



Strategic Capital Deployment: Norman Pointe I

January 2018

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 \$5.0 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 includes our wholly-owned office properties and our office properties owned through consolidated joint ventures.

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 Amended Annual Report on Form 10-K for the year ended December 31, 2016, and our quarterly reports on Form 10-Q for the periods ended March 31, 2017, June 30, 2017 and September 30, 2017 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, 2017. 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, 2017.

Value-Add Acquisition in Minneapolis: Norman Pointe I

NORMAN POINTE I

Value-add Investment
Opportunity to meaningfully grow cash flow with lease-up of 64,000 square feet of available space on the top two floors

Substantial Discount to Replacement Cost
High-quality class A property acquired at greater than a 50% discount to replacement cost ⁽¹⁾

Strong Financial Returns in a Strategic Market
Projected stabilized Core FFO yield of 8.7% ⁽²⁾

Accretive Off-market Acquisition
Projected to generate stabilized GAAP yield 200 bps above our stock and recently disposed assets ⁽³⁾

MINNEAPOLIS

SOUTHWEST I-494 CORRIDOR

Increase Southwest Minneapolis Submarket Concentration



Convenient Amenities

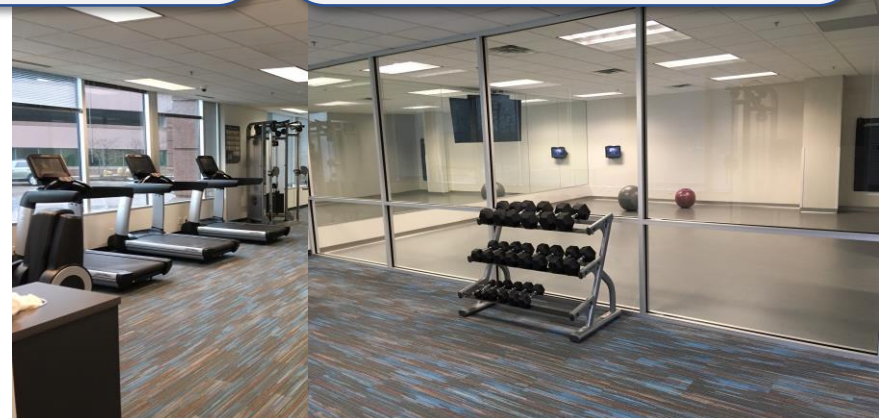
Highly accessible and visible building, extensive submarket amenities and an abundance of corporate tenants; onsite fitness, conference center and cafe

Operational Efficiencies

70% of the property leased to investment grade tenant in the building for 15 years and substantial lease term remaining

Portfolio Synergies

Operating synergies with 1.8 million square foot Minneapolis CBD and West / Southwest submarket concentrations



Well-located Building with Exceptional Transportation Infrastructure

DOWNTOWN MINNEAPOLIS

Investment	\$35.2 million / \$164 per square foot
Submarket Year Built	Southwest I-494 Corridor 2000
Square Feet / Floors	213,851 / 7 stories
Occupancy	70% leased to investment grade rated tenant expiring in 2027
Parking	Adjoining garage - 5 parking levels / 845 structured spaces – 4.0 :1,000 ratio
Nearby Amenities	Onsite café, conference and fitness center with locker rooms, abundance of nearby retail/restaurants, located within a master-planned development with walking and biking trails
Transportation	Located at southwest corner of Interstate 494 and Highway 100 interchange

NORMAN POINTE I

NORMANDALE LAKE OFFICE PARK

NORMANDALE LAKE PARK

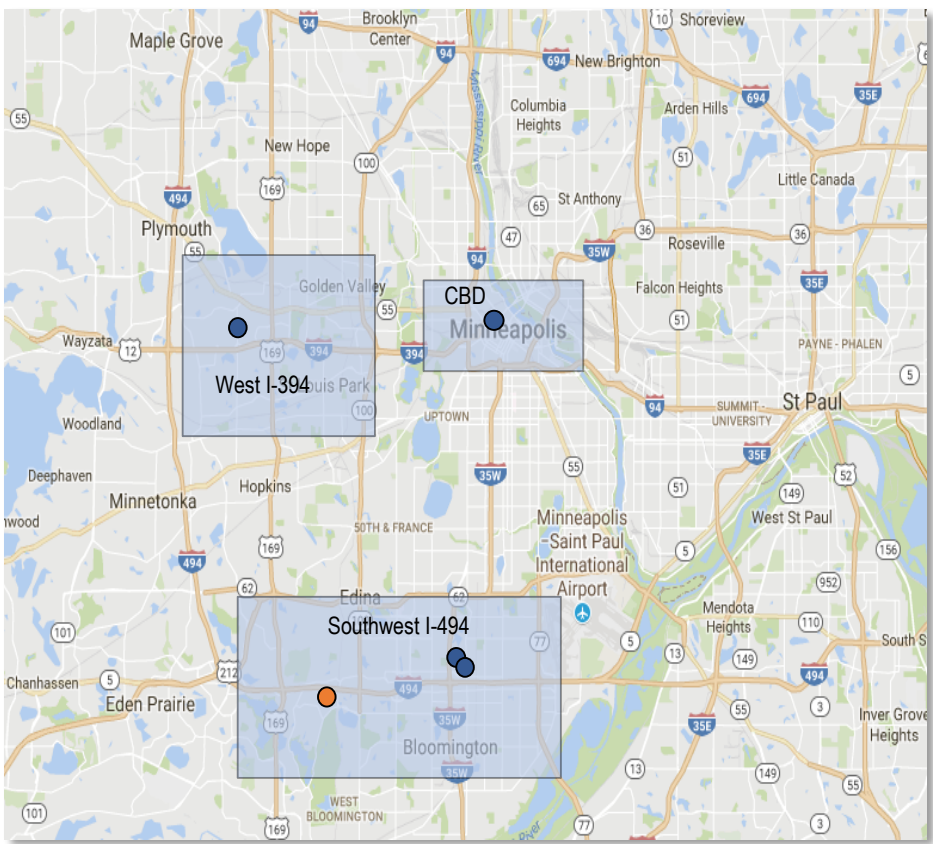
2.4%
Metro
Unemployment

23
Fortune 1000 HQ in
Metro Area

2.0%
Prior 12 month
employment growth

8.7%
Metro Class A
Vacancy

386,901
SF Under
Construction- Metro



● Existing Property ● Norman Pointe I

TARGET SUBMARKET CLASS-A PERFORMANCE

Submarket	Vacancy	Rent Change	
		2017 ⁽⁴⁾	2018 ⁽⁵⁾
CBD	9.1%	1.3%	1.2%
Southwest I-494	8.9%	0.8%	2.3%
West I-394	12.0%	0.1%	-0.7%

PIEDMONT MINNEAPOLIS PORTFOLIO

	Property	SF	% Leased @ 9/30/17
Suburban	Norman Pointe I	214,000	69.9%
	Crescent Ridge II	301,000	90.4%
	One Meridian Crossings	195,000	100.0%
	Two Meridian Crossings	189,000	97.9%
CBD	U.S. Bancorp Center	934,000	92.9%

Sources: BLS November 2017, Green Street Market-Level Job Growth October Employment Update November 2017, CoStar

Appendix: Footnotes

- 1 Based on Management's estimate of replacement cost for a comparable property with structured parking
- 2 Based on Management's estimates as of December 2017
- 3 Based on Green Street Advisors' estimate of the implied cap rate for PDM stock of 6.7% as of January 4, 2018 and the \$426 million, 14-asset portfolio sale with an in-place GAAP NOI cap rate of approximately 6.2% (not inclusive of an additional \$4.5 million consideration if certain leasing contracts are completed within six months of Closing). Assets within the portfolio include:
 - Desert Canyon 300 (Phoenix, AZ),
 - Windy Point I (Schaumburg, IL),
 - Windy Point II (Schaumburg, IL),
 - 2300 Cabot Drive (Lisle, IL),
 - 1075 West Entrance Drive (Auburn Hills, MI),
 - Auburn Hills Corporate Center (Auburn Hills, MI),
 - 5301 Maryland Way (Brentwood, TN),
 - 2120 West End Avenue (Nashville, TN),
 - Suwanee Gateway One (Suwanee, GA),
 - 5601 Hiatus Road (Tamarac, FL),
 - 2001 NW 64th Street (Fort Lauderdale, FL),
 - Piedmont Pointe I (Bethesda, MD),
 - Piedmont Pointe II (Bethesda, MD) and
 - 1200 Crown Colony Drive (Quincy, MA).
- 4 2017 as stated by CoStar's 2017Q4 Submarket Analysis and Forecast Report
- 5 Annualized growth projected in Class A rental rates for 2018 as stated by CoStar