

# Analysis of Operating Results and Financial Condition

December 31, 2014

# ANALYSIS OF OPERATING RESULTS AND FINANCIAL CONDITION FOR THE THREE MONTHS AND YEAR ENDED DECEMBER 31, 2014

### **INDEX**

#### Page 1

Fact Sheet	3
Funds from Operations (FFO)	4
Capital Structure	6
Consolidated Balance Sheets	7
Consolidated Statements of Income	9
Capital Expenditure Analysis	13
Portfolio Analysis	14

#### PS BUSINESS PARKS, INC. FOURTH QUARTER FACT SHEET (in thousands, except per share amounts)

#### NET OPERATING INCOME

4 \$ 6 0	12/31/13 81,690 3,223 84,913	% Change 2.6% 99.4% 6.2%	\$	12/31/14 333,363 23,500 356,863	\$	2/31/13 324,983 7,511	% Change 2.6% 212.9%
6	3,223	99.4%	\$	23,500	\$	,	
6	3,223	99.4%	\$	23,500	\$	,	
	· · · · · · · · · · · · · · · · · · ·			,		7,511	212.9%
0	84,913	6.2%		356.863			
						332,494	7.3%
3	25,239	0.3%		106,904		103,307	3.5%
7	1,437	89.1%		10,086		3,345	201.5%
0	26,676	5.1%		116,990		106,652	9.7%
1	56,451	3.6%		226,459		221,676	2.2%
9	1,786	107.7%		13,414		4,166	222.0%
0 \$	58,237	6.8%	\$	239,873	\$	225,842	6.2%
04 16	217 040 461 709 .70 \$	40         26,676           461         56,451           709         1,786	40         26,676         5.1%           461         56,451         3.6%           409         1,786         107.7%	440         26,676         5.1%           161         56,451         3.6%           109         1,786         107.7%	40         26,676         5.1%         116,990           461         56,451         3.6%         226,459           409         1,786         107.7%         13,414	440         26,676         5.1%         116,990           461         56,451         3.6%         226,459           409         1,786         107.7%         13,414	440         26,676         5.1%         116,990         106,652           461         56,451         3.6%         226,459         221,676           409         1,786         107.7%         13,414         4,166

#### FUNDS FROM OPERATIONS

		For T	'he T	hree Months E	nded		F	or Th	e Years Ended	l	
	1	2/31/14		12/31/13	% Change	]	12/31/14	12/31/13		% Change	
FFO allocable to common and dilutive shares - as reported	\$	39,086	\$	51,440	(24.0%)	\$	162,196	\$	165,845	(2.2%)	
Acquisition transaction costs		226		701	(67.8%)		350		854	(59.0%)	
Gain on sale of ownership interest in STOR-Re		-		(1,144)	(100.0%)		-		(1,144)	(100.0%)	
Lease buyout payments		-		(2,252)	(100.0%)		-		(2,252)	(100.0%)	
LTEIP amortization <sup>(3)</sup>		2,297		(6,879)	(133.4%)		7,425		(3,893)	(290.7%)	
FFO allocable to common and dilutive shares - as adjusted	\$	41,609	\$	41,866	(0.6%)	\$	169,971	\$	159,410	6.6%	
FFO per common and dilutive share - reported	\$	1.14	\$	1.54	(26.0%)	\$	4.72	\$	5.15	(8.3%)	
FFO per common and dilutive share - as adjusted	\$	1.21	\$	1.26	(4.0%)	\$	4.94	\$	4.95	(0.2%)	
Weighted average common shares outstanding - diluted		27,012		25,961	4.0%		27,000		24,833	8.7%	
Weighted average common OP units outstanding		7,305		7,305	-		7,305		7,305	-	
Weighted average restricted stock units outstanding		83		55	50.9%		69		51	35.3%	
Total common and dilutive shares		34,400		33,321	3.2%		34,374		32,189	6.8%	

#### PROPERTY INFORMATION

		For T	he T	hree Months E	nded		F	or The	Years Ended	l
	_	12/31/14		12/31/13	% Change		12/31/14	12	2/31/13	% Change
Total Portfolio <sup>(4)</sup>										
Total rentable square footage at period end		28,425		27,747	2.4%		28,425		27,747	2.4%
Weighted average occupancy		91.9%		90.2%	1.9%		91.3%		89.8%	1.7%
Period end occupancy		92.3%		91.2%	1.2%		92.3%		91.2%	1.2%
Annualized realized rent per sq. ft. <sup>(5)</sup>	\$	13.92	\$	13.81	0.8%	\$	14.00	\$	13.94	0.4%
REVPAF <sup>(6)</sup>	\$	12.79	\$	12.46	2.6%	\$	12.78	\$	12.52	2.1%
Same Park Portfolio <sup>(1)</sup>										
Total rentable square footage at period end		25,030		25,030	-		25,030		25,030	-
Weighted average occupancy		93.4%		91.8%	1.7%		92.9%		91.2%	1.9%
Period end occupancy		93.4%		93.0%	0.4%		93.4%		93.0%	0.4%
Annualized realized rent per sq. ft. <sup>(5)</sup>	\$	14.34	\$	14.22	0.8%	\$	14.34	\$	14.23	0.8%
REVPAF <sup>(6)</sup>	\$	13.39	\$	13.05	2.6%	\$	13.32	\$	12.98	2.6%
Non-Same Park Portfolio <sup>(2)</sup>										
Total rentable square footage at period end		3,395		2,717	25.0%		3,395		2,717	25.0%
Weighted average occupancy		79.8%		72.8%	9.6%		77.7%		66.5%	16.8%
Period end occupancy		84.2%		74.6%	12.9%		84.2%		74.6%	12.9%
	MARKET	VALUE IN	IFO	RMATION						
		12/31/14		% of Total			12/31/13	%	of Total	
		0 700 010		60.60		¢	0 (10 120		(7.7%)	
Market value of common stock and common OP units	\$	2,722,218		68.6%		\$	2,610,138		67.7%	
Total debt		250,000		6.3%			250,000		6.5%	
Total preferred equity	\$	995,000 3,967,218		25.1%		¢	995,000		25.8%	
Total market capitalization	\$	3,907,218		100.0%		\$	3,855,138		100.0%	

(1) All assets acquired prior to January 1, 2012 (excludes assets held for sale or sold during 2014).

(2) All assets acquired subsequent to January 1, 2012.

Stock price at the end of the period

(3) In order to provide comparable data points, the impact of the reported compensation related to the Long-Term Equity Incentive Plan ("LTEIP") has been neutralized. As such, 2014 amounts represents amortization recorded relating to the plan effective in March, 2014 while 2013 amounts represents the reversal of amortization recorded during 2012 relating to the 2012 LTEIP plan. (4) Excludes assets held for sale or sold.

79.54

NOTES

76.42

(5) Represents the annualized revenues earned per occupied square foot.(6) Represents the annualized revenues earned per total weighted average square foot.

#### PS BUSINESS PARKS, INC. ANALYSIS OF FUNDS FROM OPERATIONS (in thousands, except per share amounts)

	For	The Three	Mon	ths Ended					For The Y	ears	Ended			
	1	2/31/14	1	2/31/13	Ch	ange	% Change		12/31/14	1	2/31/13	C	hange	% Change
Funds from operations (FFO):														
Net income allocable to common shareholders	\$	82,131	\$	17,682	\$6	54,449	364.5%	\$	113,154	\$	43,851	\$	69,303	158.0%
Adjustments:		- , -		.,		, .			- , -		- ,		,	
Gain on sale of real estate facilities		(92,373)		-	(9	92,373)	(100.0%)		(92,373)	)	-		(92,373)	(100.0%)
Depreciation and amortization		26,810		28,730	(	(1,920)	(6.7%)		110,357		108,917		1,440	1.3%
Net income allocable to noncontrolling interests - common units		22,288		4,994	1	17,294	346.3%		30,729		12,952		17,777	137.3%
Net income allocable to restricted stock unit holders		230		34		196	576.5%		329		125		204	163.2%
FFO allocable to common and dilutive shares	\$	39,086	\$	51,440	\$ (1	12,354)	(24.0%)	\$	162,196	\$	165,845	\$	(3,649)	(2.2%)
Weighted average common shares outstanding		26,919		25,864		1,055	4.1%		26,899		24,732		2,167	8.8%
Weighted average common OP units outstanding		7,305		7,305		-	-		7,305		7,305			-
Weighted average restricted stock units outstanding		56		55		1	1.8%		54		51		3	5.9%
Weighted average common share equivalents outstanding		93		97		(4)	(4.1%)		101		101		-	0.0%
Total common and dilutive shares		34,373		33,321		1,052	3.2%		34,359		32,189		2,170	6.7%
	¢	1.1.4	¢	1.54	¢	(0, 10)		¢	1 70	¢	5.15	¢	(0.42)	(0.20())
FFO per common and dilutive share	2	1.14	\$	1.54	\$	(0.40)	(26.0%)	\$	4.72	<u> </u>	5.15	3	(0.43)	(8.3%)
Funds available for distribution (FAD):														
Funds from operations	\$	39,086	\$	51,440	\$ (1	12,354)	(24.0%)	\$	162,196	\$	165,845	\$	(3,649)	(2.2%)
Adjustments:														
Recurring capital improvements		(1,172)		(1,889)		717	(38.0%)		(8,664)	r i	(10,084)		1,420	(14.1%)
Tenant improvements		(8,090)		(7,467)		(623)	8.3%		(27,824)	r i	(29,224)		1,400	(4.8%)
Lease commissions		(2,403)		(3,744)		1,341	(35.8%)		(10,684)		(9,849)		(835)	8.5%
Straight-line rent		(759)		(238)		(521)	218.9%		(3,003)	(	(1,457)		(1,546)	106.1%
Stock compensation expense (excluding LTEIP)		1,166		332		834	251.2%		2,154		1,361		793	58.3%
LTEIP amortization		2,297		(6,879)		9,176	(133.4%)		7,425		(3,893)		11,318	(290.7%)
In-place lease adjustment		(229)		(30)		(199)	663.3%		(901)		118		(1,019)	(863.6%)
Tenant improvement reimbursements, net of lease incentives		(385)		(419)		34	(8.1%)		(1,580)		(1,414)		(166)	11.7%
Capitalized interest expense		(247)		(359)		112	(31.2%)		(944)		(359)		(585)	163.0%
FAD	\$	29,264	\$	30,747	\$ (	(1,483)	(4.8%)	\$	118,175	\$	111,044	\$	7,131	6.4%
FAD per common and dilutive share	\$	0.85	\$	0.92	\$	(0.07)	(7.6%)	\$	3.44	\$	3.45	\$	(0.01)	(0.3%)
Cash available for debt repayment and investments:														
FAD	\$	20.264	¢	20 747		(1 402)	(1.90/)	\$	110 175	¢	111.044	¢	7 1 2 1	6 40/
FAD Distributions to common shareholders	\$	29,264 (13,459)		30,747 (11,814)		(1,483) (1,645)	(4.8%) 13.9%	\$	118,175 (53,810)		111,044 (43,972)	\$	7,131 (9,838)	6.4% 22.4%
Distributions to common OP unit holders		(13,439)		(3,214)	(	(440)	13.9%		(14,612)		(43,972) (12,856)		(9,838) (1,756)	(0.14)
Distributions to common OF unit holders Distributions to restricted stock unit holders		(3,034)		(3,214)		(440)	5.9%		(14,012)		(12,830)		(1,750)	(0.14) 8.0%
Debt Service		(30)		(34)		(2)	5.9%		(155)		(123)		47	(100.0%)
Joint venture development		(167)		(182)		15	(8.2%)		(1,245)		(394)		(851)	(100.0%) 216.0%
Non-recurring property renovations		(1,455)		(2,277)		822	(36.1%)		(4,614)		(9,018)		4,404	(48.8%)
Cash available for debt repayment and investments	\$	10,493	\$	13,226	\$ (	(2,733)	(20.7%)	\$	43,759	\$	44,632	\$	(873)	(48.8%)
FAD distributions payout ratio		58.6%		49.0%					58.0%		51.3%	•		

### Adjusted FFO Per Common and Dilutive Share<sup>(1)</sup>



(1) Where applicable, amounts exclude net gain on repurchase of preferred equity, non-cash distributions related to the redemption/repurchase of preferred equity, acquisition transaction costs and LTEIP amortization.

<sup>(2)</sup> Amounts exclude lease buyout payments of \$1.8 million in Q4'12 and \$2.3 million in Q4'13.

#### PS BUSINESS PARKS, INC. CAPITAL STRUCTURE (in thousands)

	As o	of December 31, 2	014		As	of December 31,	2013
	Total	% of Total Market Capitalization	WTD Average Rate		Total	% of Total Market Capitalization	WTD Average Rate
Mortgage Debt:							
5.452% mortgage note, due December 2016	\$ 250,000				\$ 250,000		
Total mortgage debt	 250,000	6.3%	5.45%		250,000	6.5%	5.45%
Unsecured Debt:							
\$250.0 million unsecured credit facility (LIBOR + 0.925%)	-				-		
Total unsecured debt	 -	-	-	-	-	-	-
Total debt	 250,000	6.3%	5.45%		250,000	6.5%	5.45%
Preferred Equity:							
6.875% Series R preferred stock (3,000,000 depositary shares outstanding) callable 10/15/15	75,000				75,000		
6.450% Series S preferred stock (9,200,000 depositary shares outstanding) callable 1/18/17	230,000				230,000		
6.000% Series T preferred stock (14,000,000 depositary shares outstanding) callable 5/14/17	350,000				350,000		
5.750% Series U preferred stock (9,200,000 depositary shares outstanding) callable 9/14/17 5.700% Series V preferred stock (4,400,000 depositary shares outstanding) callable 3/14/18	230,000 110,000				230,000 110,000		
Total preferred equity	 995,000		6.08%	-	995,000	25.8%	6.08%
Total debt and preferred equity	 1,245,000	31.4%	5.95%		1,245,000	32.3%	5.95%
Common stock (26,919,161 and 26,849,822 shares outstanding as of December 31, 2014 and 2013)	2,141,150				2,051,863		
Common operating partnership units (7,305,355 units outstanding as of December 31, 2014 and 2013)	 581,068		_		558,275		_
Total common equity (1)	2,722,218	68.6%	-		2,610,138	67.7%	-
Total market capitalization	\$ 3,967,218	100.0%			\$ 3,855,138	100.0%	

Principal maturity dates are represented by the following chart:

		Princip	oal l	Maturity D	ates			
	2014	2015		2016		2017	2018	Total
5.452% Mortgage Note	\$ -	\$ -	\$	250,000	\$	-	\$ -	\$ 250,000
	\$ -	\$ -	\$	250,000	\$	-	\$ -	\$ 250,000

(1) Closing stock price was \$79.54 and \$76.42 as of December 31, 2014 and 2013, respectively.



#### PS BUSINESS PARKS, INC. CONSOLIDATED BALANCE SHEETS (in thousands)

	12/31/14	12/31/13	Change	% Change
ASSETS				
Cash and cash equivalents	\$ 152,467	\$ 31,481	\$ 120,986	(a) 384.3%
Real estate facilities, at cost:				
Land	802,949	781,541	21,408	0.03
Buildings and equipment	2,219,397	2,152,178	67,219	3.1%
	3,022,346	2,933,719	88,627	3.0%
Accumulated depreciation	(1,014,633)	(918,202)	(96,431)	10.5%
Depression hold for dispersition and	2,007,713	2,015,517	(7,804)	<b>(b)</b> $(0.4\%)$
Properties held for disposition, net Land and building held for development	3,289 24,442	124,883 22,253	(121,594) 2,189	(97.4%) 9.8%
Land and building field for development	2.035.444	2,162,653	(127,209)	(5.9%)
	2,055,444	2,102,000	(127,207)	(5.970)
Rent receivable	2,838	5,248	(2,410)	(c) (45.9%)
Deferred rent receivable	26,050	25,903	147	0.6%
Other assets	10,315	13,274	(2,959)	( <b>d</b> ) (22.3%)
Total assets	\$ 2,227,114	\$ 2,238,559	\$ (11,445)	(0.5%)
LIABILITIES AND EQUITY				
Accrued and other liabilities	\$ 68,905	\$ 73,919	\$ (5,014)	(e) (6.8%)
Mortgage note payable	250,000	250,000		-
Total liabilities	318,905	323,919	(5,014)	(1.5%)
Equity:				
PS Business Parks, Inc.'s shareholders' equity:				
Preferred stock	995,000	995,000	-	-
Common stock	268	267	1	0.4%
Paid-in capital	709,008	699,314	9,694	( <b>f</b> ) 1.4%
Cumulative net income	1,244,946	1,070,975	173,971	16.2%
Cumulative distributions	(1,235,941)	(1,047,615)	(188,326)	( <b>g</b> ) 18.0%
Total PS Business Parks, Inc.'s shareholders' equity	1,713,281	1,717,941	(4,660)	(0.3%)
Noncontrolling interests:				
Common units	194,928	196,699	(1,771)	(0.9%)
Total noncontrolling interests:	194,928	196,699	(1,771)	(0.9%)
Total equity	1,908,209	1,914,640	(6,431)	(0.3%)
Total liabilities and equity	\$ 2,227,114	\$ 2,238,559	\$ (11,445)	(0.5%)

	PS BUSINESS PARKS, INC. CONSOLIDATED BALANCE SHE VARIANCE DETAIL (in thousands)	EETS		
(a)	Change in cash and cash equivalents: Beginning cash balance Net cash provided by operating activities Net cash provided by investing activities Net cash used in financing activities Ending cash balance			\$ 31,481 227,771 113,188 (219,973) \$ 152,467
(b)	Change in real estate facilities, at cost: Beginning balance Property acquisitions Nonrecurring capital improvements Recurring capital improvements Tenant improvements, gross Lease commissions Transfer to properties held for disposition Depreciation and amortization Ending balance			\$ 2,015,517 46,298 4,614 8,664 30,500 10,684 1,793 (110,357) \$ 2,007,713
(c)	Rent receivable consists of: Non-government tenants U.S. Government tenants Allowance for doubtful accounts	$ \begin{array}{r} 12/31/14 \\ \$ 1,810 \\ 1,428 \\ (400) \\ \$ 2,838 \\ \end{array} $	12/31/13 \$ 2,294 3,354 (400) \$ 5,248	Change \$ (484) (1,926) - \$ (2,410)
(d)	Other assets consist of: In-place lease adjustment, net Prepaid property taxes Prepaid insurance Lease incentives, net Other	$ \begin{array}{r} 12/31/14 \\ \$ 2,458 \\ 2,029 \\ 1,721 \\ 592 \\ 3,515 \\ \$ 10,315 \\ \end{array} $	$ \begin{array}{r} 12/31/13 \\ \$ 3,708 \\ 2,990 \\ 1,915 \\ 716 \\ 3,945 \\ \$ 13,274 \\ \end{array} $	Change           \$ (1,250)           (961)           (194)           (124)           (430)           \$ (2,959)
(e)	Accrued and other liabilities consist of: Security deposits Accrued property taxes Prepaid rent In-place lease adjustment and tenant improvement reimbursements, net Other	12/31/14 \$ 27,482 8,767 15,839 8,099 8,718 \$ 68,905	12/31/13 \$ 26,884 6,943 17,233 9,676 13,183 \$ 73,919	Change           \$ 598           1,824           (1,394)           (1,577)           (4,465)           \$ (5,014)
(f)	Change in paid-in capital: Beginning paid-in capital Exercise of stock options Stock compensation, net Adjustment to reflect noncontrolling interests to underlying ownership Ending paid in capital			\$ 699,314 3,053 8,842 (2,201) \$ 709,008
(g)	Change in cumulative distributions: Beginning cumulative distributions Distributions to preferred shareholders Distributions to common shareholders Ending cumulative distributions			$ \begin{array}{c} \$ & (1,047,615) \\ & (60,488) \\ \hline & (127,838) \\ \$ & (1,235,941) \end{array} $

#### PS BUSINESS PARKS, INC. CONSOLIDATED STATEMENTS OF INCOME (in thousands, except per share amounts)

	For The Three Months Ended							
		2/31/14		2/31/13		Change		% Change
Revenues:	¢	01 201	¢	02 424	¢	(2, 102)	(-)	(2,20/)
Rental income Facility management fees	\$	91,321 165	\$	93,424 162	\$	(2,103)	(a)	(2.3%) 1.9%
Total operating revenues		91,486		93,586		(2,100)		(2.2%)
Total operating revenues		91,400		,500		(2,100)		(2.270)
Expenses:								
Cost of operations		29,290		26,826		2,464	<b>(b)</b>	9.2%
Depreciation and amortization		26,810		28,730		(1,920)		(6.7%)
General and administrative		4,711		(2,092)		6,803	(c)	(325.2%)
Total operating expenses		60,811		53,464		7,347		13.7%
Other income and expense:								
Interest and other income		125		1,310		(1,185)	( <b>d</b> )	(90.5%)
Interest and other expense		(3,402)		(3,600)		198	(e)	(5.5%)
Total other income and expense		(3,277)		(2,290)		(987)		43.1%
Gain on sale of real estate facilities		92,373		-		92,373		100.0%
Income from continuing operations		119,771		37,832		81,939		216.6%
Net income	\$	119,771	\$	37,832	\$	81,939		216.6%
Net income allocation:								
Net income allocable to noncontrolling interests:								
Noncontrolling interests - common units	\$	22,288	\$	4,994	\$	17,294		346.3%
Total net income allocable to noncontrolling interests		22,288		4,994		17,294		346.3%
Net income allocable to PS Business Parks, Inc.:		15 100		15 100				
Preferred shareholders		15,122		15,122		-		-
Restricted stock unit holders		230		34		196		576.5%
Common shareholders		82,131		17,682 32,838		64,449		364.5%
Total net income allocable to PS Business Parks, Inc.		97,483		32,838		64,645		196.9%
	\$	119,771	\$	37,832	\$	81,939		216.6%
Net income per common share								
Basic	\$	3.05	\$	0.68	\$	2.37		348.5%
Diluted	\$	3.04	\$	0.68	\$	2.36		347.1%
Weighted average common shares outstanding: Basic		26 010		75 061		1 055		4.1%
Basic Diluted		26,919 27,012		25,864 25,961		1,055		4.1% 4.0%
Dinnen		27,012		23,901		1,031		4.0%

PS BUSINESS PARI	KS, INC.		
CONSOLIDATED STATEME			
VARIANCE DET	ΓAIL		
(in thousands			
(a) Rental income:	For The Three M 12/31/14	$\frac{12/31/13}{12}$	Change
Same Park	\$ 83,272	\$ 81,627	Change \$ 1,645
Non-Same Park	¢ 83,272 6,183	\$ 81,027 3,031	\$ 1,043 3,152
Same Park straight-line rent	512	63	449
Non-Same Park straight-line rent	243	192	51
Assets held for sale or sold	1,111	8,511	(7,400)
	\$ 91,321	\$ 93,424	\$ (2,103)
	<i> </i>	¢ ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	ф ( <u>-</u> ,100)
	For The Three M	onths Ended	
(b) Cost of Operations:	12/31/14	12/31/13	Change
Same Park	\$ 25,323	\$ 25,239	\$ 84
Non-Same Park	2,717	1,437	1,280
Assets held for sale or sold	458	2,334	(1,876)
LTEIP amortization	792	(2,184)	2,976
	\$ 29,290	\$ 26,826	\$ 2,464
	For The Three M		
(c) General and administrative expenses:	12/31/14	12/31/13	Change
Cash and non-cash compensation expense		\$ 1,393	\$ 656
LTEIP amortization	1,505	(4,695)	6,200
Acquisition transaction costs Other	226 931	701 509	(475) 422
Oller		\$ (2,092)	\$ 6,803
	φ τ,/11	$\varphi$ (2,0)2)	φ 0,005
	For The Three M	onths Ended	
(d) Interest and other income	12/31/14	12/31/13	Change
Gain on sale of ownership interest in STOR-Re	\$ -	\$ 1,144	\$ (1,144)
Interest income	125	166	(41)
	\$ 125	\$ 1,310	\$ (1,185)
	For The Three M		
(e) Interest and other expense:	12/31/14	12/31/13	Change
Mortgage notes payable	\$ (3,483)	\$ (3,483)	\$ -
Credit facility	-	(51)	51
Term loan	-	(127)	127
Capitalized interest	247	359	(112)
Facilities fees & other charges	(166)	(298)	132
	\$ (3,402)	\$ (3,600)	\$ 198

#### PS BUSINESS PARKS, INC. CONSOLIDATED STATEMENTS OF INCOME (in thousands, except per share amounts)

		For The Y	ears Er	nded				
	12	2/31/2014		2/31/2013	(	Change		% Change
_								
Revenues:	¢	276 255	¢	250 246	¢	17.000	(-)	4 70/
Rental income	\$	376,255	\$	359,246	\$	17,009 21	(a)	4.7% 3.3%
Facility management fees Total operating revenues		660 376,915		639 359,885		17,030		5.5% 4.7%
Total operating revenues		570,915		557,005		17,050		4.770
Expenses:								
Cost of operations		127,371		114,831		12,540	(b)	10.9%
Depreciation and amortization		110,357		108,917		1,440		1.3%
General and administrative		13,639		5,312		8,327	(c)	156.8%
Total operating expenses		251,367		229,060		22,307		9.7%
Other income and expense:								
Interest and other income		372		1,485		(1,113)	( <b>d</b> )	(74.9%)
Interest and other expense		(13,593)		(16,166)		2,573	(e)	(15.9%)
Total other income and expense		(13,221)		(14,681)		1,460		(9.9%)
Gain on sale of real estate facilities		92,373		-		92,373		100.0%
Income from continuing operations		112,327		116,144		(3,817)		(3.3%)
Net income	\$	112,327	\$	116,144	\$	(3,817)		(3.3%)
Net income allocation:								
Net income allocable to noncontrolling interests:								
Noncontrolling interests - common units	\$	30,729	\$	12,952	\$	17,777		137.3%
Total net income allocable to noncontrolling interests	<u><u></u></u>	30,729	Ψ	12,952	Ψ	17,777		137.3%
Net income allocable to PS Business Parks, Inc.:								
Preferred shareholders		60,488		59,216		1,272		2.1%
Restricted stock unit holders		329		125		204		163.2%
Common shareholders		113,154		43,851		69,303		158.0%
Total net income allocable to PS Business Parks, Inc.		173,971		103,192		70,779		68.6%
	\$	204,700	\$	116,144	\$	88,556		76.2%
Net income per common share								
Basic	\$	4.21	\$	1.77	\$	2.44		137.9%
Diluted	\$	4.19	\$	1.77	\$	2.42		136.7%
Weighted average common shares outstanding: Basic		26 800		24 722		2 167		8.8%
Diluted		26,899		24,732		2,167		8.8% 8.7%
		27,000		24,033		2,107		ð./%

	PS BUSINESS PARKS, INC. CONSOLIDATED STATEMENT OF INCOME VARIANCE DETAIL (in thousands)						
		For The Y	ears Ended				
(a) ]	Rental income:	12/31/14	12/31/13	Change			
()	Same Park	\$ 331,883	\$ 324,257	\$ 7,626			
	Non-Same Park	22,664	6,874	15,790			
	Same Park straight-line rent	1,480	726	754			
	Non-Same Park straight-line rent	836	637	199			
	Assets held for sale or sold	19,392	26,752	(7,360)			
		\$ 376,255	\$ 359,246	\$ 17,009			
For The Years Ended							
(b)	Cost of operations:	12/31/14	12/31/13	Change			
	Same Park	\$ 106,904	\$ 103,307	\$ 3,597			
	Non-Same Park	10,086	3,345	6,741			
	Assets held for sale or sold	7,758	9,420	(1,662)			
	LTEIP amortization	2,623	(1,241)	3,864			
		\$ 127,371	\$ 114,831	\$ 12,540			
			ears Ended				
(c) (	General and administrative expenses:	12/31/14	12/31/13	Change			
	Cash and non-cash compensation expense	\$ 5,795	\$ 5,059	736			
	LTEIP amortization	4,802	(2,652)	7,454			
	Acquisition transaction costs	350	854	(504)			
	Other	2,692	2,051	641			
		\$ 13,639	\$ 5,312	\$ 8,327			
			ears Ended				
<b>(d)</b>	Interest and other income	12/31/14	12/31/13	Change			
	Gain on sale of ownership interest in STOR-Re	\$ -	\$ 1,144	\$ (1,144)			
	Interest income	372	341	31			
		\$ 372	\$ 1,485	\$ (1,113)			
			ears Ended				
<b>(e)</b>	Interest and other expense:	12/31/14	12/31/13	Change			
	Mortgage notes payable	\$ (13,818)	\$ (13,919)	\$ 101			
	Credit facility	-	(51)	51			
	Term loan	-	(1,393)	1,393			
	Capitalized interest	945	359	586			
	Facilities fees & other charges	(720)	(1,162)	442			
		\$ (13,593)	\$ (16,166)	\$ 2,573			

#### PS BUSINESS PARKS, INC. Analysis of Capital Expenditures (in thousands, except per square foot data)

Recurring capital expenditures <sup>(1)</sup>	For The Year Ended December 31, 2014	Cost per Weighted Average Square Foot
Capital improvements	\$8,664	\$0.29
Tenant improvements	27,824	\$0.94
Lease commissions	10,684	\$0.36
Total recurring capital expenditures	\$47,172	\$1.59
Non-recurring property renovations		
Non-recurring property renovations	\$4,614	

(1) The Company defines "recurring capital expenditures" as those capitalized costs necessary to continue to operate the property at its current economic value. Capital improvements in excess of \$2,000 with a useful life greater than 24 months are capitalized. Lease transaction costs in excess of \$1,000 for leases with terms greater than 12 months are capitalized. It excludes renovations that substantially enhance the value of a property and first generation leasing costs on development properties. Lease-up costs on acquired properties are included in recurring capital expenditures. Repairs and maintenance expense was \$27.8 million or approximately \$0.94 per weighted average square foot for the twelve months ended December 31, 2014 compared to \$25.3 million or approximately \$0.88 per weighted average square foot for the twelve months ended December 31, 2013.



# Same Park Gross Operating Margin Percentage <sup>(1)</sup>

<sup>(1)</sup> Gross margin is computed by dividing property net operating income by rental income for Same Park properties in each period.
 <sup>(2)</sup> Amounts exclude lease buyout payments of \$1.8 million in Q4'12 and \$2.3 million in Q4'13.
 <sup>(3)</sup> Amounts exclude LTEIP amortization.





#### PS BUSINESS PARKS, INC. PORTFOLIO CONCENTRATION SUMMARY (in thousands, excludes assets held for sale or sold)

#### Industry Concentration as of December 31, 2014

	% of Total Rental
	Income
Business services	17.7%
Government	10.4%
Computer hardware, software and related services	10.2%
Warehouse, distribution, transportation and logistics	10.0%
Health services	9.9%
Retail, food, and automotive	6.3%
Engineering and construction	6.3%
Insurance and financial services	4.9%
Home furnishings	3.1%
Electronics	2.9%
Aerospace/defense products and services	2.8%
Communications	2.3%
Educational services	1.7%
Other	11.5%
Total	100.0%

Tenant	Square Footage	 alized Rental	% of Total Annualized Rental Income
US Government	845	\$ 21,212	5.9%
Kaiser Permanente	199	4,462	1.2%
Lockheed Martin Corporation	171	4,440	1.2%
Keeco LLC	460	3,295	0.9%
Luminex Corporation	185	3,003	0.8%
Wells Fargo	118	2,410	0.7%
Salient Federal Solutions, Inc.	58	1,959	0.5%
Raytheon	80	1,819	0.5%
Investorplace Media, LLC	46	1,736	0.5%
Inova Health Care Services	63	1,670	0.5%
Total	2,225	\$ 46,006	12.7%

(1) - For leases expiring within one year, annualized rental income represents income to be received under existing leases from January 1, 2015 through the date of expiration.

#### **Total Property Net Operating Income by Region**



(1) - Excludes assets held for sale or sold.

#### **Total Owned Rentable Square Footage by Region**



(1) - Excludes assets held for sale or sold.





## Total Owned Portfolio Weighted Average Occupancy<sup>(1)</sup>

<sup>(1)</sup> Represents the weighted average occupancy for total owned portfolio as reported in each period, excluding assets held for sale or sold.

#### PS BUSINESS PARKS, INC. SAME PARK PORTFOLIO OVERVIEW (in thousands, excludes assets held for sale or sold)

Rentable Square Footage of Properties as of December 31, 2014							
Primary Markets	Industrial	Office	Flex	Total	% of Total		
			/-		• • • • •		
Northern California	3,906	-	3,247	7,153	28.6%		
Northern Virginia	-	2,093	1,947	4,040	16.1%		
South Florida	2,631	12	1,074	3,717	14.8%		
Maryland	-	1,382	970	2,352	9.4%		
Dallas	231	-	1,537	1,768	7.1%		
Orange County	-	705	911	1,616	6.4%		
Los Angeles County	712	31	861	1,604	6.4%		
Austin	-	-	1,491	1,491	6.0%		
San Diego County	-	-	768	768	3.1%		
Seattle	-	28	493	521	2.1%		
Total	7,480	4,251	13,299	25,030	100.0%		
Percentage by Product Type	29.9%	17.0%	53.1%	100.0%			

Weighted Average Occupancy Rates by Product Type for the Three Months Ended December 31, 2014

Primary Markets	Industrial	Office	Flex	Total
Northern California	97.3%	0.0%	94.4%	96.0%
Northern Virginia	-	89.8%	91.2%	90.5%
South Florida	93.4%	100.0%	94.5%	93.7%
Maryland	-	92.8%	81.7%	88.2%
Dallas	100.0%	-	92.6%	93.5%
Orange County	-	86.9%	92.7%	90.2%
Los Angeles County	94.0%	93.4%	97.9%	96.1%
Austin	-	-	95.9%	95.9%
San Diego County	-	-	92.1%	92.1%
Seattle	-	100.0%	98.4%	98.5%
Total	95.7%	90.4%	93.1%	93.4%

#### Weighted Average Occupancy Rates by Portfolio Type for the Three Months Ended December 31, 2014

Primary Markets	Large Tenant	Small Tenant	Total
Northern California	96.3%	94.6%	96.0%
Northern Virginia	90.9%	89.7%	90.5%
South Florida	94.0%	92.9%	93.7%
Maryland	87.8%	89.5%	88.2%
Dallas	93.7%	92.9%	93.5%
Orange County	92.3%	88.3%	90.2%
Los Angeles County	94.0%	97.7%	96.1%
Austin	96.0%	95.2%	95.9%
San Diego County	-	92.1%	92.1%
Seattle	-	98.5%	98.5%
Total	93.7%	92.7%	93.4%

#### Note:

The Company's "large tenant" portfolio consists of properties with average leases greater than or equal to 5,000 square feet while the "small tenant" portfolio consists of properties with average leases less than 5,000 square feet.

#### PS BUSINESS PARKS, INC. TOTAL PORTFOLIO OVERVIEW (in thousands, excludes assets held for sale or sold)

Rentable Square Footage of Properties as of December 31, 2014							
Primary Markets	Industrial	Office	Flex	Total	% of Total		
Northern California	3,906	340	3,366	7,612	26.8%		
Northern Virginia	-	2,093	1,947	4,040	14.2%		
South Florida	2,780	12	1,074	3,866	13.6%		
Maryland	-	1,382	970	2,352	8.3%		
Dallas	231	-	2,894	3,125	11.0%		
Austin	246	-	1,717	1,963	6.9%		
Orange County	-	705	911	1,616	5.7%		
Los Angeles County	712	31	861	1,604	5.6%		
Seattle	958	28	493	1,479	5.2%		
San Diego County	-	-	768	768	2.7%		
Total	8,833	4,591	15,001	28,425	100.0%		
Percentage by Product Type	31.1%	16.2%	52.7%	100.0%			

Weighted Average Occupancy Rates by Product Type for the Three Months Ended December 31, 2014

Primary Markets	Industrial	Office	Flex	Total
Northern California	97.3%	82.2%	94.5%	95.4%
Northern Virginia	-	89.8%	91.2%	90.5%
South Florida	90.2%	100.0%	98.0%	91.4%
Maryland	-	92.8%	81.7%	88.2%
Dallas	100.0%	-	85.2%	86.3%
Austin	53.3%	-	96.4%	92.8%
Orange County	-	86.9%	92.7%	90.2%
Los Angeles County	94.0%	93.4%	97.9%	96.1%
Seattle	89.8%	100.0%	98.4%	92.9%
San Diego County	-	-	92.1%	92.1%
Total	93.2%	89.8%	91.7%	91.9%

#### Weighted Average Occupancy Rates by Portfolio Type for the Three Months Ended December 31, 2014

Primary Markets	Large Tenant	Small Tenant	Total
Northern California	96.3%	91.8%	95.4%
Northern Virginia	90.9%	89.7%	90.5%
South Florida	91.1%	97.8%	91.4%
Maryland	87.8%	89.5%	88.2%
Dallas	90.4%	79.4%	86.3%
Austin	92.4%	95.2%	92.8%
Orange County	92.3%	88.3%	90.2%
Los Angeles County	94.0%	97.7%	96.1%
Seattle	89.8%	98.5%	92.9%
San Diego County	-	92.1%	92.1%
Total	92.5%	90.5%	91.9%

#### Note:

The Company's "large tenant" portfolio consists of properties with average leases greater than or equal to 5,000 square feet while the "small tenant" portfolio consists of properties with average leases less than 5,000 square feet.

	Lea	se Expiration	ns - Flex		
Year of Lease Expiration	Leased Square Footage		nnualized ntal Income	%	% of Total Annualized Rental Income
2015	4,440	\$	59,456	29.3%	15.5%
2016	3,192	Ψ	46,219	22.8%	12.1%
2017	2,154		31,392	15.5%	8.2%
2018	1,219		17,795	8.7%	4.6%
2019	1,146		17,394	8.6%	4.5%
Thereafter	1,637		30,681	15.1%	8.0%
Total	13,788	\$	202,937	100.0%	52.9%
	Leas	e Expiration	s - Office		
		А	nnualized		% of Total Annualized
Year of Lease Expiration	Leased Square Footage		ntal Income	%	Rental Income
2015	1,053	\$	25,341	23.3%	6.6%
2016	1,054		27,973	25.7%	7.3%
2017	659		16,968	15.6%	4.4%
2018	638		17,303	15.9%	4.5%
2019	334		8,969	8.2%	2.3%
Thereafter	387		12,294	11.3%	3.2%
Total	4,125	\$	108,848	100.0%	28.3%
	Lease	Expirations	- Industrial		
Year of Lease Expiration	Leased Square Footage		nnualized ntal Income	%	% of Total Annualized Rental Income
Tear of Lease Expiration	Leased Square 1 ootage			/0	Kentar meome
2015	1,703	\$	14,007	19.6%	3.7%
2016	1,751		13,487	18.9%	3.5%
2017	1,455		12,114	16.9%	3.2%
2018	683		6,150	8.6%	1.6%
2019	1,314		11,664	16.3%	3.1%
Thereafter	1,330		14,053	19.7%	3.7%
Total	8,236	\$	71,475	100.0%	18.8%
	Lease Ex	xpirations - T	otal Portfolio		
		А	nnualized		% of Total Annualized
Year of Lease Expiration	Leased Square Footage	Rei	ntal Income	%	Rental Income
2015	7,196	\$	98,804	25.8%	25.8%
2016	5,997		87,679	22.9%	22.9%
2017	4,268		60,474	15.8%	15.8%
2017			41,248	10.7%	10.7%
2017	2,540		+1,2+0		
	2,540 2,794		38,027	9.9%	
2018					9.9% 14.9%

	(	Southern	California		
Year of Lease Expiration	Leased Square Footage		Annualized Rental Income	%	% of Total Annualized Rental Income
2015	1,416	\$	21,568	35.9%	5.6%
2016	945	•	14,633	24.4%	3.8%
2017	680		10,254	17.1%	2.7%
2018	293		5,679	9.4%	1.5%
2019	244		4,041	6.7%	1.0%
Thereafter	130		3,893	6.5%	1.0%
Total	3,708	\$	60,068	100.0%	15.6%
	Ν	Northern	California		
			Annualized		% of Total Annualized
Year of Lease Expiration	Leased Square Footage		Rental Income	%	Rental Income
2015	1,518	\$	18,299	22.1%	4.8%
2016	1,661		17,551	21.2%	4.6%
2017	900		10,743	12.9%	2.8%
2018	687		8,148	9.8%	2.1%
2019	1,299		13,664	16.5%	3.6%
Thereafter	1,129		14,536	17.5%	3.8%
Total	7,194	\$	82,941	100.0%	21.7%
		Souther	rn Texas		
Year of Lease Expiration	Leased Square Footage		Annualized Rental Income	%	% of Total Annualized Rental Income
2015	588	\$	6,378	27.5%	1.6%
2016	255	Ŧ	3,511	15.1%	0.9%
2017	333		4,540	19.6%	1.2%
2018	211		2,710	11.7%	0.7%
2019	113		1,446	6.2%	0.4%
Thereafter	279		4,603	19.9%	1.2%
Total	1,779	\$	23,188	100.0%	6.0%

		Northe	ern Texas			
Year of Lease Expiration	Leased Square Footage	Annualized Rental Income		%	% of Total Annualized Rental Income	
2015	826	\$	10,204	32.3%	2.7%	
2016	524		4,896	15.5%	1.3%	
2017	485		5,516	17.5%	1.4%	
2018	203		1,835	5.8%	0.5%	
2019	283		3,123	9.9%	0.8%	
Thereafter	424		6,004	19.0%	1.6%	
Total	2,745	\$	31,578	100.0%	8.3%	
		South	n Florida			
			Annualized		% of Total Annualized	
Year of Lease Expiration	Leased Square Footage		Rental Income	%	Rental Income	
2015	1,137	\$	9,884	29.2%	2.6%	
2016	885		8,369	24.7%	2.2%	
2017	718		7,012	20.7%	1.8%	
2018	381		4,265	12.6%	1.1%	
2019	140		1,606	4.8%	0.4%	
Thereafter	261		2,694	8.0%	0.7%	
Total	3,522	\$	33,830	100.0%	8.8%	
		Norther	n Virginia			
Year of Lease Expiration	Leased Square Footage	Annualized Rental Income		%	% of Total Annualized Rental Income	
2015	862	\$	16,511	19.5%	4.3%	
2016	1,017	т	23,241	27.5%	6.1%	
2017	579		13,504	16.0%	3.5%	
2018	300		8,237	9.8%	2.1%	
2019	311		7,700	9.1%	2.0%	
Thereafter	618		15,279	18.1%	4.0%	
Total	3,687	\$	84,472	100.0%	22.0%	

		Ma	ryland			
Year of Lease Expiration	Leased Square Footage		Annualized Rental Income	%	% of Total Annualized Rental Income	
2015	486	\$	10,933	21.2%	2.9%	
2016	540		12,803	24.9%	3.3%	
2017	269		6,383	12.4%	1.7%	
2018	348		8,890	17.3%	2.3%	
2019	221		4,885	9.5%	1.3%	
Thereafter	257		7,576	14.7%	2.0%	
Total	2,121	\$	51,470	100.0%	13.5%	
		Was	hington			
			Annualized		% of Total Annualized	
Year of Lease Expiration	Leased Square Footage		Rental Income	%	Rental Income	
2015	363	\$	5,027	32.0%	1.3%	
2016	170		2,675	17.0%	0.7%	
2017	304		2,522	16.1%	0.7%	
2018	117		1,484	9.4%	0.4%	
2019	183		1,562	9.9%	0.4%	
Thereafter	256		2,443	15.6%	0.6%	
Total	1,393	\$	15,713	100.0%	4.1%	
		Total	Portfolio			
Year of Lease Expiration	Leased Square Footage	Annualized Rental Income		%	% of Total Annualized Rental Income	
2015	7,196	\$	98,804	25.8%	25.8%	
2016	5,997	-	87,679	22.9%	22.9%	
2017	4,268		60,474	15.8%	15.8%	
2018	2,540		41,248	10.7%	10.7%	
2019	2,794		38,027	9.9%	9.9%	
Thereafter	3,354		57,028	14.9%	14.9%	
Total	26,149	\$	383,260	100.0%	100.0%	

	Lease Expira	ations - Larg	ge Tenant Portfolio			
Year of Lease Expiration	Leased Square Footage		Annualized ental Income	%	% of Total Annualized Rental Income	
2015	3,971	\$	48,900	19.8%	12.8%	
2016	3,824		50,880	20.5%	13.3%	
2017	3,064		38,974	15.7%	10.2%	
2018	1,935		29,841	12.1%	7.8%	
2019	2,330		28,443	11.5%	7.4%	
Thereafter	3,111		50,587	20.4%	13.2%	
Total	18,235	\$	247,625	100.0%	64.7%	
	Lease Expira	ations - Sma	ll Tenant Portfolio			
			Annualized		% of Total Annualized	
Year of Lease Expiration	Leased Square Footage	R	ental Income	%	Rental Income	
2015	3,225	\$	49,904	36.8%	13.0%	
2016	2,173		36,799	27.1%	9.6%	
2017	1,204		21,500	15.9%	5.6%	
2018	605		11,407	8.4%	2.9%	
2019	464		9,584	7.1%	2.5%	
Thereafter	243		6,441	4.7%	1.7%	
Total	7,914	\$	135,635	100.0%	35.3%	
	Lease Ex	xpirations -	Total Portfolio			
			Annualized		% of Total Annualized	
Year of Lease Expiration	Leased Square Footage	R	ental Income	%	Rental Income	
2015	7,196	\$	98,804	25.8%	25.8%	
2016	5,997		87,679	22.9%	22.9%	
2017	4,268		60,474	15.8%	15.8%	
2018	2,540		41,248	10.7%	10.7%	
2019	2,794		38,027	9.9%	9.9%	
Thereafter	3,354		57,028	14.9%	14.9%	
Total	26,149	\$	383,260	100.0%	100.0%	

#### PS BUSINESS PARKS, INC. QUARTER TO DATE PRODUCTION STATISTICS - TOTAL PORTFOLIO <sup>(1)</sup> December 31, 2014

	Leasing Volume 4th Quarter	Leasing Volume YTD	Tenant Retention 4th Quarter	Tenant Retention YTD	Rental Rate Change <sup>(2)</sup> 4th Quarter	Rental Rate Change <sup>(2)</sup> YTD
Maryland	108,000	490,000	76.8%	77.1%	-5.4%	-6.1%
Northern Virginia	269,000	1,236,000	53.9%	71.2%	-7.3%	-8.7%
San Diego County	122,000	362,000	61.4%	59.9%	1.6%	0.8%
Orange County	185,000	671,000	42.2%	57.4%	0.3%	-1.7%
Los Angeles County	188,000	749,000	73.8%	63.2%	1.8%	3.3%
South Florida	379,000	1,246,000	46.0%	56.5%	10.7%	5.0%
Austin	55,000	503,000	71.9%	78.0%	21.5%	7.8%
Dallas	346,000	886,000	74.9%	65.8%	8.0%	5.7%
Seattle	73,000	434,000	46.0%	64.4%	14.0%	4.2%
Northern California	278,000	1,982,000	60.0%	63.1%	9.4%	7.3%
Company Totals	2,003,000	8,559,000	57.6%	64.5%	2.9%	0.5%

<sup>(1)</sup> Excludes assets held for sale or sold.

<sup>(2)</sup> Rental rate change is computed by taking the percentage difference between outgoing rents and incoming rents for leases executed during the period. Leases executed on spaces vacant for more than the preceding twelve months have been excluded.