

Strategic Capital Deployment: 25 Burlington Mall Road

December 2018

Introduction

Piedmont Office Realty Trust, Inc. (also referred to herein as “Piedmont” or the “Company”) (NYSE: PDM) is an owner, manager, developer and operator of high-quality, Class A office properties in select sub-markets located primarily within eight major eastern U.S. office markets. The Company’s geographically-diversified portfolio is comprised of almost \$5 billion in gross assets and approximately 17 million square feet. The Company is a fully-integrated, self-managed real estate investment trust (REIT) with local management offices in each of its major markets and is investment-grade rated by Standard & Poor’s (BBB) and Moody’s (Baa2).

We use market data and industry forecasts and projections throughout this presentation which have been obtained from publicly available industry publications. These sources are believed to be reliable, but the accuracy and completeness of the information are not guaranteed. Certain statements contained in this presentation constitute forward-looking statements which we intend to be covered by the safe-harbor provisions for forward-looking statements contained in Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934, as applicable. Such information is subject to certain risks and uncertainties, as well as known and unknown risks, which could cause actual results to differ materially from those projected or anticipated. Therefore, such statements are not intended to be a guarantee of our performance in future periods. Such forward-looking statements can generally be identified by our use of forward-looking terminology such as “may,” “will,” “expect,” “intend,” “anticipate,” “believe,” “continue” or similar words or phrases that are predictions of future events or trends and which do not relate solely to historical matters. Some examples of risk factors that could cause our actual results and expectations to differ materially from those described in our forward-looking statements are detailed in our most recent Annual Report on Form 10-K and other documents we file with the Securities and Exchange Commission (“SEC”). Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date of this presentation.

Unless the context indicates otherwise, the term “properties” as used in this document and the statistical information presented in this document regarding our properties include our wholly-owned office properties and our office properties owned through consolidated joint ventures, but exclude one out-of-service property as of September 30, 2018.

The information and non-GAAP financial terms contained in this presentation do not contain all of the information and definitions that may be important to you and should be read in conjunction with our Annual Report on Form 10-K for the year ended December 31, 2017, and our quarterly report on Form 10-Q for the period ended September 30, 2018 and our other filings with the SEC. Other information important to you may also be found in documents that we furnish to the SEC, such as our Quarterly Supplemental Information dated as of September 30, 2018. Such documents are available at www.sec.gov and under the heading Investor Relations on our website at www.piedmontreit.com.

Unless otherwise noted, all financial and statistical information contained in this presentation is as of September 30, 2018.

Accretive Recycling of Capital Into Strategic Boston Acquisition

25 BURLINGTON MALL ROAD, BURLINGTON, MA



Strategic acquisition at a 30% discount to replacement cost (\$74 million, \$257/SF)

**Dominant landlord on Route 128N/
Burlington with 40% of the Class-A market**

**Exit west coast– disposition garnered
~5.4% GAAP NOI yield despite a major
tenant vacating (66% of total RSF)**

**Advances 2018 non-core disposition
program– \$0.03 per share accretion from
recycling transactions– sale of 800 N.
Brand and purchase of 25 Burlington Mall
Road and 9320 Excelsior Crossings**



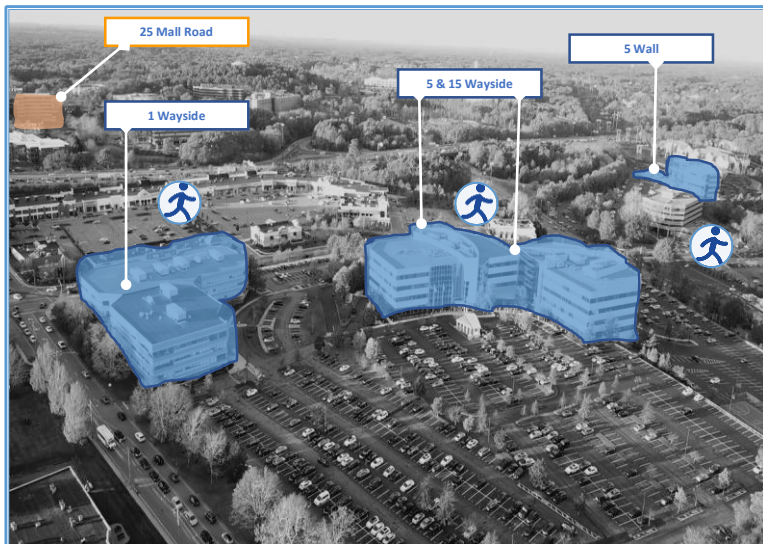
9320 EXCELSIOR CROSSINGS, HOPKINS, MN



800 N. BRAND, GLENDALE, CA

Dominant Landlord In Burlington

ALMOST 1 MILLION SF OF CLASS-A SPACE WITHIN 0.5 MILE RADIUS



HIGHLY AMENITIZED SUBMARKET/ASSETS



5 & 15 WAYSIDE FITNESS CENTER

ON SITE FITNESS CENTER WITH LOCKER ROOMS, FULL-SERVICE CAFETERIA, OUTDOOR DINING AREA, BASKETBALL COURTS, PARKS

OFFSITE WALKABLE RETAIL/RESTAURANTS

DIVERSE TENANT ROSTER COMPRISING TECHNOLOGY AND PROFESSIONAL SERVICES COMPANIES

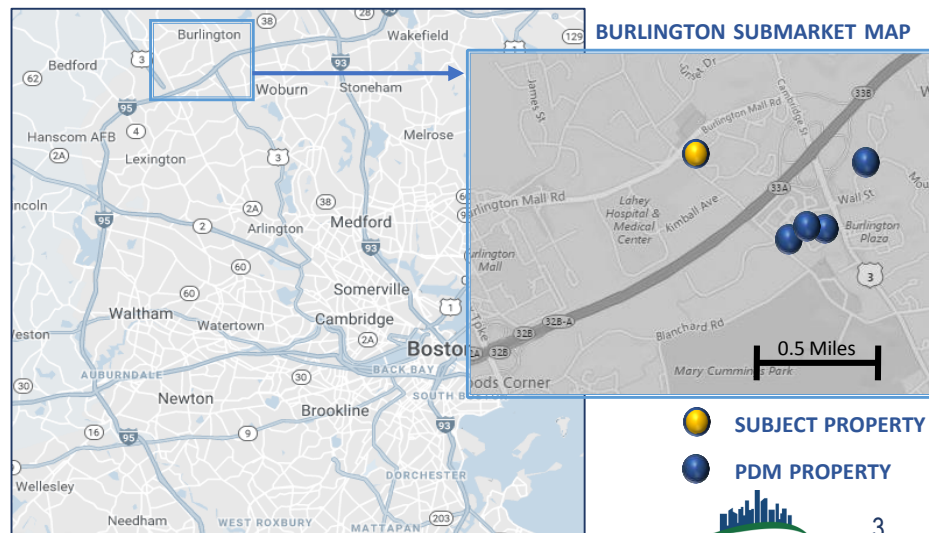


5 WALL STREET LOBBY



PDM BURLINGTON TENANTS

DIRECT HIGHWAY ACCESS TO CAMBRIDGE & WEST/NORTH SUBURBS



BURLINGTON SUBMARKET MAP

● SUBJECT PROPERTY
● PDM PROPERTY

Preeminent Building Amenities and Accessibility

25 BURLINGTON MALL LOBBY



Strong Financial Returns

Projected 2019 Core FFO yield of 7.4% ⁽¹⁾

25 BURLINGTON MALL CAFETERIA

Café 25
Open 7 AM to 2 PM
offering breakfast,
sandwiches, a salad
bar, snacks and drinks
with an outdoor patio



Increase Burlington Concentration

Smaller tenant profile allows PDM to accommodate movement among area buildings

Best In Class Amenities

Conference center, full-service cafeteria, outdoor dining area, fitness center with locker rooms, and proximity to abundant retail/restaurants

Fitness Center
Featuring recently upgraded showers/locker rooms

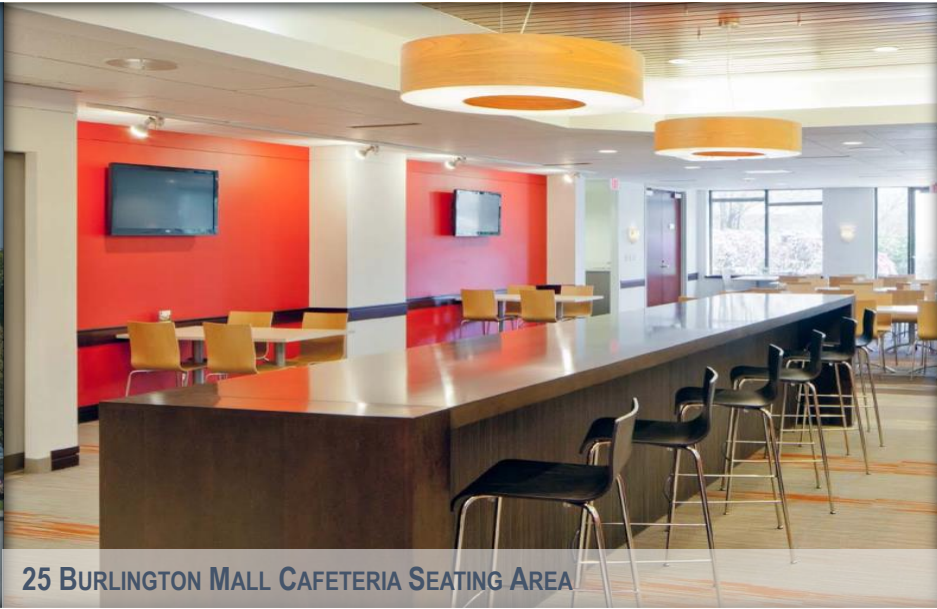


25 BURLINGTON MALL FITNESS CENTER



25 BURLINGTON MALL CONFERENCE CENTER

Best in Class Building in Premier Suburban Location



Investment	\$74.0 million / \$257 per square foot
Submarket Year Built	Burlington 1987
Square Feet / Floors	287,776 / 6 stories
Occupancy	88% leased to 27 tenants; majority of vacancy on top floor
Parking	Adjoining surface parking lot / 871 surface spaces
Nearby Amenities	Onsite full-service cafeteria, fitness center / locker rooms, outdoor seating area, and close proximity to variety of retail amenities including Wayside Commons, the District, and Burlington Mall providing over 800,000 SF of retail and restaurants within 1 mile
Transportation	Prominent location on Burlington Mall Road and situated immediately off Route 128/I-95 and minutes from I-93 and Route 3 MBTA bus service to the Alewife Red Line station

Expanding Presence in a Strategic Market

1.9MM SF Owned

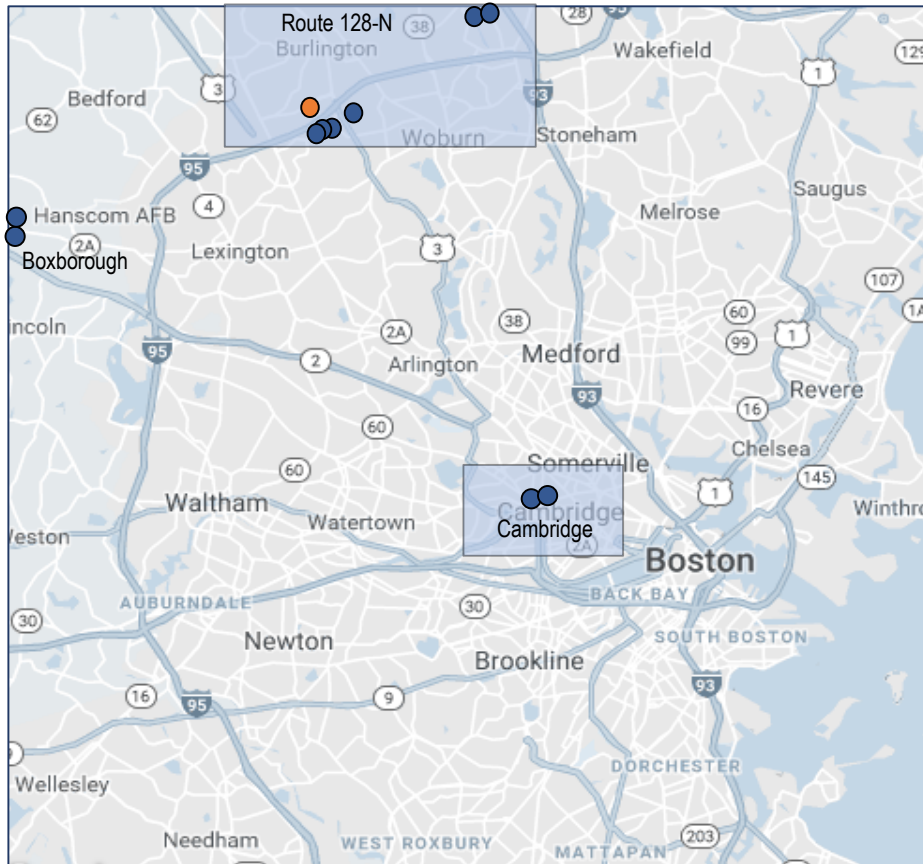
2.6%
Metro
Unemployment

6.1
Fortune 1000 HQs
per 1MM Population

2.3%
YOY employment
growth

8.3%
Metro Class A
Vacancy

4,300,000
SF Under
Construction- Metro



● Existing Property ● 25 Burlington Mall Road

Sources: BLS October 2018, Green Street Market-Level Job Growth August Employment Update September 2018, CoStar

TARGET SUBMARKET CLASS-A PERFORMANCE

Submarket	Vacancy	Rent Change YTD 2018 ⁽²⁾
Mid-Cambridge	1.3%	2.3%
Burlington/Woburn	12.7%	3.0%

PIEDMONT BOSTON PORTFOLIO

Property	SF	% Leased @ 9/30/18
25 Burlington Mall Road	288,000	88.0%
80 Central Street	150,000	100.0%
90 Central Street	175,000	100.0%
225 Presidential Way	202,000	100.0%
235 Presidential Way	238,000	100.0%
One Wayside Road	201,000	100.0%
5 & 15 Wayside Road	272,000	86.8%
5 Wall Street	182,000	100.0%
One Brattle Square	189,000	99.0%
1414 Massachusetts Avenue	78,000	100.0%

Appendix: Footnotes

- 1 Based on Management's estimates as of December 2018
- 2 YTD as stated by CoStar's 2018Q3 Submarket Analysis and Forecast Report