <li>Accretive development projects placed in service.</li> <li>Slight decrease in occupancy with strong rent growth.</li> <li>2017 special dividend dilution.</li> </ul>
Growth in AFFO - Share Adjusted	3.8%	2.7%	8.2%	- Driven by same factors impacting Core FFO.
Average Percentage Leased (stabilized/operating portfolio)	98.1%	97.1%	98.1%	<ul> <li>Strong leasing economics.</li> <li>Lease significant speculative development.</li> <li>Near peak occupancy and limited up-side on operating portfolio.</li> </ul>
Average Percentage Leased (In-service portfolio)	96.3%	95.5%	96.5%	- Lease significant speculative development and acquisitions.
Same Property NOI Growth (1)	4.00%	3.25%	4.75%	- Continued solid rent growth expected, embedded lease escalators.
Building Acquisitions (Duke share)	\$997	\$100	\$500	- Focused on Tier 1 markets.
Building Dispositions (Duke share)	\$3,095	\$300	\$500	- Non-core office and prune industrial.
Land Sale Proceeds	\$58	\$10	\$20	- Non-strategic inventory is shrinking.
<b>Development Starts</b> (JVs at 100%)	\$866	\$500	\$700	<ul><li>Good pipeline of BTS prospects.</li><li>Speculative industrial starts in targeted growth markets.</li></ul>
Service Operations Income	\$5	\$1	\$4	<ul><li>Focus on development over third party work.</li><li>Lower fees from joint ventures.</li></ul>
General & Administrative Expense	\$55	\$57	\$53	- Stable overhead levels.
Effective Leverage (Gross Book Basis)	29%	34%	30%	- Reflects short-term impact of medical office properties disposition.
Fixed Charge Coverage ( TTM)	4.5X	4.5x	5.0x	- Reflects impact of 2017 unstabilized development and acquisitions.
Net Debt to Core EBITDA (TTM)	4.5X	5.5x	5.0x	<ul> <li>Reflects short-term impact of medical office properties disposition.</li> <li>Increase to fund development.</li> <li>Maintain Baa1/BBB+ ratings.</li> </ul>

<sup>(1)</sup> If only buildings that were stabilized at the beginning of 2016 were included in the same property population for 2017, it would have resulted in a .8% reduction to 2017's reported growth in same property net operating income.

