

### Third Quarter 2004 Supplemental Financial Report

Some of the enclosed information presented in this supplemental and on the Company's October 26, 2004 conference call is forward-looking in nature, including information concerning project development timing and investment amounts. Although the information is based on Kilroy Realty Corporation's current expectations, actual results could vary from expectations stated here. Numerous factors will affect Kilroy Realty Corporation's actual results, some of which are beyond its control. These include the timing and strength of regional economic growth, the strength of commercial and industrial real estate markets, competitive market conditions, future interest rate levels and capital market conditions. You are cautioned not to place undue reliance on this information, which speaks only as of the date of this report. Kilroy Realty Corporation assumes no obligation to update publicly any forward-looking information, whether as a result of new information, future events or otherwise, except to the extent it is required to do so in connection with its ongoing requirements under Federal securities laws to disclose material information. For a discussion of important risks related to Kilroy Realty Corporation's business, and an investment in its securities, including risks that could cause actual results and events to differ materially from results and events referred to in the forward-looking information, see the discussion under the caption "Business Risks" in Kilroy Realty Corporation's annual report on Form 10-K for the year ended December 31, 2003. In light of these risks, uncertainties and assumptions, the forward-looking events contained in this supplemental information and on the Company's October 26, 2004 conference call might not occur.

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### **Company Background**

Kilroy Realty Corporation (NYSE: **KRC**) owns, develops, and operates office and industrial real estate, primarily in Southern California. The Company operates as a self-administered real estate investment trust. As of September 30, 2004, the Company's stabilized portfolio consisted of 82 office buildings and 49 industrial buildings, which encompassed an aggregate of 7.4 million and 4.6 million square feet, respectively, and was 93.1% occupied.

| Board of Directors  | oard of Directors Senior Management  |   | Investor Relations   |
|---|--|---|--|
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#### **Financial Highlights**

(unaudited, \$ in thousands, except per share amounts)

|   | Three Months Ended |           |           |            |           |  |  |  |
|---|--------------------|-----------|-----------|------------|-----------|--|--|--|
|   | 9/30/2004          | 6/30/2004 | 3/31/2004 | 12/31/2003 | 9/30/2003 |  |  |  |
| INCOME ITEMS (Including Discontinued Operations):   |                    |           |           |            |           |  |  |  |
| Revenues  | \$55,412           | \$54,925  | \$55,422  | \$54,205   | \$70,062  |  |  |  |
| Net Straight Line Rent (1)                          | 3,004              | 2,199     | 2,484     | 2,790      | 700       |  |  |  |
| Lease Termination Fees (2)                          | (310)              | 95        | 901       | 654        | 18,325    |  |  |  |
| Net Operating Income (3), (4)                       | 42,495             | 41,156    | 41,810    | 40,804     | 55,007    |  |  |  |
| Capitalized Interest and Loan Fees                  | 2,260              | 2,061     | 2,050     | 2,024      | 2,486     |  |  |  |
| Net Income Available to Common Shareholders         | 10,357             | 7,854     | 5,984     | 4,938      | 20,039    |  |  |  |
| EBITDA (4), (5), (7)                                | 33,173             | 35,984    | 34,424    | 33,062     | 49,954    |  |  |  |
| Funds From Operations (4), (6), (7)                 | 20,185             | 23,385    | 20,956    | 20,197     | 37,473    |  |  |  |
| Funds Available for Distribution (4), (6), (7), (8) | 14,508             | 17,124    | 17,168    | 15,397     | 29,274    |  |  |  |
| Net Income per common share - diluted               | \$0.36             | \$0.28    | \$0.21    | \$0.18     | \$0.72    |  |  |  |
| Funds From Operations per common share - diluted    | \$0.62             | \$0.72    | \$0.65    | \$0.62     | \$1.17    |  |  |  |
| Dividend per share                                  | \$0.495            | \$0.495   | \$0.495   | \$0.495    | \$0.495   |  |  |  |
| RATIOS (Including Discontinued Operations):         |                    |           |           |            |           |  |  |  |
| Operating Margins                                   | 76.7%              | 74.9%     | 75.4%     | 75.3%      | 78.5%     |  |  |  |
| Interest Coverage Ratio (9)                         | 3.5x               | 3.9x      | 3.7x      | 3.6x       | 5.62      |  |  |  |
| Fixed Charge Coverage Ratio (10)                    | 2.6x               | 2.9x      | 2.8x      | 2.6x       | 4.1:      |  |  |  |
| FFO Payout Ratio (11)                               | 79.7%              | 68.8%     | 76.7%     | 79.3%      | 42.69     |  |  |  |
| FAD Payout Ratio (12)                               | 110.9%             | 93.9%     | 93.6%     | 104.0%     | 54.5%     |  |  |  |

|  | 9/30/2004   | 6/30/2004   | 3/31/2004   | 12/31/2003  | 9/30/2003   |
|--|-------------|-------------|-------------|-------------|-------------|
| ASSETS:  |             |             |             |             |             |
| Real Estate Held for Investment before Depreciation    | \$1,730,705 | \$1,723,994 | \$1,711,852 | \$1,726,286 | \$1,707,220 |
| Total Assets   | 1,479,379   | 1,490,135   | 1,509,365   | 1,512,635   | 1,505,973   |
| CAPITALIZATION:  |             |             |             |             |             |
| Total Debt   | \$730,932   | \$754,806   | \$767,294   | \$761,048   | \$750,839   |
| Total Preferred Equity (13)                            | 160,250     | 160,250     | 160,250     | 160,250     | 155,000     |
| Total Market Equity Value (13)                         | 1,236,675   | 1,107,544   | 1,152,889   | 1,059,904   | 920,526     |
| Total Market Capitalization (13)                       | 2,127,857   | 2,022,600   | 2,080,433   | 1,981,203   | 1,826,365   |
| Total Debt / Total Market Capitalization               | 34.4%       | 37.3%       | 37.0%       | 38.5%       | 41.2%       |
| Total Debt and Preferred / Total Market Capitalization | 41.9%       | 45.2%       | 44.7%       | 46.6%       | 49.7%       |

<sup>(1)</sup> Represents the straight-line rent recognized during the period offset by cash received during the period that was applied to deferred rents receivable balances for terminated leases.

<sup>(2)</sup> Lease termination fees for the three months ended September 30, 2004 include a \$0.4 million net charge related to the resolution of contingencies associated with a 2001 early lease termination. Lease termination fees for the three months ended September 30, 2003 include an \$18.0 lease termination fee related to a settlement with Peregrine Systems, Inc. Approximately \$2.6 million of this fee was reserved for financial reporting purposes through the provision for bad debts as it related to future annual payments due from Peregrine under the settlement agreement.

<sup>(3)</sup> Net Operating Income is defined as operating revenues (rental income, tenant reimbursements and other property income) less property and related expenses (property expenses, real estate taxes, provision for bad debts and ground leases) and excludes interest income and expense, depreciation and amortization, and corporate general and administrative expenses.

<sup>(4)</sup> Please refer to pages 27 and 28 for Management Statements on Net Operating Income, EBITDA before minority interests, Funds From Operations and Funds Available for Distribution.

<sup>(5)</sup> EBITDA is reported before minority interests and net gain (loss) on dispositions. Please refer to page 30 for a reconciliation of GAAP net income to EBITDA before minority interests.

<sup>(6)</sup> Please refer to page 6 for a reconciliation of GAAP Net Income to Funds From Operations and Funds Available for Distribution.

<sup>(7)</sup> Reported amounts are attributable to common shareholders and unitholders.

<sup>(8)</sup> Please refer to page 31 for Reconciliation of Funds Available for Distribution to GAAP Net Cash Provided by Operating Activities.

<sup>(9)</sup> Calculated as EBITDA before minority interests divided by total interest expense, including discontinued operations.

<sup>(10)</sup> Calculated as EBITDA before minority interests divided by total interest expense, including discontinued operations, current year accrued preferred dividends and distributions on Cumulative Redeemable Preferred units.

<sup>(11)</sup> Calculated as current year dividends accrued to common shareholders divided by Funds From Operations.

<sup>(12)</sup> Calculated as current year dividends accrued to common shareholders divided by Funds Available for Distribution.

<sup>(13)</sup> See "Capital Structure" on page 24.

Common Stock Data (NYSE: KRC)

|   | For the Three Months Ended |           |           |            |           |  |  |  |  |
|---|----------------------------|-----------|-----------|------------|-----------|--|--|--|--|
|   | 9/30/2004                  | 6/30/2004 | 3/31/2004 | 12/31/2003 | 9/30/2003 |  |  |  |  |
| High Price  | \$38.47                    | \$36.13   | \$35.50   | \$33.55    | \$29.38   |  |  |  |  |
| Low Price   | \$34.08                    | \$30.62   | \$31.68   | \$27.83    | \$27.14   |  |  |  |  |
| Closing Price                                       | \$38.03                    | \$34.10   | \$35.50   | \$32.75    | \$28.55   |  |  |  |  |
| Dividend per share - annualized                     | \$1.98                     | \$1.98    | \$1.98    | \$1.98     | \$1.98    |  |  |  |  |
| Closing common shares (in 000's) <sup>(1)</sup>     | 28,528                     | 28,398    | 28,328    | 28,209     | 28,029    |  |  |  |  |
| Closing partnership units (in 000's) <sup>(1)</sup> | 3,990                      | 4,082     | 4,148     | 4,154      | 4,214     |  |  |  |  |
|   | 32,518                     | 32,480    | 32,476    | 32,363     | 32,243    |  |  |  |  |

<sup>(1)</sup> As of the end of the period.

#### **Consolidated Balance Sheets**

(unaudited, \$ in thousands)

|   | 9/30/2004                      | 6/30/2004            | 3/31/2004            | 12/31/2003           | 9/30/2003          |
|---|--------------------------------|----------------------|----------------------|----------------------|--------------------|
| ASSETS:   |                                |                      |                      |                      |                    |
| Land and improvements   | \$288,861                      | \$289,258            | \$289,317            | \$289,730            | \$289,730          |
| Buildings and improvements, net   | 1,357,626                      | 1,306,576            | 1,297,624            | 1,305,145            | 1,291,69           |
| Undeveloped land and construction in progress, net  | 84,218                         | 128,160              | 124,911              | 131,411              | 125,79             |
| Total real estate held for investment   | 1,730,705                      | 1,723,994            | 1,711,852            | 1,726,286            | 1,707,22           |
| Accumulated depreciation and amortization   | (353,025)                      | (341,874)            | (329,409)            | (321,372)            | (308,64            |
| Real estate held for investment, net  | 1,377,680                      | 1,382,120            | 1,382,443            | 1,404,914            | 1,398,58           |
| Property held for sale, net   |                                |                      | 18,303               |                      |                    |
| Total real estate assets, net   | 1,377,680                      | 1,382,120            | 1,400,746            | 1,404,914            | 1,398,58           |
| Cash and cash equivalents   | 3,652                          | 7,444                | 6,730                | 9,892                | 16,07              |
| Restricted cash   | 1,283                          | 7,352                | 9,785                | 8,558                | 8,79               |
| Current receivables, net  | 4,190                          | 4,700                | 5,988                | 4,919                | 2,42               |
| Deferred rent receivables, net  | 43,956                         | 41,134               | 39,288               | 36,804               | 34,01              |
| Deferred leasing costs, net   | 39,420                         | 37,824               | 36,094               | 36,651               | 35,70              |
| Deferred financing costs, net   | 3,190                          | 2,889                | 3,318                | 3,657                | 4,29               |
| Prepaid expenses and other assets   | 6,008                          | 6,672                | 7,416                | 7,240                | 6,08               |
| TOTAL ASSETS  | \$1,479,379                    | \$1,490,135          | \$1,509,365          | \$1,512,635          | \$1,505,97         |
| Secured debt Unsecured senior notes Unsecured line of credit                                | \$494,932<br>144,000<br>92,000 | \$614,806<br>140,000 | \$617,294<br>150,000 | \$526,048<br>235,000 | \$528,83<br>222,00 |
|   |                                |                      |                      |                      |                    |
| Accounts payable, accrued expenses and other liabilities                                    | 52,889                         | 36,633               | 40,908               | 41,147               | 42,59              |
| Accrued distributions   | 16,498                         | 16,478               | 16,477               | 16,369               | 15,96              |
| Rents received in advance, tenant security deposits and deferred revenue  Total liabilities | 19,974<br>820,293              | 20,361<br>828,278    | 19,332<br>844.011    | 20,904<br>839,468    | 21,57<br>830,96    |
| Minority Interests:   | 820,293                        | 828,278              | 844,011              | 839,408              | 830,90             |
| 7.450% Series A Cumulative Redeemable Preferred unitholders <sup>(1)</sup>                  | 73,638                         | 73,638               | 73,653               | 73,716               | 73,71              |
| 9.375% Series C Cumulative Redeemable Preferred unitholders                                 | -                              | -                    | -                    | -                    | 34,46              |
| 9.250% Series D Cumulative Redeemable Preferred unitholders                                 | 44,321                         | 44,321               | 44,321               | 44,321               | 44,32              |
| Common unitholders of the Operating Partnership   | 61,782                         | 63,640               | 65,094               | 66,502               | 68,14              |
| Total minority interests  | 179,741                        | 181,599              | 183,068              | 184,539              | 220,64             |
| Stockholders' Equity:   |                                |                      |                      |                      |                    |
| 7.800% Series E Cumulative Redeemable Preferred stock                                       | 38,425                         | 38,425               | 38,437               | 38,437               |                    |
| Common stock  | 286                            | 284                  | 283                  | 282                  | 28                 |
| Additional paid-in capital  | 515,086                        | 512,994              | 512,359              | 508,568              | 505,74             |
| Deferred compensation   | (1,929)                        | (2,445)              | (2,839)              | (852)                | (1,31              |
| Distributions in excess of earnings   | (71,456)                       | (67,689)             | (61,487)             | (53,449)             | (44,42             |
| Accumulated net other comprehensive loss  | (1,067)                        | (1,311)              | (4,467)              | (4,358)              | (5,92              |
| Total stockholders' equity  | 479,345                        | 480,258              | 482,286              | 488,628              | 454,36             |
| TOTAL LIABILITIES & STOCKHOLDERS' EQUITY  | \$1,479,379                    | \$1,490,135          | \$1,509,365          | \$1,512,635          | \$1,505,9          |

<sup>(1)</sup> On March 5, 2004, the Company amended the terms of its Series A Cumulative Redeemable Preferred Units ("Series A Preferred Units") to reduce the distribution rate and extend the redemption date to September 30, 2009. Commencing March 5, 2004, distributions on the Series A Preferred Units accrued at an annual rate of 7.45%. Prior to March 5, 2004, distributions on the Series A Preferred Units accrued at an annual rate of 8.075%.

### Consolidated Statements of Operations (unaudited, \$ in thousands, except per share amounts)

|   |                   | nths Ended Sep    |               |                     | nths Ended Sep      |                |
|---|-------------------|-------------------|---------------|---------------------|---------------------|----------------|
| DEVIENTUEC.   | 2004              | 2003              | % Change      | 2004                | 2003                | % Change       |
| REVENUES:   | ¢50.501           | ¢45.970           | 10.10/        | ¢147 107            | ¢121.605            | 11.70/         |
| Rental income Tenant reimbursements                       | \$50,501<br>4,817 | \$45,870<br>4,472 | 10.1%<br>7.7% | \$147,127<br>15,370 | \$131,695<br>14,845 | 11.7%<br>3.5%  |
|   |                   |                   | (101.5%)      |                     | ,                   | 3.3%<br>(96.2% |
| Other property income<br>Total revenues                   | (273)<br>55,045   | 18,441<br>68,783  | (/            | 875<br>163,372      | 23,312<br>169,852   | (3.8%          |
|   | 33,043            | 06,765            | (20.0%)       | 103,372             | 109,632             | (3.8%          |
| EXPENSES:   |                   |                   |               |                     |                     |                |
| Property expenses   | 8,620             | 7,738             | 11.4%         | 25,904              | 23,261              | 11.4%          |
| Real estate taxes   | 4,423             | 3,869             | 14.3%         | 12,631              | 11,197              | 12.8%          |
| Provision for bad debts                                   | (524)             | 2,749             | (119.1%)      | 116                 | 1,662               | (93.09         |
| Ground leases   | 334               | 326               | 2.5%          | 996                 | 970                 | 2.7%           |
| General and administrative expenses                       | 9,399             | 5,089             | 84.7%         | 22,342              | 13,231              | 68.99          |
| Interest expense  | 9,540             | 8,869             | 7.6%          | 27,898              | 24,143              | 15.6%          |
| Depreciation and amortization                             | 14,832            | 14,299            | 3.7%          | 43,317              | 40,685              | 6.59           |
| Total expenses  | 46,624            | 42,939            | 8.6%          | 133,204             | 115,149             | 15.79          |
| OTHER INCOME:   |                   |                   |               |                     |                     |                |
| Interest and other income                                 | 77                | 36                | 113.9%        | 462                 | 130                 | 255.49         |
| Total other income  | 77                | 36                | 113.9%        | 462                 | 130                 | 255.4%         |
| INCOME FROM CONTINUING OPERATIONS                         |                   |                   |               |                     |                     |                |
| BEFORE MINORITY INTERESTS                                 | 8,498             | 25,880            | (67.2%)       | 30,630              | 54,833              | (44.19         |
| MINORITY INTERESTS:                                       |                   |                   |               |                     |                     |                |
| Distributions on Cumulative Redeemable                    |                   |                   |               |                     |                     |                |
| Preferred units   | (2,437)           | (3,375)           | (27.8%)       | (7,396)             | (10,125)            | (27.09         |
| Minority interest in earnings of Operating Partnership    | (2,137)           | (3,373)           | (27.670)      | (7,570)             | (10,123)            | (27.07         |
| attributable to continuing operations                     | (564)             | (2,983)           | (81.1%)       | (2,642)             | (5,947)             | (55.69         |
| Total minority interests                                  | (3,001)           | (6,358)           | (52.8%)       | (10,038)            | (16,072)            | (37.59         |
| ·   |                   |                   | · · · · · ·   |                     |                     | ,              |
| INCOME FROM CONTINUING OPERATIONS                         | 5,497             | 19,522            | (71.8%)       | 20,592              | 38,761              | (46.99         |
| DISCONTINUED OPERATIONS:                                  |                   |                   |               |                     |                     |                |
| Revenues from discontinued operations                     | 367               | 1,279             | (71.3%)       | 2,386               | 5,667               | (57.99         |
| Expenses from discontinued operations                     | (117)             | (638)             | (81.7%)       | (989)               | (2,891)             | (65.89         |
| Net gain (loss) on disposition of discontinued operations | 6,212             | (48)              | (13041.7%)    | 6,148               | 3,642               | 68.89          |
| Impairment loss on property held for sale                 | -                 | -                 | -             | (726)               | -                   | 100.09         |
| Minority interest attributable to discontinued operations | (817)             | (76)              | 975.0%        | (862)               | (854)               | 0.99           |
| Total income from discontinued operations                 | 5,645             | 517               | 991.9%        | 5,957               | 5,564               | 7.19           |
| NET INCOME  | 11,142            | 20,039            | (44.4%)       | 26,549              | 44,325              | (40.19         |
| PREFERRED DIVIDENDS                                       | (785)             |                   | 100.0%        | (2,355)             |                     | 100.09         |
| NET INCOME AVAILABLE FOR COMMON                           |                   |                   |               |                     |                     |                |
| SHAREHOLDERS  | \$10,357          | \$20,039          | (48.3%)       | \$24,194            | \$44,325            | (45.49         |
| Weighted average shares outstanding - basic               | 28,271            | 27,584            | 2.5%          | 28,203              | 27,387              | 3.09           |
| Weighted average shares outstanding - diluted             | 28,440            | 27,801            | 2.3%          | 28,369              | 27,593              | 2.89           |
| NET INCOME PER COMMON SHARE:                              |                   |                   |               |                     |                     |                |
| Net income per common share - basic                       | \$0.37            | \$0.73            | (49.3%)       | \$0.86              | \$1.62              | (46.99         |
| _   |                   |                   | (50.0%)       | \$0.85              |                     |                |

### **Funds From Operations and Funds Available for Distribution**

(unaudited, \$ in thousands, except per share amounts)

|  | Three Mo | Three Months Ended September 30, |            |          | Nine Months Ended September 30, |          |  |
|--|----------|----------------------------------|------------|----------|---------------------------------|----------|--|
|  | 2004     | 2003                             | % Change   | 2004     | 2003                            | % Change |  |
| FUNDS FROM OPERATIONS: (1)                                 |          |                                  |            |          |                                 |          |  |
| Net income available to common shareholders                | \$10,357 | \$20,039                         | (48.3%)    | \$24,194 | \$44,325                        | (45.4%)  |  |
| Adjustments:   |          |                                  |            |          |                                 |          |  |
| Minority interest in earnings of Operating Partnership     | 1,381    | 3,059                            | (54.9%)    | 3,504    | 6,801                           | (48.5%)  |  |
| Depreciation and amortization of real estate assets        | 14,659   | 14,327                           | 2.3%       | 42,974   | 41,200                          | 4.3%     |  |
| Net (gain) loss on dispositions of operating properties    | (6,212)  | 48                               | (13041.7%) | (6,148)  | (3,642)                         | 68.8%    |  |
| Funds From Operations (2)                                  | \$20,185 | \$37,473                         | (46.1%)    | \$64,524 | \$88,684                        | (27.2%)  |  |
| Weighted average common shares/units outstanding - basic   | 32,327   | 31,799                           | 1.7%       | 32,304   | 31,609                          | 2.2%     |  |
| Weighted average common shares/units outstanding - diluted | 32,495   | 32,015                           | 1.5%       | 32,469   | 31,816                          | 2.1%     |  |
| FFO per common share/unit - basic                          | \$0.62   | \$1.18                           | (47.5%)    | \$2.00   | \$2.81                          | (28.8%)  |  |
| FFO per common share/unit - diluted                        | \$0.62   | \$1.17                           | (47.0%)    | \$1.99   | \$2.79                          | (28.7%)  |  |
| FUNDS AVAILABLE FOR DISTRIBUTION: (1)                      |          |                                  |            |          |                                 |          |  |
| Funds From Operations                                      | \$20,185 | \$37,473                         | (46.1%)    | \$64,524 | \$88,684                        | (27.2%)  |  |
| Adjustments:   |          |                                  |            |          |                                 |          |  |
| Amortization of deferred financing costs                   | 840      | 620                              | 35.5%      | 2,397    | 1,721                           | 39.3%    |  |
| Non-cash amortization of restricted stock grants           | 793      | 678                              | 17.0%      | 2,526    | 2,358                           | 7.1%     |  |
| Impairment loss on property held for sale                  | -        | -                                | 0.0%       | 726      | -                               | 100.0%   |  |
| Tenant improvements, leasing commissions and               |          |                                  |            |          |                                 |          |  |
| recurring capital expenditures                             | (4,306)  | (8,797)                          | (51.1%)    | (13,688) | (17,652)                        | (22.5%)  |  |
| Net effect of straight-line rents (3)                      | (3,004)  | (700)                            | 329.1%     | (7,687)  | (5,221)                         | 47.2%    |  |
| Funds Available for Distribution (2)                       | \$14,508 | \$29,274                         | (50.4%)    | \$48,798 | \$69,890                        | (30.2%)  |  |

<sup>(1)</sup> See page 27 for Management Statements on Funds From Operations and Funds Available for Distribution.

<sup>(2)</sup> Reported amounts are attributable to common shareholders and unitholders.

<sup>(3)</sup> Represents the straight-line rent income recognized during the period offset by cash received during the period that was applied to deferred rents receivable balances for terminated leases.

#### Same Store Analysis (1)

(unaudited, \$ in thousands)

|                                 | Three Month | s Ended Septen | nber 30, | Nine Months Ended September 30, |            |          |  |
|---------------------------------|-------------|----------------|----------|---------------------------------|------------|----------|--|
|                                 | 2004        | 2003           | % Change | 2004                            | 2003       | % Change |  |
| Total Same Store Portfolio      |             |                |          |                                 |            |          |  |
| Number of properties            | 125         | 125            |          | 125                             | 125        |          |  |
| Square Feet                     | 11,230,191  | 11,230,191     |          | 11,230,191                      | 11,230,191 |          |  |
| Percent of Stabilized Portfolio | 93.6%       | 92.1%          |          | 93.6%                           | 92.1%      |          |  |
| Average Occupancy               | 94.7%       | 92.8%          |          | 93.6%                           | 92.5%      |          |  |
| Operating Revenues:             |             |                |          |                                 |            |          |  |
| Rental income                   | \$44,640    | \$42,450       | 5.2%     | \$131,612                       | \$124,145  | 6.0%     |  |
| Tenant reimbursements           | 4,689       | 4,530          | 3.5%     | 15,097                          | 14,270     | 5.8%     |  |
| Other income                    | (275)       | 18,440         | (101.5%) | 851                             | 19,040     | (95.5%   |  |
| Total operating revenues        | 49,054      | 65,420         | (25.0%)  | 147,560                         | 157,455    | (6.3%)   |  |
| Operating Expenses:             |             |                |          |                                 |            |          |  |
| Property expenses               | 7,703       | 6,959          | 10.7%    | 23,098                          | 21,655     | 6.7%     |  |
| Real estate taxes               | 3,756       | 3,624          | 3.6%     | 11,052                          | 10,523     | 5.0%     |  |
| Provision for bad debts         | (421)       | 2,685          | (115.7%) | (33)                            | 2,195      | (101.5%  |  |
| Ground leases                   | 333         | 326            | 2.1%     | 996                             | 956        | 4.2%     |  |
| Total operating expenses        | 11,371      | 13,594         | (16.4%)  | 35,113                          | 35,329     | (0.6%)   |  |
| GAAP Net Operating Income (2)   | \$37,683    | \$51,826       | (27.3%)  | \$112,447                       | \$122,126  | (7.9%    |  |

| Same Store Analysis (Cash Basis) |              |              |          |                                 |           |          |  |  |  |
|----------------------------------|--------------|--------------|----------|---------------------------------|-----------|----------|--|--|--|
|                                  | Three Months | Ended Septen | iber 30, | Nine Months Ended September 30. |           |          |  |  |  |
|                                  | 2004         | 2003         | % Change | 2004                            | 2003      | % Change |  |  |  |
| Total operating revenues         | \$46,937     | \$62,976     | (25.5%)  | \$142,179                       | \$151,262 | (6.0%)   |  |  |  |
| Total operating expenses         | 11,371       | 13,594       | (16.4%)  | 35,113                          | 35,329    | (0.6%)   |  |  |  |
| Cash Net Operating Income        | \$35,566     | \$49,382     | (28.0%)  | \$107,066                       | \$115,933 | (7.6%)   |  |  |  |

<sup>(1)</sup> Same store defined as all stabilized properties owned at January 1, 2003 and still owned and in the stabilized portfolio at September 30, 2004.

<sup>(2)</sup> Net operating income for the three and nine months ended September 30, 2003 includes a \$18.0 million lease termination fee related to the settlement with Peregrine Systems, Inc. Approximately \$2.6 million of this fee was reserved 100% through the provision for bad debts as it related to future installment payments due from Peregrine under the settlement agreement. Net operating income for the three and nine months ended September 30, 2004 includes a \$0.4 million net charge related to the resolution of contingencies associated with a 2001 early lease termination and a \$0.8 million reduction to the provision for bad debts related to the collection of the first annual installment payment made by Peregrine. Excluding these amounts, the changes in same store Net Operating Income would have been as follows:

|                           | Three Months Ended | Nine Months Ended |  |
|---------------------------|--------------------|-------------------|--|
|                           | September 30,      | September 30.     |  |
| Total Operating Revenues  | 4.5%               | 6.2%              |  |
| Total Operating Expenses  | 10.6%              | 9.7%              |  |
| GAAP Net Operating Income | 2.7%               | 5.1%              |  |
| Cash Net Operating Income | 3.8%               | 6.2%              |  |

### Stabilized Portfolio Occupancy Overview

|                            | # of       | Portfolio Br  | eakdown       | Total              |           |           |            |
|----------------------------|------------|---------------|---------------|--------------------|-----------|-----------|------------|
|                            | Buildings  | NOI           | Sq. Ft.       | <b>Square Feet</b> | 9/30/2004 | 6/30/2004 | 12/31/2003 |
| STABILIZED PORTFOLIO:      |            |               |               | _                  |           | _         |            |
| OCCUPANCY BY PRODUCT TYPE: |            |               |               |                    |           |           |            |
| Office:                    |            |               |               |                    |           |           |            |
| Los Angeles                | 26         | 35.8%         | 24.0%         | 2,872,925          | 89.4%     | 84.6%     | 82.4%      |
| Orange County              | 7          | 3.1%          | 3.2%          | 387,327            | 97.5%     | 93.0%     | 80.0%      |
| San Diego                  | 41         | 38.0%         | 27.1%         | 3,253,382          | 96.4%     | 94.4%     | 92.3%      |
| Other                      | <u>8</u>   | <u>3.9%</u>   | 7.3%          | 878,960            | 91.5%     | 90.8%     | 91.1%      |
| Subtotal                   | <u>82</u>  | 80.8%         | <u>61.6%</u>  | 7,392,594          | 93.2%     | 90.0%     | 87.6%      |
| Industrial:                |            |               |               |                    |           |           |            |
| Los Angeles                | 4          | 1.9%          | 3.2%          | 388,805            | 51.0%     | 70.7%     | 70.7%      |
| Orange County              | 43         | 16.1%         | 32.7%         | 3,917,345          | 96.6%     | 96.8%     | 96.3%      |
| Other                      | <u>2</u>   | <u>1.2%</u>   | <u>2.5%</u>   | <u>295,417</u>     | 100.0%    | 100.0%    | 100.0%     |
| Subtotal                   | <u>49</u>  | <u>19.2%</u>  | <u>38.4%</u>  | <u>4,601,567</u>   | 92.9%     | 94.9%     | 94.5%      |
| OCCUPANCY BY REGION:       |            |               |               |                    |           |           |            |
| Los Angeles                | 30         | 37.7%         | 27.2%         | 3,261,730          | 84.8%     | 82.9%     | 81.0%      |
| Orange County              | 50         | 19.2%         | 35.9%         | 4,304,672          | 96.6%     | 96.5%     | 94.9%      |
| San Diego                  | 41         | 38.0%         | 27.1%         | 3,253,382          | 96.4%     | 94.4%     | 92.3%      |
| Other                      | <u>10</u>  | 5.1%          | 9.8%          | <u>1,174,377</u>   | 93.7%     | 93.1%     | 93.1%      |
| TOTAL STABILIZED PORTFOLIO | <u>131</u> | <u>100.0%</u> | <u>100.0%</u> | <u>11,994,161</u>  | 93.1%     | 92.0%     | 90.3%      |

| AVERAGE OCCUPANCY - STABILIZED PORTFOLIO |        |            |       |  |  |  |  |  |  |  |
|--|--------|------------|-------|--|--|--|--|--|--|--|
|  | Office | Industrial | Total |  |  |  |  |  |  |  |
| Quarter-to-Date                          | 92.5%  | 94.2%      | 93.2% |  |  |  |  |  |  |  |
| Year-to-Date                             | 90.2%  | 94.4%      | 91.9% |  |  |  |  |  |  |  |

### **Kilroy Realty Corporation** Third Quarter 2004 Supplemental Financial Report Stabilized Portfolio Occupancy Overview

|                                   | City/           | # of                     |                    |              |
|-----------------------------------|-----------------|--------------------------|--------------------|--------------|
|                                   | Submarket       | Buildings                | <b>Square Feet</b> | Occupancy    |
| Office:                           |                 | ·                        |                    |              |
| Los Angeles, California           |                 |                          |                    |              |
| 23925 Park Sorrento               | Calabasas       | 1                        | 11,789             | 100.0%       |
| 23975 Park Sorrento               | Calabasas       | 1                        | 100,592            | 100.0%       |
| 24025 Park Sorrento               | Calabasas       | 1                        | 102,264            | 100.0%       |
| 26541 Agoura Road                 | Calabasas       | 1                        | 90,878             | 92.4%        |
| 181/185 S. Douglas Street         | El Segundo      | 1                        | 61,604             | 47.0%        |
| Kilroy Airport Center, El Segundo | El Segundo      | 3                        | 699,192            | 98.3%        |
| 999 N. Sepulveda Blvd.            | El Segundo      | 1                        | 133,339            | 31.7%        |
| 525 N. Brand Blvd.                | Glendale        | 1                        | 46,043             | 100.0%       |
| Kilroy Airport Center, Long Beach | Long Beach      | 7                        | 949,063            | 90.6%        |
| 12200 W. Olympic Blvd.            | Los Angeles     | 1                        | 151,019            | 95.2%        |
| 12100 W. Olympic Blvd.            | Los Angeles     | 1                        | 151,000            | 64.0%        |
| 12312 W. Olympic Blvd.            | Los Angeles     | 1                        | 78,000             | 100.0%       |
| 1633 26th Street                  | Santa Monica    | 1                        | 44,915             | 100.0%       |
| 2100 Colorado Avenue              | Santa Monica    | 3                        | 94,844             | 100.0%       |
| 3130 Wilshire Blvd.               | Santa Monica    | 1                        | 88,338             | 91.5%        |
| 501 Santa Monica Blvd.            | Santa Monica    | <u>1</u>                 | 70,045             | <u>95.1%</u> |
| <b>Total Los Angeles Office</b>   |                 | 26                       | 2,872,925          | 89.4%        |
| Orange County, California         |                 |                          |                    |              |
| 4175 E. La Palma Avenue           | Anaheim         | 1                        | 43,263             | 86.6%        |
| 8101 Kaiser Blvd.                 | Anaheim         | 1                        | 60,177             | 100.0%       |
| 601 Valencia                      | Brea            | 1                        | 60,891             | 100.0%       |
| 9451 Toledo Way                   | Irvine          | 1                        | 27,200             | 100.0%       |
| 111 Pacifica                      | Irvine Spectrum | 1                        | 67,530             | 94.0%        |
| 2501 Pullman                      | Santa Ana       | 1                        | 51,750             | 100.0%       |
| 1700 E. Carnegie                  | Santa Ana       | <u>1</u>                 | 76,516             | 100.0%       |
| <b>Total Orange County Office</b> |                 | $\frac{\overline{7}}{7}$ | 387,327            | 97.5%        |
|                                   |                 |                          |                    |              |

# Kilroy Realty Corporation Third Quarter 2004 Supplemental Financial Report Stabilized Portfolio Occupancy Overview

|                                   | City/                   | # of      |                    |           |
|-----------------------------------|-------------------------|-----------|--------------------|-----------|
|                                   | Submarket               | Buildings | <b>Square Feet</b> | Occupancy |
| Office:                           |                         |           |                    |           |
| San Diego, California             |                         |           |                    |           |
| 12340 El Camino Real              | Del Mar                 | 1         | 88,181             | 76.8%     |
| 12390 El Camino Real              | Del Mar                 | 1         | 72,332             | 100.0%    |
| 12348 High Bluff Drive            | Del Mar                 | 1         | 38,710             | 100.0%    |
| 12400 High Bluff Drive            | Del Mar                 | 1         | 208,464            | 84.3%     |
| 3579 Valley Center Drive          | Del Mar                 | 1         | 52,375             | 100.0%    |
| 3611 Valley Center Drive          | Del Mar                 | 1         | 130,178            | 100.0%    |
| 3661 Valley Center Drive          | Del Mar                 | 1         | 129,752            | 100.0%    |
| 3721 Valley Center Drive          | Del Mar                 | 1         | 114,780            | 79.9%     |
| 3811 Valley Center Drive          | Del Mar                 | 1         | 112,067            | 100.0%    |
| 12225 / 12235 El Camino Real      | Del Mar                 | 2         | 115,513            | 80.5%     |
| 6215 / 6220 Greenwich Drive       | Governor Park           | 2         | 212,214            | 100.0%    |
| 15051 Ave of Science              | Rancho Bernardo         | 1         | 70,617             | 100.0%    |
| 15073 Ave of Science              | Rancho Bernardo         | 1         | 46,759             | 100.0%    |
| 15378 Ave of Science              | Rancho Bernardo         | 1         | 68,910             | 100.0%    |
| 15435 / 15445 Innovation Drive    | Rancho Bernardo         | 2         | 103,000            | 100.0%    |
| 10421 Pacific Center Court        | Sorrento Mesa           | 1         | 79,871             | 78.2%     |
| 4939 / 4955 Directors Place       | Sorrento Gateway        | 2         | 136,908            | 100.0%    |
| 5005 / 5010 Wateridge Vista Drive | Sorrento Gateway        | 2         | 172,778            | 100.0%    |
| 10243 Genetic Center              | Sorrento Mesa           | 1         | 102,875            | 100.0%    |
| 10390 Pacific Center Court        | Sorrento Mesa           | 1         | 68,400             | 100.0%    |
| 6055 Lusk Avenue                  | Sorrento Mesa           | 1         | 93,000             | 100.0%    |
| 6260 Sequence Drive               | Sorrento Mesa           | 1         | 130,000            | 100.0%    |
| 6290 / 6310 Sequence Drive        | Sorrento Mesa           | 2         | 152,415            | 100.0%    |
| 6340 / 6350 Sequence Drive        | Sorrento Mesa           | 2         | 199,000            | 100.0%    |
| Pacific Corporate Center          | Sorrento Mesa           | 6         | 332,542            | 100.0%    |
| 4690 Executive Drive              | University Towne Center | 1         | 50,546             | 100.0%    |
| 9455 Towne Center Drive           | University Towne Center | 1         | 45,195             | 100.0%    |
| 9785 / 9791 Towne Center Drive    | University Towne Center | <u>2</u>  | 126,000            | 100.0%    |
| Total San Diego Office            |                         | 41        | 3,253,382          | 96.4%     |
| Other                             |                         |           |                    |           |
| Kilroy Airport Center, Sea-Tac    | Seattle, WA             | 3         | 532,430            | 94.8%     |
| 5151/5155 Camino Ruiz             | Carmarillo, CA          | 4         | 265,372            | 85.1%     |
| 2829 Townsgate Road               | Thousand Oaks, CA       | <u>1</u>  | 81,158             | 91.1%     |
| Total Other Office                | ·                       | 8         | 878,960            | 91.5%     |
| Total Office                      |                         | 82        | 7,392,594          | 93.2%     |

# Kilroy Realty Corporation Third Quarter 2004 Supplemental Financial Report Stabilized Portfolio Occupancy Overview

|                                 | City/          | # of                     |             |           |
|---------------------------------|----------------|--------------------------|-------------|-----------|
|                                 | Submarket      | Buildings                | Square Feet | Occupancy |
| ndustrial:                      |                |                          |             |           |
| Los Angeles, California         |                |                          |             |           |
| 2031 E. Mariposa Avenue         | El Segundo     | 1                        | 192,053     | 100.0%    |
| 2260 E. El Segundo Blvd.        | El Segundo     | 1                        | 113,820     | 0.0%      |
| 2265 E. El Segundo Blvd.        | El Segundo     | 1                        | 76,570      | 0.0%      |
| 2270 E. El Segundo Blvd.        | El Segundo     | <u>1</u>                 | 6,362       | 100.0%    |
| Total Los Angeles Industrial    |                | 4                        | 388,805     | 51.0%     |
| Orange County, California       |                |                          |             |           |
| 1000 E. Ball Road               | Anaheim        | 1                        | 100,000     | 100.0%    |
| 1230 S. Lewis Road              | Anaheim        | 1                        | 57,730      | 100.0%    |
| 1250 N. Tustin Avenue           | Anaheim        | 1                        | 84,185      | 100.0%    |
| 3125 E. Coronado Street         | Anaheim        | 1                        | 144,000     | 100.0%    |
| 3130 - 3150 Miraloma            | Anaheim        | 1                        | 144,000     | 100.0%    |
| 3250 E. Carpenter               | Anaheim        | 1                        | 41,225      | 100.0%    |
| 3340 E. La Palma Avenue         | Anaheim        | 1                        | 153,320     | 100.0%    |
| 5115 E. La Palma Avenue         | Anaheim        | 1                        | 286,139     | 100.0%    |
| 5325 E. Hunter Avenue           | Anaheim        | 1                        | 109,449     | 0.0%      |
| Anaheim Tech Center             | Anaheim        | 5                        | 593,992     | 100.0%    |
| La Palma Business Center        | Anaheim        | 2                        | 145,481     | 82.8%     |
| Brea Industrial Complex         | Brea           | 7                        | 276,278     | 100.0%    |
| Brea Industrial-Lambert Road    | Brea           | 2                        | 178,811     | 100.0%    |
| 1675 MacArthur                  | Costa Mesa     | 1                        | 50,842      | 100.0%    |
| 25202 Towne Center Drive        | Foothill Ranch | 1                        | 303,533     | 100.0%    |
| 12400 Industry Street           | Garden Grove   | 1                        | 64,200      | 100.0%    |
| 12681 / 12691 Pala Drive        | Garden Grove   | 1                        | 84,700      | 100.0%    |
| 7421 Orangewood Avenue          | Garden Grove   | 1                        | 82,602      | 100.0%    |
| Garden Grove Industrial Complex | Garden Grove   | 6                        | 275,971     | 100.0%    |
| 17150 Von Karman                | Irvine         | 1                        | 157,458     | 100.0%    |
| 2055 S.E. Main Street           | Irvine         | 1                        | 47,583      | 100.0%    |
| 9401 Toledo Way                 | Irvine         | 1                        | 244,800     | 100.0%    |
| 1951 E. Carnegie Avenue         | Santa Ana      | 1                        | 100,000     | 100.0%    |
| 2525 Pullman                    | Santa Ana      | 1                        | 103,380     | 100.0%    |
| 14831 Franklin Avenue           | Tustin         | 1                        | 36,256      | 100.0%    |
| 2911 Dow Avenue                 | Tustin         | 1                        | 51,410      | 100.0%    |
| Total Orange County Industrial  | Austri         | 43                       | 3,917,345   | 96.6%     |
| Other                           |                |                          |             |           |
| 5115 N. 27th Avenue             | Phoenix, AZ    | 1                        | 130,877     | 100.0%    |
| 3735 Imperial Highway           | Stockton, CA   | <u>1</u>                 | 164,540     | 100.0%    |
| Total Other Industrial          | ,              | $\frac{\overline{2}}{2}$ | 295,417     | 100.0%    |
| Total Industrial                |                | 49                       | 4,601,567   | 92.9%     |

### **Leasing Activity**

#### **Quarter-to-Date**

|            |           | 1st & 2nd Generation       |                |                            |             | 2                         | 2nd Generation       | on                        |                      | Weighted   |  |
|------------|-----------|----------------------------|----------------|----------------------------|-------------|---------------------------|----------------------|---------------------------|----------------------|------------|--|
|            |           |                            |                |                            | Maintenance |                           |                      |                           |                      | Average    |  |
|            | # of I    | # of Leases <sup>(1)</sup> |                | Square Feet <sup>(1)</sup> |             | TI/LC Capex               | Changes in           | Changes in                | Retention            | Lease      |  |
|            | New       | Renewal                    | New            | Renewal                    | Per Sq.Ft.  | Per Sq.Ft. <sup>(2)</sup> | Rents <sup>(3)</sup> | Cash Rents <sup>(4)</sup> | Rates <sup>(5)</sup> | Term (Mo.) |  |
| Office     | 22        | 8                          | 281,677        | 347,074                    | \$11.94     | \$ 0.02                   | (13.3%)              | (21.7%)                   | 97.2%                | 63         |  |
| Industrial | <u>1</u>  | <u>2</u>                   | 6,000          | 52,888                     | \$ 0.17     | \$ 0.02                   | (4.1%)               | (7.0%)                    | 39.0%                | 19         |  |
| Total      | <u>23</u> | <u>10</u>                  | <u>287,677</u> | <u>399,962</u>             | \$10.75     | \$ 0.02                   | (13.0%)              | (21.2%)                   | 81.2%                | 59         |  |

#### Year-to-Date

|            |                                  | 1st & 2n  | d Generation   |                     |             | 21                        | nd Generatio         | n                         |                      | Weighted   |
|------------|----------------------------------|-----------|----------------|---------------------|-------------|---------------------------|----------------------|---------------------------|----------------------|------------|
|            |                                  |           |                |                     | Maintenance |                           |                      |                           |                      | Average    |
|            | # of Leases <sup>(1)</sup> Squar |           | Square         | Feet <sup>(1)</sup> | TI/LC       | Capex                     | Changes in           | Changes in                | Retention            | Lease      |
|            | New                              | Renewal   | New            | Renewal             | Per Sq.Ft.  | Per Sq.Ft. <sup>(2)</sup> | Rents <sup>(3)</sup> | Cash Rents <sup>(4)</sup> | Rates <sup>(5)</sup> | Term (Mo.) |
|            |                                  |           |                |                     |             |                           |                      |                           |                      |            |
| Office     | 51                               | 22        | 511,815        | 442,023             | \$15.56     | \$0.37                    | (7.8%)               | (14.8%)                   | 89.7%                | 66         |
| Industrial | <u>4</u>                         | <u>11</u> | <u>55,854</u>  | 356,083             | \$ 3.40     | \$0.02                    | 3.3%                 | (6.6%)                    | 76.7%                | 39         |
| Total      | <u>55</u>                        | <u>33</u> | <u>567,669</u> | <u>798,106</u>      | \$11.19     | \$0.23                    | (6.1%)               | (13.4%)                   | 83.3%                | 58         |
|            |                                  |           |                |                     |             |                           |                      |                           |                      |            |

<sup>(1)</sup> Represents leasing activity for leases commencing during the period shown, net of month-to-month leases. Excludes leasing on new construction.

<sup>(2)</sup> Calculated over entire stabilized portfolio.

<sup>(3)</sup> Calculated as the change between GAAP rents for new/renewed leases and the expired GAAP rents for the same space. Excludes leases for which the space was vacant longer than one year.

<sup>(4)</sup> Calculated as the change between stated rents for new/renewed leases and the expired stated rents for the same space. Excludes leases for which the space was vacant longer than one year. The change in cash rents for two of the leases reported year-to-date was calculated using the leases' stabilized stated rent. The starting stated rents for these two leases were discounted for the first six months.

<sup>(5)</sup> Calculated as the percentage of space either renewed or expanded into by existing tenants at lease expiration.

### **Stabilized Portfolio Capital Expenditures**

| Non-Recurring Capital Expenditures:                      |              |         |          |          |
|--|--------------|---------|----------|----------|
|  | Q1 2004      | Q2 2004 | Q3 2004  | YTD 2004 |
| Capital Improvements                                     | \$ -         | \$ -    | \$ -     | \$ -     |
| Tenant Improvements & Leasing Commissions <sup>(1)</sup> | 47           | 537     | 2,674    | 3,258    |
| Total  | <u>\$ 47</u> | \$ 537  | \$ 2,674 | \$ 3,258 |
|  |              |         |          |          |

|  | Q1 2004  | Q2 2004      | Q3 2004  | YTD 2004  |
|--|----------|--------------|----------|-----------|
| Capital Improvements                         |          |              |          |           |
| Office                                       | \$ 1,862 | \$ 752       | \$ 230   | \$ 2,844  |
| Industrial                                   | 10       | <del>-</del> | 9        | 19        |
|  | 1,872    | 752          | 239      | 2,863     |
| enant Improvements & Leasing Commissions (1) |          |              |          |           |
| Office                                       | 1,555    | 3,869        | 4,067    | 9,491     |
| Industrial                                   | 311      | 1,023        |          | 1,334     |
|  | 1,866    | 4,892        | 4,067    | 10,825    |
| otal   |          |              |          |           |
| Office                                       | 3,417    | 4,621        | 4,297    | 12,335    |
| Industrial                                   | 321      | 1,023        | 9        | 1,353     |
|  | \$ 3,738 | \$ 5,644     | \$ 4,306 | \$ 13,688 |

<sup>(1)</sup> Represents cash paid and leasing costs incurred for leases commencing during the period shown.

#### **Lease Expiration Summary Schedule**

|                    | # of Expiring | Total                      | % of Total     | Annual        | <b>Annual Rent</b>         |
|--------------------|---------------|----------------------------|----------------|---------------|----------------------------|
| Year of Expiration | Leases        | Square Feet <sup>(1)</sup> | Leased Sq. Ft. | Base Rent (2) | per Sq. Ft. <sup>(2)</sup> |
| OFFICE:            |               |                            |                |               |                            |
| Remaining 2004 (3) | 11            | 77,595                     | 1.1%           | 1,522         | 19.61                      |
| 2005               | 60            | 629,323                    | 9.2%           | 13,723        | 21.81                      |
| 2006               | 57            | 698,066                    | 10.2%          | 16,621        | 23.81                      |
| 2007               | 65            | 1,156,914                  | 17.0%          | 22,487        | 19.44                      |
| 2008               | 45            | 1,024,424                  | 15.0%          | 24,285        | 23.71                      |
| 2009               | 47            | 1,062,156                  | 15.6%          | 27.062        | 25.48                      |
| 2010               | 14            | 328,630                    | 4.8%           | 10,301        | 31.35                      |
| 2011               | 13            | 367,403                    | 5.4%           | 6,722         | 18.30                      |
| 2012               | 4             | 187,585                    | 2.8%           | 6,860         | 36.57                      |
| 2013 and beyond    | 22            | 1,279,222                  | 18.9%          | 51,385        | 40.17                      |
| Subtotal           | 338           | 6,811,318                  | 100.0%         | \$180,968     | \$26.57                    |
| INDUSTRIAL:        |               |                            |                |               |                            |
| Remaining 2004 (3) | 1             | 20.133                     | 0.5%           | 138           | 6.85                       |
| 2005               | 16            | 770.060                    | 18.0%          | 6,035         | 7.84                       |
| 2006               | 12            | 494,461                    | 11.6%          | 4,359         | 8.82                       |
| 2007               | 14            | 668,776                    | 15.6%          | 5,088         | 7.61                       |
| 2008               | 9             | 860,407                    | 20.1%          | 6,838         | 7.95                       |
| 2009               | 11            | 678,661                    | 15.9%          | 4,955         | 7.30                       |
| 2010               | 2             | 39,130                     | 0.9%           | 398           | 10.17                      |
| 2011               | 5             | 417,689                    | 9.8%           | 3,307         | 7.92                       |
| 2012               | -             | -                          | -              | -             | -                          |
| 2013 and beyond    | <u>2</u>      | 327,402                    | 7.6%           | 3,738         | 11.42                      |
| Subtotal           | <u>72</u>     | 4,276,719                  | 100.0%         | \$34,856      | \$8.15                     |
| TOTAL PORTFOLIO:   |               |                            |                |               |                            |
| Remaining 2004 (3) | 12            | 97,728                     | 0.9%           | 1,660         | 16.99                      |
| 2005               | 76            | 1,399,383                  | 12.6%          | 19,758        | 14.12                      |
| 2006               | 69            | 1,192,527                  | 10.8%          | 20,980        | 17.59                      |
| 2007               | 79            | 1,825,690                  | 16.5%          | 27,575        | 15.10                      |
| 2008               | 54            | 1,884,831                  | 17.0%          | 31,123        | 16.51                      |
| 2009               | 58            | 1,740,817                  | 15.7%          | 32,017        | 18.39                      |
| 2010               | 16            | 367,760                    | 3.3%           | 10,699        | 29.09                      |
| 2011               | 18            | 785,092                    | 7.1%           | 10,029        | 12.77                      |
| 2012               | 4             | 187,585                    | 1.7%           | 6,860         | 36.57                      |
| 2013 and beyond    | <u>24</u>     | 1,606,624                  | 14.4%          | 55,123        | 34.31                      |
| Total              | 410           | 11,088,037                 | 100.0%         | \$215,824     | \$19.46                    |

<sup>(1)</sup> Excludes space leased under month-to-month leases and vacant space at September 30, 2004.

<sup>(2)</sup> Reflects annualized rent calculated on a straight-line basis.

 $<sup>(3) \ \</sup>textit{Represents leases expiring during the remainder of 2004 for which renewals have not been executed.}$ 

#### Lease Expiration Schedule Detail by Region

(\$ in thousands)

Los Angeles County Orange County

|                    | 1             | Los Angeles County |                  |               |                |               | Orange County              |                  |               |                            |
|--------------------|---------------|--------------------|------------------|---------------|----------------|---------------|----------------------------|------------------|---------------|----------------------------|
|                    | # of Expiring | Total              | % of Total       | Annual        | Annual Rent    | # of Expiring | Total                      | % of Total       | Annual        | Annual Rent                |
| Year of Expiration | Leases        | Square Feet(1)     | Regional Sq. Ft. | Base Rent (2) | per Sq. Ft.(2) | Leases        | Square Feet <sup>(1)</sup> | Regional Sq. Ft. | Base Rent (2) | per Sq. Ft. <sup>(2)</sup> |
| OFFICE:            |               | _                  |                  |               |                |               | _                          |                  |               |                            |
| Remaining 2004 (3) | 7             | 35,586             | 1.4%             | 935           | 26.27          | 1             | 2,062                      | 0.5%             | 48            | 23.28                      |
| 2005               | 24            | 140,071            | 5.6%             | 3,861         | 27.56          | 11            | 82,877                     | 22.2%            | 1,811         | 21.85                      |
| 2006               | 38            | 375,331            | 15.0%            | 10,434        | 27.80          | 7             | 69,442                     | 18.6%            | 1,099         | 15.83                      |
| 2007               | 35            | 460,317            | 18.4%            | 10,359        | 22.50          | 9             | 26,710                     | 7.2%             | 614           | 22.99                      |
| 2008               | 20            | 379,510            | 15.1%            | 12,750        | 33.60          | 11            | 151,490                    | 40.6%            | 3,225         | 21.29                      |
| 2009               | 33            | 646,750            | 25.8%            | 18,364        | 28.39          | 3             | 27,291                     | 7.3%             | 601           | 22.02                      |
| 2010               | 9             | 77,218             | 3.1%             | 2,529         | 32.75          | -             | -                          | -                | -             | -                          |
| 2011               | 6             | 90,026             | 3.6%             | 2,722         | 30.24          | 1             | 13,381                     | 3.6%             | 369           | 27.58                      |
| 2012               | 1             | 12,518             | 0.5%             | 394           | 31.47          | -             | -                          | -                | -             | -                          |
| 2013 and beyond    | 9             | 288,332            | 11.5%            | 8,779         | 30.45          | =             | Ξ                          | Ξ                | Ξ             | -                          |
| Subtotal           | 182           | 2,505,659          | 100.0%           | \$71,127      | \$28.39        | <u>43</u>     | 373,253                    | 100.0%           | \$7,767       | \$20.81                    |
| INDUSTRIAL:        |               |                    |                  |               |                |               |                            |                  |               |                            |
| Remaining 2004 (3) | _             | _                  | -                | -             | -              | 1             | 20,133                     | 0.5%             | 138           | 6.85                       |
| 2005               | 1             | 192,053            | 96.8%            | 2,186         | 11.38          | 15            | 578,007                    | 15.3%            | 3,849         | 6.66                       |
| 2006               | _             | -                  | -                | -             | -              | 11            | 329,921                    | 8.7%             | 3,135         | 9.50                       |
| 2007               | _             | -                  | -                | -             | _              | 14            | 668,776                    | 17.7%            | 5,088         | 7.61                       |
| 2008               | _             | _                  | -                | -             | -              | 9             | 860,407                    | 22.7%            | 6,838         | 7.95                       |
| 2009               | 1             | 6,362              | 3.2%             | 113           | 17.76          | 10            | 672,299                    | 17.8%            | 4,842         | 7.20                       |
| 2010               | -             | -                  | -                | -             | -              | 2             | 39,130                     | 1.0%             | 398           | 10.17                      |
| 2011               | -             | -                  | -                | -             | -              | 4             | 286,812                    | 7.6%             | 2,427         | 8.46                       |
| 2012               | _             | -                  | -                | -             | _              | _             | -                          | -                | -             | _                          |
| 2013 and beyond    | =             | -                  | -                | -             | -              | <u>2</u>      | 327,402                    | 8.7%             | 3,738         | 11.42                      |
| Subtotal           | <u>2</u>      | 198,415            | 100.0%           | \$2,299       | \$11.59        | <u>68</u>     | 3,782,887                  | 100.0%           | \$30,453      | \$8.05                     |
| TOTAL PORTFOLIO:   |               |                    |                  |               |                |               |                            |                  |               |                            |
| Remaining 2004 (3) | 7             | 35,586             | 1.3%             | 935           | 26.27          | 2             | 22,195                     | 0.5%             | 186           | 8.38                       |
| 2005               | 25            | 332,124            | 12.3%            | 6,047         | 18.21          | 26            | 660,884                    | 15.9%            | 5,660         | 8.56                       |
| 2006               | 38            | 375,331            | 13.9%            | 10,434        | 27.80          | 18            | 399,363                    | 9.6%             | 4,234         | 10.60                      |
| 2007               | 35            | 460,317            | 17.0%            | 10,359        | 22.50          | 23            | 695,486                    | 16.7%            | 5,702         | 8.20                       |
| 2008               | 20            | 379,510            | 14.0%            | 12,750        | 33.60          | 20            | 1,011,897                  | 24.3%            | 10,063        | 9.94                       |
| 2009               | 34            | 653,112            | 24.2%            | 18,477        | 28.29          | 13            | 699,590                    | 16.8%            | 5,443         | 7.78                       |
| 2010               | 9             | 77,218             | 2.9%             | 2,529         | 32.75          | 2             | 39,130                     | 0.9%             | 398           | 10.17                      |
| 2011               | 6             | 90,026             | 3.3%             | 2,722         | 30.24          | 5             | 300,193                    | 7.2%             | 2,796         | 9.31                       |
| 2012               | 1             | 12,518             | 0.5%             | 394           | 31.47          | -             | -                          | -                | -             | -                          |
| 2013 and beyond    | <u>9</u>      | 288,332            | 10.6%            | 8,779         | 30.45          | <u>2</u>      | 327,402                    | 8.1%             | 3,738         | 11.42                      |
| Total              | 184           | 2,704,074          | 100.0%           | \$73,426      | \$27.15        | 111           | 4,156,140                  | 100.0%           | \$38,220      | \$9.20                     |

<sup>(1)</sup> Excludes space leased under month-to-month leases and vacant space at September 30, 2004.

<sup>(2)</sup> Reflects annualized rent calculated on a straight-line basis.

<sup>(3)</sup> Represents leases expiring during the remainder of 2004 for which renewals have not been executed.

### **Lease Expiration Schedule Detail by Region**

(\$ in thousands)

San Diego County

Other

|                    | # of Expiring | Total          | % of Total       | Annual        | Annual Rent    | # of Expiring | Total          | % of Total       | Annual         | Annual Rent    |
|--------------------|---------------|----------------|------------------|---------------|----------------|---------------|----------------|------------------|----------------|----------------|
| Year of Expiration | Leases        | Square Feet(1) | Regional Sq. Ft. | Base Rent (2) | per Sq. Ft.(2) | Leases        | Square Feet(1) | Regional Sq. Ft. | Base Rent (2)  | per Sq. Ft.(2) |
| OFFICE:            |               |                |                  |               |                |               |                |                  |                |                |
| Remaining 2004 (3) | 1             | 25,082         | 0.8%             | 136           | 5.42           | 2             | 14,865         | 1.9%             | 403            | 27.11          |
| 2005               | 7             | 288,736        | 9.2%             | 5,119         | 17.73          | 18            | 117,639        | 14.8%            | 2,932          | 24.92          |
| 2006               | 4             | 203,707        | 6.5%             | 4,095         | 20.10          | 8             | 49,586         | 6.2%             | 993            | 20.03          |
| 2007               | 10            | 550,833        | 17.6%            | 9,135         | 16.58          | 11            | 119,054        | 15.0%            | 2,379          | 19.98          |
| 2008               | 7             | 252,891        | 8.1%             | 5,671         | 22.42          | 7             | 240,533        | 30.2%            | 2,639          | 10.97          |
| 2009               | 5             | 337,345        | 10.8%            | 6,945         | 20.59          | 6             | 50,770         | 6.4%             | 1,152          | 22.69          |
| 2010               | 4             | 243,236        | 7.8%             | 7,529         | 30.95          | 1             | 8,176          | 1.0%             | 243            | 29.72          |
| 2011               | 1             | 68,910         | 2.2%             | 1,116         | 16.20          | 5             | 195,086        | 24.5%            | 2,515          | 12.89          |
| 2012               | 3             | 175,067        | 5.6%             | 6,466         | 36.93          | -             | -              | -                | -              | -              |
| 2013 and beyond    | <u>13</u>     | 990,890        | 31.4%            | 42,606        | 43.00          | =             | =              | Ξ                | =              | -              |
| Subtotal           | <u>55</u>     | 3,136,697      | 100.0%           | \$88,818      | \$28.32        | <u>58</u>     | 795,709        | 100.0%           | \$13,256       | \$16.66        |
| INDUSTRIAL:        |               |                |                  |               |                |               |                |                  |                |                |
| Remaining 2004 (3) | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2005               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2006               | -             | -              | -                | -             | -              | 1             | 164,540        | 55.7%            | 1,224          | 7.44           |
| 2007               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2008               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2009               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2010               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2011               | -             | -              | -                | -             | -              | 1             | 130,877        | 44.3%            | 880            | 6.72           |
| 2012               | -             | -              | -                | -             | -              | -             | -              | -                | -              | -              |
| 2013 and beyond    | =             | =              | Ξ.               | =             | -              | =             | =              | =                | =              | -              |
| Subtotal           | =             | =              | =                | =             | =              | <u>2</u>      | 295,417        | 100.0%           | <u>\$2,104</u> | \$7.12         |
| TOTAL PORTFOLIO:   |               |                |                  |               |                |               |                |                  |                |                |
| Remaining 2004 (3) | 1             | 25,082         | 0.8%             | 136           | 5.42           | 2             | 14,865         | 1.4%             | 403            | 27.11          |
| 2005               | 7             | 288,736        | 9.2%             | 5,119         | 17.73          | 18            | 117,639        | 10.8%            | 2,932          | 24.92          |
| 2006               | 4             | 203,707        | 6.5%             | 4,095         | 20.10          | 9             | 214,126        | 19.6%            | 2,217          | 10.35          |
| 2007               | 10            | 550,833        | 17.6%            | 9,135         | 16.58          | 11            | 119,054        | 10.9%            | 2,379          | 19.98          |
| 2008               | 7             | 252,891        | 8.1%             | 5,671         | 22.42          | 7             | 240,533        | 22.0%            | 2,639          | 10.97          |
| 2009               | 5             | 337,345        | 10.8%            | 6,945         | 20.59          | 6             | 50,770         | 4.7%             | 1,152          | 22.69          |
| 2010               | 4             | 243,236        | 7.8%             | 7,529         | 30.95          | 1             | 8,176          | 0.7%             | 243            | 29.72          |
| 2011               | 1             | 68,910         | 2.2%             | 1,116         | 16.20          | 6             | 325,963        | 29.9%            | 3,395          | 10.42          |
| 2012               | 3             | 175,067        | 5.6%             | 6,466         | 36.93          | =             | =              | =                | =              | =              |
| 2013 and beyond    | <u>13</u>     | 990,890        | 31.4%            | 42,606        | 43.00          | Ξ.            | Ξ              | Ξ                | Ξ              | -              |
| Total              | <u>55</u>     | 3,136,697      | 100.0%           | \$88,818      | \$28.32        | 60            | 1,091,126      | 100.0%           | \$15,360       | \$14.08        |

<sup>(1)</sup> Excludes space leased under month-to-month leases and vacant space at September 30, 2004.

<sup>(2)</sup> Reflects annualized rent calculated on a straight-line basis.

<sup>(3)</sup> Represents leases expiring during the remainder of 2004 for which renewals have not been executed.

### **Quarterly Lease Expirations for 2004 and 2005**

|                  | # of Expiring Leases (1) | Total Square Feet <sup>(1), (2)</sup> | % of Total<br>Leased Sq. Ft. | Annual<br>Base Rent <sup>(3)</sup> | Annual Rent<br>per Sq. Ft. <sup>(3)</sup> |
|------------------|--------------------------|---------------------------------------|------------------------------|------------------------------------|---|
| OFFICE:          |                          | •                                     | •                            |                                    |   |
| Q4 2004          | 11                       | 77,595                                | 1.1%                         | \$1,522                            | \$19.61                                   |
| Q1 2005          | 14                       | 129,081                               | 1.8%                         | 2,491                              | 19.30                                     |
| Q2 2005          | 9                        | 81,525                                | 1.2%                         | 1,904                              | 23.35                                     |
| Q3 2005          | 26                       | 291,487                               | 4.3%                         | 5,426                              | 18.61                                     |
| Q4 2005          | <u>11</u>                | 127,230                               | <u>1.9%</u>                  | <u>3,902</u>                       | 30.67                                     |
| Subtotal 2005    | <u>60</u>                | <u>629,323</u>                        | 9.2%                         | <u>13,723</u>                      | 21.81                                     |
| INDUSTRIAL:      |                          |                                       |                              |                                    |   |
| Q4 2004          | 1                        | 20,133                                | 0.5%                         | 138                                | 6.85                                      |
| Q1 2005          | 5                        | 250,804                               | 5.8%                         | 1,474                              | 5.88                                      |
| Q2 2005          | 3                        | 129,144                               | 3.0%                         | 854                                | 6.61                                      |
| Q3 2005          | 3                        | 79,225                                | 1.9%                         | 562                                | 7.09                                      |
| Q4 2005          | <u>5</u>                 | <u>310,887</u>                        | <u>7.3%</u>                  | <u>3,145</u>                       | 10.12                                     |
| Subtotal 2005    | <u>16</u>                | <u>770,060</u>                        | <u>18.0%</u>                 | <u>6,035</u>                       | 7.84                                      |
| TOTAL PORTFOLIO: |                          |                                       |                              |                                    |   |
| Q4 2004          | 12                       | 97,728                                | 0.9%                         | 1,660                              | 16.99                                     |
| Q1 2005          | 19                       | 379,885                               | 3.4%                         | 3,965                              | 10.44                                     |
| Q2 2005          | 12                       | 210,669                               | 1.9%                         | 2,758                              | 13.09                                     |
| Q3 2005          | 29                       | 370,712                               | 3.3%                         | 5,988                              | 16.15                                     |
| Q4 2005          | <u>16</u>                | <u>438,117</u>                        | 4.0%                         | <u>7,047</u>                       | 16.08                                     |
| Total 2005       | <u>76</u>                | <u>1,399,383</u>                      | <u>12.6%</u>                 | <u>\$19,758</u>                    | \$14.12                                   |

<sup>(1)</sup> Represents leases expiring during the remainder of 2004 and 2005 for which renewals have not been executed.

<sup>(2)</sup> Excludes space leased under month-to-month leases and vacant space at September 30, 2004.

<sup>(3)</sup> Reflects annualized rent calculated on a straight-line basis.

### Top Ten Office and Top Ten Industrial Tenants (\$ in thousands)

|                                  | Annual Base<br>Rental | Rentable         | Percentage of<br>Total Annual Base | Percentage of<br>Total Rentable |
|----------------------------------|-----------------------|------------------|------------------------------------|---------------------------------|
| Tenant Name                      | Revenues (1)          | Square Feet      | Rental Revenues                    | Square Feet                     |
| Office Properties:               |                       |                  |                                    |                                 |
| The Boeing Company               | \$12,434              | 839,109          | 6.3%                               | 7.0%                            |
| AMN Healthcare                   | 8,179                 | 175,672          | 4.2%                               | 1.5%                            |
| DirecTV, Inc.                    | 6,723                 | 183,066          | 3.4%                               | 1.5%                            |
| Fish & Richardson                | 6,224                 | 122,737          | 3.2%                               | 1.0%                            |
| Diversa Corporation              | 5,046                 | 136,908          | 2.6%                               | 1.1%                            |
| Intuit, Inc.                     | 4,473                 | 264,226          | 2.3%                               | 2.2%                            |
| Epson America, Inc.              | 4,157                 | 162,852          | 2.1%                               | 1.4%                            |
| Fair Isaac & Company             | 3,985                 | 129,752          | 2.0%                               | 1.1%                            |
| Peregrine Systems, Inc.          | 3,663                 | 104,450          | 1.9%                               | 0.9%                            |
| Newgen Results Corporation       | <u>3,465</u>          | 102,875          | 1.8%                               | 0.9%                            |
| <b>Total Office Properties</b>   | <u>\$58,349</u>       | <u>2,221,647</u> | <u>29.8%</u>                       | <u>18.6%</u>                    |
| Industrial Properties:           |                       |                  |                                    |                                 |
| Celestica California, Inc.       | \$2,501               | 303,533          | 1.4%                               | 2.5%                            |
| Qwest Communications Corporation | 2,434                 | 244,800          | 1.3%                               | 2.0%                            |
| Mattel, Inc.                     | 2,151                 | 192,053          | 1.1%                               | 1.6%                            |
| Packard Hughes Interconnect      | 1,710                 | 157,458          | 0.9%                               | 1.3%                            |
| NBTY Manufacturing, LLC          | 1,488                 | 286,139          | 0.8%                               | 2.4%                            |
| United Plastics Group, Inc.      | 1,231                 | 188,000          | 0.6%                               | 1.6%                            |
| Kraft Foods, Inc.                | 1,184                 | 164,540          | 0.6%                               | 1.4%                            |
| Targus, Inc.                     | 1,058                 | 200,646          | 0.6%                               | 1.7%                            |
| Extron Electronics               | 960                   | 157,730          | 0.5%                               | 1.3%                            |
| Ricoh Electronics                | <u>817</u>            | 100,000          | 0.4%                               | 0.8%                            |
| Total Industrial Properties      | \$15,534              | <u>1,994,899</u> | 8.2%                               | <u>16.6%</u>                    |

<sup>(1)</sup> Reflects annualized rent calculated on a straight-line basis.

### Summary of Tenants Representing 5.0% or Greater of Annual Base Rental Revenues (\$ in thousands)

|                                      | Rentable         | Annual Base     | Lease              |
|--------------------------------------|------------------|-----------------|--------------------|
|                                      | Square           | Rental          | Expiration         |
| The Boeing Company                   | <b>Feet</b>      | Revenues (1)    | <u>Date</u>        |
| Boeing Satellite Systems             |                  |                 |                    |
| 2260 E. Imperial Highway, El Segundo | 286,151          | \$5,494         | July 31, 2007      |
| 1231 N. Miller Street, Anaheim       | 113,242          | 688             | March 31, 2009     |
| 2240 E. Imperial Highway, El Segundo | 100,978          | 1,784           | January 31, 2006   |
| 1145 N. Ocean Blvd., Anaheim         | 65,447           | 435             | October 31, 2005   |
| 2250 E. Imperial Highway, El Segundo | 7,791<br>573,609 | 273<br>8,674    | November 30, 2004  |
| Boeing Airplane-on-Ground Division   |                  |                 |                    |
| 17930 Pacific Highway, Seattle (2)   | 211,139          | <u>2,232</u>    | December 31, 2007  |
| Boeing Capital Corporation           |                  |                 |                    |
| 3780 Kilroy Airport Way, Long Beach  | <u>43,636</u>    | <u>1,225</u>    | September 30, 2005 |
| Boeing Realty Corporation            |                  |                 |                    |
| 3760 Kilroy Airport Way, Long Beach  | 10,725           | <u>303</u>      | August 31, 2005    |
| Total                                | <u>839,109</u>   | <u>\$12,434</u> |                    |

<sup>(1)</sup> Reflects annualized rent calculated on a straight-line basis.

<sup>(2)</sup> Under the terms of the lease, The Boeing Company has the right to terminate this lease effective either December 31, 2005 or December 31, 2006 by giving the Company written notice one year in advance.

### 2004 Acquisitions & Dispositions

| ACQUISITIONS:            |          |      |                      |                |                   |
|--------------------------|----------|------|----------------------|----------------|-------------------|
| Project                  | Location | Туре | Month of Acquisition | Square<br>Feet | Purchase<br>Price |
| 1st QUARTER:<br>NONE     |          |      |                      |                |                   |
| 2nd QUARTER:<br>NONE     |          |      |                      |                |                   |
| <b>3rd QUARTER:</b> NONE |          |      |                      |                |                   |

| Property                                | Location         | Туре       | Month of Disposition | Square<br>Feet | Sales<br>Price  |
|---|------------------|------------|----------------------|----------------|-----------------|
| 1st QUARTER:<br>NONE                    |                  |            |                      |                |                 |
| 2nd QUARTER: 3750 University Avenue     | Riverside, CA    | Office     | May                  | 125,020        | \$19,500        |
| 3rd QUARTER: 12752/12822 Monarch Street | Garden Grove, CA | Industrial | September            | 277,037        | <u>15,300</u>   |
| TOTAL YEAR-TO-DATE DIS                  | SPOSITIONS       |            |                      | 402,057        | <u>\$34,800</u> |

### **Stabilized Development Projects**

| DEVELOPMENT PROJECTS: Project    | Location    | Туре   | Start Date | Completion<br>Date | Rentable<br>Square Feet | Total Est.<br>Investment | %<br>Leased         |
|----------------------------------|-------------|--------|------------|--------------------|-------------------------|--------------------------|---------------------|
| 1st QUARTER:<br>NONE             |             |        |            |                    |                         |                          |                     |
| 2nd QUARTER:<br>NONE             |             |        |            |                    |                         |                          |                     |
| 3rd QUARTER:<br>12400 High Bluff | Del Mar, CA | Office | 2Q 2002    | 3Q 2003            | 208,464                 | \$62,273                 | 100% <sup>(1)</sup> |
|                                  |             |        |            |                    |                         |                          |                     |

<sup>(1)</sup> This building was 84% occupied as of September 30, 2004.

### **Kilroy Realty Corporation**

### **Third Quarter 2004 Supplemental Financial Report**

### In-Process and Committed Development and Redevelopment Projects

| DEVELOPMENT PROJEC      | TS:                 |        |            | nated<br>tion Period | Est.<br>Stabilization | Rentable<br>Square | Total<br>Estimated | Total<br>Spent as of | %      |
|-------------------------|---------------------|--------|------------|----------------------|-----------------------|--------------------|--------------------|----------------------|--------|
| Project                 | Location            | Type   | Start Date | Compl. Date          | Date <sup>(1)</sup>   | Feet               | Investment         | 9/30/2004            | Leased |
| PROJECTS IN LEASE-UP:   |                     |        |            |                      |                       |                    |                    |                      |        |
| None                    |                     |        |            |                      |                       |                    |                    |                      |        |
| PROJECTS UNDER CONST    | FRUCTION:           |        |            |                      |                       |                    |                    |                      |        |
| 15227 Avenue of Science | Rancho Bernardo, CA | Office | 3Q 2004    | 3Q 2005              | 3Q 2006               | 65,867             | \$13,873           | \$5,423              | 0%     |
| 15253 Avenue of Science | Rancho Bernardo, CA | Office | 3Q 2004    | 3Q 2005              | 3Q 2006               | 37,405             | 8,926              | 4,239                | 0%     |
| Subtotal                |                     |        |            |                      |                       | 103,272            | 22,799             | <u>9,662</u>         |        |
| COMMITTED PROJECTS:     | :                   |        |            |                      |                       |                    |                    |                      |        |
| None                    |                     |        |            |                      |                       |                    |                    |                      |        |
| TOTAL IN-PROCESS AND    | COMMITTED PROJEC    | CTS:   |            |                      |                       | 103,272            | <u>\$22,799</u>    | <u>\$9,662</u>       | 0%     |

| REDEVELOPMENT PROJE       | ECTS:             | Pre and Post              | Esti       | mated       | Est.                | Rentable |                 | Estimated       | Total           | Total           |        |
|---------------------------|-------------------|---------------------------|------------|-------------|---------------------|----------|-----------------|-----------------|-----------------|-----------------|--------|
|                           |                   | Redevelopment             | Construc   | tion Period | Stabilization       | Square   | Existing        | Redevelopment   | Estimated       | Spent as of     | %      |
| Project                   | Location          | Туре                      | Start Date | Compl. Date | Date <sup>(1)</sup> | Feet     | Investment (2)  | Costs           | Investment      | 9/30/2004       | Leased |
| PROJECTS IN LEASE-U       | P:                |                           |            |             |                     |          |                 |                 |                 |                 |        |
| 5717 Pacific Center Blvd. | Sorrento Mesa, CA | Office to Life<br>Science | 1Q 2003    | 1Q 2004     | 1Q 2005             | 67,995   | \$8,790         | \$10,320        | \$19,110        | \$10,817        | 0%     |
| 909 N. Sepulveda Blvd.    | El Segundo, CA    | Office                    | 1Q 2003    | 3Q 2004     | 3Q 2005             | 241,603  | 37,799          | 27,509          | 65,308          | 50,738          | 19%    |
| Subtotal                  |                   |                           |            |             |                     | 309,598  | 46,589          | 37,829          | 84,418          | 61,555          |        |
| PROJECTS UNDER CON        | STRUCTION:        |                           |            |             |                     |          |                 |                 |                 |                 |        |
| None                      |                   |                           |            |             |                     |          |                 |                 |                 |                 |        |
| COMMITTED PROJECT         | 'S:               |                           |            |             |                     |          |                 |                 |                 |                 |        |
| None                      |                   |                           |            |             |                     |          |                 |                 |                 |                 |        |
| TOTAL IN-PROCESS AN       | D COMMITTED PROJ  | ECTS:                     |            |             |                     | 309,598  | <u>\$46,589</u> | <u>\$37,829</u> | <u>\$84,418</u> | <u>\$61,555</u> | 15%    |

 $<sup>(</sup>I) \quad \textit{Based on management's estimation of the earlier of stabilized occupancy (95\%) or one year from the date of substantial completion.}$ 

<sup>(2)</sup> Represents total capitalized costs at the commencement of redevelopment.

### **Future Development Pipeline**

|  |                     |        | Total<br>Site | Estimated<br>Rentable | Total<br>Estimated | Total<br>Spent as of |
|--|---------------------|--------|---------------|-----------------------|--------------------|----------------------|
| Project                                  | Location            | Type   | Acreage       | Square Feet           | Investment         | 9/30/2004            |
| SAN DIEGO COUNTY:                        |                     |        |               |                       |                    |                      |
| Innovation Corporate Center - Lot 2      | Rancho Bernardo, CA | Office | 3.0           | 50,000                | \$14,287           | \$3,395              |
| Innovation Corporate Center - Lot 4      | Rancho Bernardo, CA | Office | 3.4           | 75,000                | 14,730             | 4,070                |
| Pacific Corporate Center - Lots 3, 4 & 6 | Sorrento Mesa, CA   | Office | 10.9          | 225,000               | 50,810             | 15,485               |
| Pacific Corporate Center - Lot 8         | Sorrento Mesa, CA   | Office | 5.0           | 95,000                | 26,916             | 7,877                |
| Santa Fe Summit - Phase I                | 56-Corridor, CA     | Office | 7.6           | 200,839               | 50,064             | 7,835                |
| Santa Fe Summit - Phase II               | 56-Corridor, CA     | Office | 7.6           | 203,006               | 63,025             | 7,835                |
| Sorrento Gateway - Lot 1                 | Sorrento Mesa, CA   | Office | 3.4           | 60,000                | 16,610             | 4,345                |
| Sorrento Gateway - Lot 2                 | Sorrento Mesa, CA   | Office | 4.4           | 80,000                | 25,934             | 8,038                |
| Sorrento Gateway - Lot 3                 | Sorrento Mesa, CA   | Office | 3.4           | 60,000                | 18,706             | 5,668                |
| Sorrento Gateway - Lot 7                 | Sorrento Mesa, CA   | Office | <u>4.1</u>    | <u>57,000</u>         | <u>21,102</u>      | <u>7,328</u>         |
| TOTAL FUTURE DEVELOPMENT PIPELINE        |                     |        | <u>52.8</u>   | <u>1,105,845</u>      | <u>\$302,184</u>   | <u>\$71,876</u>      |

### **Capital Structure**

At September 30, 2004 (\$ in thousands)

|  | Shares/Units<br>At September 30, 2004 | Aggregate Principal Amount or \$ Value Equivalent | % of Total<br>Market<br>Capitalization |
|--|---------------------------------------|---|--|
| DEBT:  |                                       |   |  |
| Secured Debt   |                                       | \$494,932   | 23.3%                                  |
| Unsecured Senior Notes   |                                       | 144,000   | 6.8%                                   |
| Unsecured Line of Credit   |                                       | 92,000  | 4.3%                                   |
| Total Debt   |                                       | <u>\$730,932</u>                                  | <u>34.4%</u>                           |
| EQUITY:  |                                       |   |  |
| 7.450% Series A Cumulative Redeemable Preferred Units <sup>(1)</sup> | 1,500,000                             | \$75,000  | 3.5%                                   |
| 9.250% Series D Cumulative Redeemable Preferred Units (1)            | 900,000                               | 45,000  | 2.1%                                   |
| 7.800% Series E Cumulative Redeemable Preferred Stock <sup>(2)</sup> | 1,610,000                             | 40,250  | 1.9%                                   |
| Common Units Outstanding <sup>(3)</sup>                              | 3,990,485                             | 151,758   | 7.1%                                   |
| Common Shares Outstanding <sup>(3)</sup>                             | 28,527,920                            | 1,084,917   | <u>51.0%</u>                           |
| Total Equity   |                                       | <u>\$1,396,925</u>                                | <u>65.6%</u>                           |
| TOTAL MARKET CAPITALIZATION  |                                       | <u>\$2,127,857</u>                                | <u>100.0%</u>                          |

<sup>(1)</sup> Value based on \$50.00 per share liquidation preference.

<sup>(2)</sup> Value based on \$25.00 per share liquidation preference.

<sup>(3)</sup> Value based on closing share price of \$38.03 at September 30, 2004.

### **Debt Analysis**

At September 30, 2004 (\$\\$ in thousands)

| TOTAL DEBT COMPOSITION         |                              |                      |                 |  |  |  |  |
|--------------------------------|------------------------------|----------------------|-----------------|--|--|--|--|
|                                | % of <u>Weighted Average</u> |                      | Average_        |  |  |  |  |
|                                | Total Debt                   | <b>Interest Rate</b> | <u>Maturity</u> |  |  |  |  |
| Secured vs. Unsecured Debt:    |                              |                      |                 |  |  |  |  |
| Secured Debt                   | 67.7%                        | 6.0%                 | 5.7             |  |  |  |  |
| Unsecured Debt                 | 32.3%                        | 5.4%                 | 6.2             |  |  |  |  |
| Floating vs. Fixed Rate Debt:  |                              |                      |                 |  |  |  |  |
| Fixed Rate Debt <sup>(1)</sup> | 99.7%                        | 5.8%                 | 5.9             |  |  |  |  |
| Floating Rate Debt             | 0.3%                         | 3.2%                 | <u>1.2</u>      |  |  |  |  |
| Total Debt                     |                              | <u>5.8%</u>          | <u>5.8</u>      |  |  |  |  |
| Total Debt Including Loan Fees |                              | <u>6.5%</u>          |                 |  |  |  |  |

| UNSECURED LINE OF CREDIT                       |  |  |  |  |  |  |
|--|--|--|--|--|--|--|
| Total Line Outstanding Balance Expiration Date |  |  |  |  |  |  |
| \$425,000 \$92,000 October 2007 <sup>(2)</sup> |  |  |  |  |  |  |

| CAPITALIZED INTEREST & LOAN FEES |                              |  |  |  |  |  |  |
|----------------------------------|------------------------------|--|--|--|--|--|--|
| Quarter-to-Date                  | Quarter-to-Date Year-to-Date |  |  |  |  |  |  |
| \$2.3                            | \$6.4                        |  |  |  |  |  |  |

<sup>(1)</sup> Includes the impact of the interest-rate swap agreements listed on page 26.

<sup>(2)</sup> On October 22, 2004, the Company renewed its \$425 million unsecured revolving credit facility that was scheduled to mature in March 2005. This analysis reflects the new maturity date of October 22, 2007. The Company has a one-year extension option.

### **Debt Analysis**

At September 30, 2004 (\$ in thousands)

| DEBT MATURITY SCHEDULE  |                   |                  |                |          |          |           |          |            |           |
|-------------------------|-------------------|------------------|----------------|----------|----------|-----------|----------|------------|-----------|
| Floating/<br>Fixed Rate | Effective<br>Rate | Maturity<br>Date | Remaining 2004 | 2005     | 2006     | 2007      | 2008     | After 2008 | Total     |
| Unsecured Debt:         |                   |                  |                |          |          |           |          |            |           |
| Floating                | 3.26%             | 10/22/2007 (1)   |                |          |          | \$92,000  |          |            | \$92,000  |
| Fixed                   | 5.72%             | 8/4/2010         |                |          |          |           |          | 61,000     | 61,000    |
| Fixed                   | 6.45%             | 8/4/2014         |                |          |          |           |          | 83,000     | 83,000    |
|                         |                   |                  |                |          |          | 92,000    | ·        | 144,000    | 236,000   |
| Secured Debt:           |                   |                  |                |          |          |           | ·        |            |           |
| Fixed                   | 8.45%             | 12/1/2005        | 162            | 10,349   |          |           |          |            | 10,511    |
| Floating                | 3.16%             | 12/23/2005 (2)   |                | 29,000   |          |           |          |            | 29,000    |
| Floating                | 3.51%             | 1/1/2006         |                |          | 31,000   |           |          |            | 31,000    |
| Fixed                   | 6.51%             | 8/12/2007        | 56             | 232      | 248      | 17,049    |          |            | 17,585    |
| Fixed                   | 7.21%             | 8/12/2007        | 39             | 166      | 178      | 4,325     |          |            | 4,708     |
| Fixed                   | 3.80%             | 8/1/2008         | 373            | 1,529    | 1,588    | 1,650     | 73,401   |            | 78,541    |
| Fixed                   | 7.20%             | 4/1/2009         | 502            | 2,099    | 2,256    | 2,423     | 2,603    | 75,476     | 85,359    |
| Fixed                   | 6.70%             | 12/27/2011       | 249            | 1,040    | 1,112    | 1,189     | 1,271    | 72,792     | 77,653    |
| Fixed                   | 5.57%             | 8/1/2012         | 265            | 1,097    | 1,160    | 1,226     | 1,297    | 75,868     | 80,913    |
| Fixed                   | 4.95%             | 8/1/2012         | 83             | 511      | 536      | 563       | 591      | 31,716     | 34,000    |
| Fixed                   | 8.21%             | 10/1/2013        | 146            | 607      | 659      | 715       | 776      | 1,036      | 3,939     |
| Fixed                   | 8.26%             | 11/1/2014        | 277            | 1,164    | 1,264    | 1,373     | 1,492    | 11,474     | 17,044    |
| Fixed                   | 7.15%             | 5/1/2017         | 302            | 1,266    | 1,359    | 1,459     | 1,567    | 18,726     | 24,679    |
| _                       | 5.50%             |                  | 2,454          | 49,060   | 41,360   | 31,972    | 82,998   | 287,088    | 494,932   |
| Effect of SWAPS         | 0.33%             |                  |                |          |          |           |          |            |           |
| Total                   | 5.83%             |                  | \$2,454        | \$49,060 | \$41,360 | \$123,972 | \$82,998 | \$431,088  | \$730,932 |

<sup>(1)</sup> On October 22, 2004, the Company renewed its \$425 million unsecured revolving credit facility that was scheduled to mature in March 2005. This analysis reflects the new maturity date of October 22, 2007. The Company has a one-year extension option.

<sup>(2)</sup> Maturity date does not reflect the two one-year extension options.

| <u>.</u>   |                      |  |
|------------|----------------------|--|
| <b>-</b>   |                      |  |
| Instrument | Rate                 | Maturity   |
| Swap       | 4.46%                | 1/2005   |
| Swap       | 2.57%                | 11/2005  |
| Swap       | 2.98%                | 12/2006  |
| Swap       | 2.98%                | 12/2006  |
|            |                      |  |
|            | Swap<br>Swap<br>Swap | Swap         4.46%           Swap         2.57%           Swap         2.98% |

#### **Management Statements on Non-GAAP Supplemental Measures**

Included in this section are management's statements regarding certain non-GAAP financial measures provided in this supplemental financial report and, with respect to Funds From Operations ("FFO"), in the Company's earnings release on October 25, 2004, and the reasons why management believes that these measures provide useful information to investors about the Company's financial condition and results of operations.

#### **Net Operating Income:**

Management believes that Net Operating Income ("NOI") is a useful supplemental measure of the Company's operating performance. The Company defines NOI as operating revenues (rental income, tenant reimbursements and other income) less property and related expenses (property expenses, real estate taxes, provision for bad debts and ground leases). Other real estate investment trusts ("REITs") may use different methodologies for calculating NOI, and accordingly, the Company's NOI may not be comparable to other REITs.

Because NOI excludes general and administrative expenses, interest expense, depreciation and amortization, gains and losses from property dispositions, discontinued operations, and extraordinary items, it provides a performance measure that, when compared year over year, reflects the revenues and expenses directly associated with owning and operating commercial real estate and the impact to operations from trends in occupancy rates, rental rates, and operating costs, providing a perspective on operations not immediately apparent from net income. The Company uses NOI to evaluate its operating performance on a segment basis since NOI allows the Company to evaluate the impact that factors such as occupancy levels, lease structure, rental rates, and tenant base, which vary by segment type, have on the Company's results, margins and returns. In addition, management believes that NOI provides useful information to the investment community about the Company's financial and operating performance when compared to other REITs since NOI is generally recognized as a standard measure of performance in the real estate industry.

However, NOI should not be viewed as an alternative measure of the Company's financial performance since it does not reflect general and administrative expenses, interest expense, depreciation and amortization costs, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact the Company's results from operations.

#### **Same Store Net Operating Income:**

Management believes that Same Store NOI is a useful supplemental measure of the Company's operating performance. Same Store NOI represents the NOI for the stabilized properties that were operational for two comparable reporting periods. Because Same Store NOI excludes the change in NOI from properties developed, redeveloped, acquired and disposed of, it highlights operating trends such as occupancy levels, rental rates and operating costs on properties that were operational for two comparable periods. Other REITs may use different methodologies for calculating Same Store NOI, and accordingly, the Company's Same Store NOI may not be comparable to other REITs.

However, Same Store NOI should not be viewed as an alternative measure of the Company's financial performance since it does not reflect the operations of the Company's entire portfolio, nor does it reflect the impact of general and administrative expenses, interest expense, depreciation and amortization costs, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact the Company's results from operations.

#### **Management Statements on Non-GAAP Supplemental Measures**

#### EBITDA:

Management believes that earnings before interest, depreciation, amortization, minority interests and impairment loss ("EBITDA") is a useful supplemental measure of the Company's operating performance. When considered with other GAAP measures and FFO, management believes EBITDA gives the investment community a more complete understanding of the Company's operating results before the impact of investing and financing transactions and facilitates comparisons with competitors. Management also believes it is appropriate to present EBITDA as it is used in several of the Company's financial covenants for both its secured and unsecured debt. However, EBITDA should not be viewed as an alternative measure of the Company's operating performance since it excludes financing costs as well as depreciation and amortization costs which are significant economic costs that could materially impact the Company's results of operations and liquidity. Other REITs may use different methodologies for calculating EBITDA and, accordingly, the Company's EBITDA may not be comparable to other REITs.

#### **Funds From Operations:**

Management believes that FFO is a useful supplemental measure of the Company's operating performance. The Company computes FFO in accordance with the White Paper on FFO approved by the Board of Governors of the National Association of Real Estate Investment Trusts ("NAREIT"). The White Paper defines FFO as net income or loss computed in accordance with GAAP, excluding extraordinary items, as defined by GAAP, and gains and losses from sales of depreciable operating property, plus real estate related depreciation and amortization (excluding amortization of deferred financing costs and depreciation of non-real estate assets), and after adjustment for unconsolidated partnerships and joint ventures. Other REITs may use different methodologies for calculating FFO and, accordingly, the Company's FFO may not be comparable to other REITs.

Because FFO excludes depreciation and amortization, gains and losses from property dispositions, and extraordinary items, it provides a performance measure that, when compared year over year, reflects the impact to operations from trends in occupancy rates, rental rates, operating costs, development activities, general and administrative expenses, and interest costs, providing perspective on operating performance not immediately apparent from net income. In addition, management believes that FFO provides useful information to the investment community about the Company's operating performance when compared to other REITs since FFO is generally recognized as the industry standard for reporting the operations of REITs.

However, FFO should not be viewed as an alternative measure of the Company's operating performance since it does not reflect either depreciation and amortization costs or the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, which are significant economic costs that could materially impact the Company's results of operations.

#### **Funds Available for Distribution:**

Management believes that Funds Available for Distribution ("FAD") is a useful supplemental measure of the Company's liquidity. The Company computes FAD by adding to FFO the non-cash amortization of deferred financing costs and restricted stock compensation, and then subtracting tenant improvements, leasing commissions, and recurring capital expenditures, and eliminating the net effect of straight-line rents. FAD provides an additional perspective on the Company's ability to fund cash needs and make distributions to shareholders by adjusting for the effect of these non-cash items included in FFO, as well as recurring capital expenditures and leasing costs. Management also believes that FAD provides useful information to the investment community about the Company's financial position as compared to other REITs since FAD is a liquidity measure used by other REITs. However, other REITs may use different methodologies for calculating FAD and, accordingly, the Company's FAD may not be comparable to other REITs.

### Reconciliation of Same Store Net Operating Income to Net Income (unaudited, \$ in thousands)

|   | <b>Three Months Ended September 30</b> |          |  |
|---|--|----------|--|
|   | 2004                                   | 2003     |  |
| Same Store Cash Net Operating Income Adjustment:                                  | \$35,566                               | \$49,382 |  |
| GAAP Straight Line Rental Income  | 2,117                                  | 2,444    |  |
| Same Store GAAP Net Operating Income (1)  | \$37,683                               | \$51,826 |  |
| Adjustment:   |  |          |  |
| Non-Same Store GAAP Net Operating Income  | 4,812                                  | 3,181    |  |
| Net Operating Income, as defined (1)  | 42,495                                 | 55,007   |  |
| Adjustments:  |  |          |  |
| Net Operating Income, as defined, from discontinued operations<br>Other Expenses: | (303)                                  | (906)    |  |
| General and administrative expenses   | (9,399)                                | (5,089)  |  |
| Interest expense  | (9,540)                                | (8,869)  |  |
| Depreciation and amortization   | (14,832)                               | (14,299) |  |
| Other Income:   |  |          |  |
| Interest and other income   | 77                                     | 36       |  |
| Income from Continuing Operations   | 8,498                                  | 25,880   |  |
| Minority interests  | (3,001)                                | (6,358)  |  |
| Income from discontinued operations   | 5,645                                  | 517      |  |
| Preferred dividends   | (785)                                  |          |  |
| Net Income Available for Common Shareholders                                      | \$10,357                               | \$20,039 |  |

<sup>(1)</sup> Please refer to page 27 for Management Statements on Net Operating Income and Same Store Net Operating Income.

### **Reconciliation of EBITDA to Net Income**

(unaudited, \$ in thousands)

|   | Three Months Ende | Three Months Ended September 30 |  |  |
|---|-------------------|---------------------------------|--|--|
|   | 2004              | 2003                            |  |  |
| Net Income Available for Common Shareholders              | \$10,357          | \$20,039                        |  |  |
| Preferred dividends                                       | 785               | -                               |  |  |
| Adjustments for Continuing Operations:                    |                   |                                 |  |  |
| Interest expense  | 9,540             | 8,869                           |  |  |
| Depreciation and amortization                             | 14,832            | 14,299                          |  |  |
| Distributions on Cumulative Redeemable Preferred units    | 2,437             | 3,375                           |  |  |
| Minority interest in earnings of Operating Partnership    | 564               | 2,983                           |  |  |
| Adjustments for Discontinued Operations:                  |                   |                                 |  |  |
| Interest expense  | -                 | _                               |  |  |
| Depreciation and amortization                             | 53                | 265                             |  |  |
| Net (gain) loss on disposition of discontinued operations | (6,212)           | 48                              |  |  |
| Minority interest in earnings of Operating Partnership    | 817               | 76                              |  |  |
| EBITDA Before Minority Interests (1)                      | \$33,173          | \$49,954                        |  |  |

<sup>(1)</sup> Please refer to page 28 for a Management Statement on EBITDA before minority interests.

### Reconciliation of Funds Available for Distribution to GAAP Net Cash Provided by Operating Activities (unaudited, \$ in thousands)

|   | Three Months Ende | Three Months Ended September 30, |          | Nine Months Ended September 30, |  |
|---|-------------------|----------------------------------|----------|---------------------------------|--|
|   | 2004              | 2003                             | 2004     | 2003                            |  |
| Funds Available for Distribution (1)                  | \$14,508          | \$29,274                         | \$48,798 | \$69,890                        |  |
| Adjustments:  |                   |                                  |          |                                 |  |
| Tenant improvements, leasing commissions and          |                   |                                  |          |                                 |  |
| recurring capital expenditures                        | 4,306             | 8,797                            | 13,688   | 17,652                          |  |
| Depreciation for furniture, fixtures and equipment    | 227               | 237                              | 681      | 719                             |  |
| Accrued preferred dividends                           | 785               | -                                | 2,355    | -                               |  |
| Provision for uncollectible tenant receivables        | (645)             | 2,609                            | (607)    | 2,243                           |  |
| Changes in assets and liabilities (2)                 | 15,803            | 2,886                            | 12,953   | (8,163)                         |  |
| <b>GAAP Net Cash Provided by Operating Activities</b> | \$34,984          | \$43,803                         | \$77,868 | \$82,341                        |  |

<sup>(1)</sup> Please refer to page 28 for a Management Statement on Funds Available for Distribution.

<sup>(2)</sup> Includes changes in the following assets and liabilities and miscellaneous other adjustments: current receivables; deferred leasing costs; prepaid expenses and other assets; accounts payable, accrued expenses and other liabilities; rents received in advance, security deposits, and deferred revenue; accrued distributions to Cumulative Redeemable Preferred unitholders; and other.