

# Investor Presentation

February 2024





# **Legal Disclaimer**

This Investor Presentation includes "forward-looking statements" which reflect Orion Office REIT Inc.'s (the "Company", "Orion", "we", or "us") expectations and projections regarding future events and plans, future financial condition, results of operations, liquidity and business, including leasing and occupancy, acquisitions, dispositions, rent receipts, expected borrowings and financing costs and the payment of future dividends. Generally, the words "anticipates," "assumes," "believes," "continues," "could," "estimates," "expects," "goals," "intends," "may," "plans," "projects," "seeks," "should," "targets," "will," "guidance," variations of such words and similar expressions identify forward-looking statements. These forward-looking statements are based on information currently available to us and involve a number of known and unknown assumptions and risks, uncertainties and other factors, which may be difficult to predict and beyond the Company's control, that could cause actual events and plans or could cause our business, financial condition, liquidity and results of operations to differ materially from those expressed or implied in the Company's forward-looking statements. These factors include, among other things, those discussed under "Forward-Looking Statements" and "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, and other filings with the Securities and Exchange Commission. Information regarding historical rent collections should not serve as an indication of future rent collection. We disclaim any obligation to publicly update or revise any forward-looking statements, whether as a result of changes in underlying assumptions or factors, new information, future events or otherwise, except as may be required by law.

This Investor Presentation includes a summary of various financial and operating information contained in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2023, and other filings with the Securities and Exchange Commission. You should carefully review the information contained in the Company's filings with the Securities and Exchange Commission in conjunction with the financial and operating information in this Investor Presentation.

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### **Tenants, Trademarks and Logos**

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# The Orion Office REIT Story

### History

- Spun off from Realty Income following the merger of VEREIT with Realty Income
- Orion Portfolio comprised of substantially all the office properties of both companies
- High-quality core portfolio including headquarters and solid operating properties on long leases was mixed with vacant properties, properties on short leases and other properties identified as non-core

# Property Type and Management

- Primarily focused on single-tenant net lease office in attractive suburban markets, that are experiencing economic and population growth or where we believe dynamics will lead to rising rents
- Internally managed by an experienced team with deep knowledge of the portfolio and a public market track record of successfully acquiring and managing this property type

# **Investment Objectives**

- Stabilize and reduce exposure to generic office space while recycling capital into our target sectors, including
  government buildings or buildings that include medical office, laboratory, research and development, or flex
  operations that tenants are more likely to occupy fully than generic offices
- Maintain a low-leveraged balance sheet suited to support Orion's growth objectives
- Grow organically via targeted dispositions combined with active portfolio management and acquisition of assets in our target sector that produce attractive, risk-adjusted yields



# Proven Leadership

Seasoned leadership team with significant net lease and public REIT experience









### **Paul McDowell**

CHIEF EXECUTIVE OFFICER, DIRECTOR

- Executive Vice President and COO of VEREIT, Inc. from 2015 to 2021
- Founder of CapLease, a former publicly-traded net lease REIT, and Chief Executive Officer from 2001 to 2013
  - Elected Chairman of the Board in December 2007
- Corporate Counsel for Sumitomo Corporation of America from 1991 to 1994
- Associate in the corporate department of Boston law firm Nutter, McClennen & Fish LLP from 1987 to 1990

### **Gavin Brandon**

EVP, CHIEF FINANCIAL OFFICER

- Chief Accounting Officer of VEREIT, Inc. from 2014 to 2021
- Chief Financial Officer for three publicly registered, non-listed Office and Industrial REITs, Cole Credit Income Trust, Inc., Cole Credit Income Trust II, Inc. and Cole Credit Property Trust II, Inc.
- Spent nine years with Deloitte & Touche LLP, most recently as a senior manager in the firm's national office within real estate services
- Certified Public Accountant

### **Chris Day**

EVP, CHIEF OPERATING OFFICER

- Senior Vice President, Head of Portfolio and Retail Asset Management at VEREIT, Inc. from 2018 to 2021
- Vice President of Underwriting at VEREIT, where he was part of a team that underwrote approximately \$25 billion of closed acquisitions from 2007 to 2017
- Prior to VEREIT, served as a Finance Associate for Corporex Companies, a privately held real estate investment company

### **Gary Landriau**

**EVP, CHIEF INVESTMENT OFFICER** 

- Head of Office and Industrial Asset Management at VEREIT, Inc. from 2014 to 2021, where he focused on identifying, managing and mitigating risk across the office and industrial portfolios
- Directed and closed 160 leases involving more than 20 million rentable square feet and led transactions to sell nearly \$400 million of assets
- Prior to VEREIT, worked at CapLease and Prudential Realty Group where he negotiated and closed transactions worth several billion dollars in the office, industrial and retail sectors

### **Paul Hughes**

**GENERAL COUNSEL AND SECRETARY** 

- General Counsel and Secretary of Hospitality Investors Trust, Inc. from 2017 to 2021
- Senior Vice President, Counsel -Hospitality at AR Global from 2013 to 2017
- Vice President, General Counsel and Corporate Secretary of CapLease from 2005 to 2013
- Attorney practicing in area of corporate and securities matters at Hunton & Williams LLP (now Hunton Andrews Kurth LLP) (2000 to 2005), Parker Chapin LLP (now Troutman Pepper LLP) (1997 to 2000)
- Certified Public Accountant and employed by Grant Thornton LLP from 1989 to 1997

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### **Board of Directors**

In addition to Paul McDowell, Orion's Board is comprised of four independent directors, each possessing diverse backgrounds with significant experience



### Reginald H. Gilyard

CHAIRMAN OF THE BOARD

#### **Current Roles**

- Boston Consulting Group: Senior Advisor
- First American Financial Corporation: Director
- CBRE, Group Inc.: Director
- Realty Income Corporation: Director

### History

- Argyros School of Business and **Economics at Chapman** University: Dean
- Boston Consulting Group: Partner and Managing Director
- U.S. Air Force Reserves: Major
- U.S. Air Force: Program Manager



### Kathleen R. Allen, Ph.D.

INDEPENDENT DIRECTOR

### **Current Roles**

- University of Southern California: Professor Emerita at the Marshall School of Business
- Principal and Director for a real estate investment and development company
- Board of Advisor for a life science company

### History

- Gentech Corporation: Co-founder and Chairwoman
- N2TEC Institute: Co-founder and Chief Executive Officer
- Department of Homeland Security: **Visiting Scholar**
- Realty Income Corporation: Director



### Richard J. Lieb

INDEPENDENT DIRECTOR

### **Current Roles**

- AvalonBay Communities, Inc.: Director
- Star Holdings: Trustee

### History

- Greenhill & Co.: Senior Advisor, Managing Director and Chairman of Real Estate, Chief Financial Officer, Head of Restructuring, Head of North American Corporate Advisory
- Goldman Sachs & Co.: Head of Real Estate Investment Banking
- CBL & Associates Properties, Inc.: Director
- Domio, Inc.: Advisory Director
- VEREIT, Inc.: Director iStar Inc.: Director



### **Gregory J. Whyte**

INDEPENDENT DIRECTOR

### **Current Roles**

- Realty Income Corporation: Chief Operating Officer
- Private real estate investor

### History

- TIER REIT, Inc.: Independent Director
- UBS Securities: Senior Advisor in the Real Estate, Leisure, and Lodging Investment Banking Group
- Morgan Stanley: Managing Director, Global Head of Real **Estate Equity Research**



### Paul McDowell

CHIEF EXECUTIVE OFFICER, DIRECTOR

#### **Current Roles**

Orion Office REIT: Chief Executive Officer, President and Director

### History

- VEREIT, Inc.: Executive Vice President and COO
- CapLease: Founder and Chief Executive Officer; Chairman of the **Board**
- Sumitomo Corporation of America: Corporate Counsel
- Nutter, McClennen & Fish: Associate, Corporate Department





Low Leverage, Ample Liquidity And Fully Developed Platform To Support Business Plan

**Experienced Team With Successful Track Record Of Acquiring, Managing And Selling Target Sectors Properties** 

Differentiated Opportunity To Selectively Invest In Target Sectors Assets At Attractive Risk-Adjusted Yields

Value Creation Through Asset Management, Selective Dispositions, Capital Recycling And Evaluation Of Acquisition Opportunities

Reduce Exposure to Generic Office Space While Recycling Capital Toward Target Sectors That We Expect To Perform Better Than Generic Office Over Time

Increase Exposure To Creditworthy Tenants On Long Net Leases To Reduce Portfolio Income Volatility



# Shifting Opportunity in Suburban Net Lease



For these reasons, Orion is focusing on assets where the tenant's operations require high workday building head count, the on-site operation is of high value to the tenant, continuing investment by tenant in the operation is likely, that we anticipate will create a relatively high likelihood of renewal at lease expiration

### **Target Sectors:**

- "Specialized office" such as laboratory, medical office, and flex/research and development have proven to be more durable tenants due to relatively high likelihood of renewal
- ✓ Federal, State and Local government tenants are generally less volatile than generic office tenants and deliver more durable income over time.
- ✓ The more "mission critical", and less generic the building use, the lower the risk for a landlord to encounter turnover. Companies whose employees can easily do their job from home are volatile office building tenants
- ✓ Stable markets with land constraints, continuous economic growth, a strong labor pool, and a tenant base committed to operating from office space produce represent attractive investment.



### Attractive Suburban Market Features

Focused on key suburban growth markets with strong fundamentals and demographic tailwinds

**Population Growth** 

Highly Educated Workforce

Office-Using Employment Growth

Limited New Office Supply

**Access to Mass Transit** 

Supply of Affordable Housing

Good Public School
Systems

Business-Friendly Tax and Regulatory Environments

**Attractive Climate** 



# **Portfolio Highlights**

Focused on building and maintaining a sustainable investment-grade tenant base

**75** 

**Wholly-Owned Properties** 

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Arch Street Joint Venture Properties

8,884

Rentable Square Feet (000s)

80.4%

Occupancy %

\$141,293

ABR (\$000s) (1)

\$15.90

ABR per Square Foot (1)

70.6%

Investment-Grade Tenancy (1)(2)

4.0 years

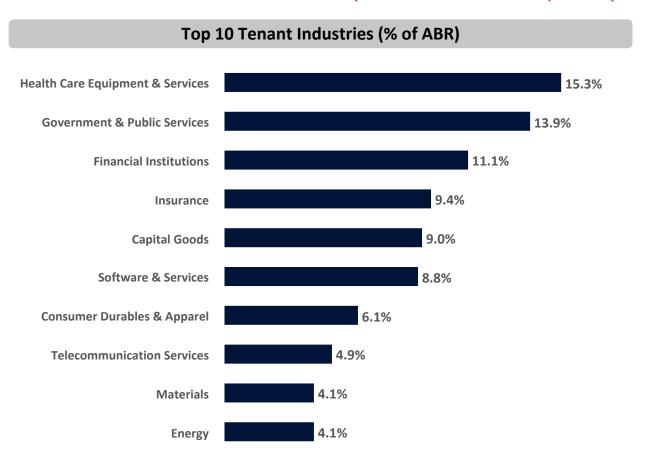
Wtd. Avg. Remaining Lease Term (1)(3)

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# Robust Industry and Tenant Diversification

Portfolio well-diversified across economically resilient industries and primarily investment-grade tenants



Top 10 Tenants (% of ABR)						
#	Tenant	Credit Rating (1)	% of ABR			
1	GSA	AA+	13.5%			
2	MERRILL 1999. A BANK OF AMERICA COMPANY	A-	8.8%			
3	HIGHMARK,	NR	6.0%			
4	RS∧	BBB	5.1%			
5	<b>Cigna</b>	A-	4.9%			
6	COTERRA	BBB	4.1%			
7	MDC HOLDINGS, INC.	BBB-	3.1%			
8	T Mobile	BBB	2.8%			
9	Charter	BB+	2.7%			
10	<b>Banner</b> Life	А	2.5%			
		Total Top 10	53.5%			

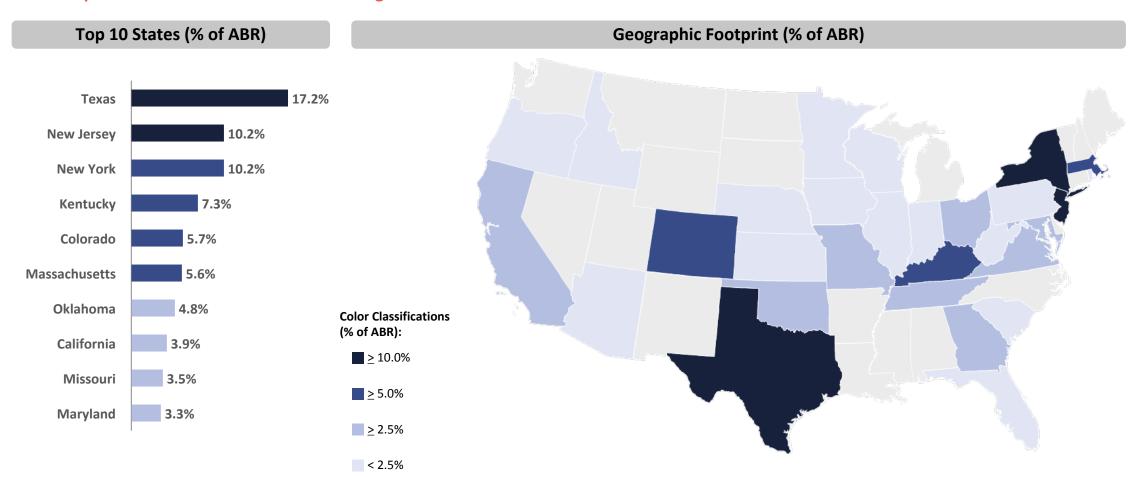
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# National Portfolio Well-Diversified by Geography

National portfolio with concentrations in strong suburban office markets



Source: Company data as of December 31, 2023.



# Case Study: Leasing

### **Value Creation through Dynamic Leasing Strategy**



- Property in Buffalo, NY MSA fully leased to privately owned IT industry company with 30,000 global employees and annual revenues in excess of \$50 billion under a legacy lease expiring in Q4 2023
- Facing low physical occupancy throughout the COVID-19 pandemic, the tenant and its real estate advisors surveyed the entire Buffalo marketplace in 2021/2022 seeking alternative office space containing 25-40% less rentable square footage
- Orion's older buildings offered a physical environment misaligned with the tenant's state of the art corporate headquarters location in California

Resolution

- Negotiated a substantial tenant improvement allowance to facilitate extensive upgrades to building systems and employee comfort
- Ultimately executed a fresh 10-year lease extension for 100% of the property with inplace tenant
- Lease includes a mechanism related to a small outbuilding on the site that allows for future contraction by the tenant but with very limited financial risk for ownership
- Base net rent generated by the property will increase by more than 30% upon commencement of the new lease

Benefits

- Property re-leased early on a long-term basis to a creditworthy tenant to serve as its East
   Coast sales and marketing hub
- Transaction requires substantial capital investment by Orion which, coupled with the tenant's own direct capital spend, will physically transform the building into a modern "workplace of the future" for corporate occupant
- Secured a sizable, 10-year office deal in an extremely difficult leasing environment
- Ownership avoids a major vacancy and the associated uncertainty, downtime, carrying and re-tenanting costs (i.e., risk)





# Key Value Creation Drivers to Spur Growth

Seek to generate growth via active asset management, portfolio optimization through capital recycling and pursuit of accretive acquisitions

# **Active Asset Management**

- In-house asset management allows control over entire leasing process
- Develop favorable relationships with tenants via visible and proactive asset management, property management and construction management contacts
- Drive leasing and renewal activity through active dialogue with tenants before lease expiration
- Maximize rental rates and minimize leasing costs with insight from dedicated in-house leasing team
- Provide leasing flexibility through potential multi-tenant conversions

# Capital Recycling

- Optimize overall portfolio quality through:
  - Sale of non-core properties and
  - Reinvestment of proceeds into core assets and assets that meet targeted investment criteria

# External Growth

- Leverage management team's extensive tenant relationships to create and structure off-market opportunities sale-leasebacks and build-to-suits
- Utilize marketed sourcing channels to uncover opportunities
- Evaluate one-off opportunities and portfolio transactions
- Leverage alternative sources of capital through the Arch Street Joint Venture



### **Arch Street Joint Venture**

The joint venture enhances portfolio quality, lowers cost of capital and provides an additional capital source

### **Joint Venture Highlights**

### Arch Street Credentials (1)

- Leading advisor to large international investors
- Advised \$9.7+ billion of transactions since inception
- 20 years of experience

### **Joint Venture Summary**

- Year Created: 2020 (Formed by VEREIT and Arch Street Capital Partners)
- Orion Ownership: 20%
- Interest Rate on Current Financing:
   Swapped to Fixed 5.19%



Peraton – Herndon, VA



Spire Energy – St. Louis, MO

Tenant	Location	Credit Rating <sup>(3)</sup>	Pro Rata SF (000s)	Pro Rata ABR (\$000s)	Pro Rata Debt (\$000s)
Schneider Electric	Foxboro, MA	A-	50	\$727	\$5,090
Sysmex	Lincolnshire, IL	NR	33	\$812	\$5,448
DHL	Westerville, OH	А	29	\$439	\$3,972
Peraton	Herndon, VA	В	33	\$1,155	\$6,000
Atlas Air	Erlanger, KY	NR	20	\$323	\$3,162
Spire Energy	St. Louis, MO	A-	26	\$394	\$3,660

Properties (2)



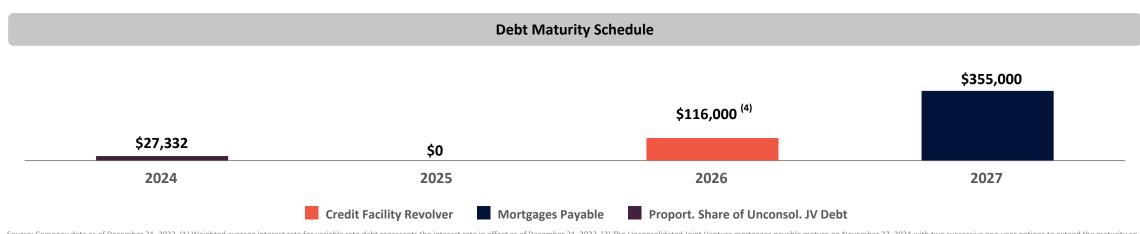
# **Balance Sheet Strategy**

### Balance sheet provides ample liquidity for potential growth

### Seeking to maintain a conservative leverage profile

- Conservative balance sheet strategy opens up access to multiple capital sources
- Opportunities for growth without an overreliance on the equity markets
- Net Debt Leverage Ratio of 28.5% as of December 31, 2023

Debt Capital Structure					
	Wtd. Avg. Maturity (Years)	Interest Rate <sup>(1)</sup>	12/31/2023 Balance (\$000s)		
Proportionate share of unconsolidated JV debt (2)	0.9	5.19%	\$27,332		
Mortgages payable <sup>(3)</sup>	3.1	4.97%	355,000		
Total secured debt	3.0	4.99%	\$382,332		
Total unsecured credit facility revolver (4)(5)	2.4	8.66%	\$116,000		
Total Principal Outstanding	2.8	5.84%	\$498.332		



Source: Company data as of December 31, 2023. (1) Weighted average interest rate for variable rate debt represents the interest rate in effect as of December 31, 2023. (2) The Unconsolidated Joint Venture mortgages payable mature on November 27, 2026 if certain financial and operating covenants and other customary conditions are satisfied. The Unconsolidated Joint Venture mortgages payable have a variable interest rate which is determined, at the election of the bars on the basis of Daily Simple SOFR or a base rate, in the case of a SOFR loan, plus 0.50% per annum; and in the case of a base rate loan, plus 0.50% per annum; and in the case of a base rate loan, plus 0.50% per annum, and in the case of a base rate loan, plus 0.50% per annum, and it is a variable rate debt represents the interest rate which is determined, at the election of the barrows assurance we will be able to satisfy the extension option, however, we cannot provide any assurance we will be able to satisfy the extension conditions. There was \$116.0 million outstanding on the credit facility revolver as of December 31, 2023 and it is a variable rate facility with the interest rate determined, at the election of the borrower, on the basis of Daily Simple SOFR, Term SOFR or a base rate, in the case of a base rate loan, plus 2.25% per annum. However, following the scheduled expiration of its swap agreements which effectively fixed the interest rate on the notional amount of \$40.0 million at 3.92% per annum until November 12, 2023, the Company entered into interest rate collar agreements on a total notional amount of \$60.0 million and \$40.00 million and \$40.



# 2023 Accomplishments

Ongoing portfolio transformation to establish a high-quality right-sized property base



- Leased more than 260,000 square feet of renewal, expansion and new leases during 2023 and executed more than 1.7
   million square feet since inception
  - Weighted average rental rate change on leasing activity was approximately 5% for activity during 2023
  - Entered into two long-term lease transactions with the United States Government subsequent to year end: a 17.0-year lease renewal for 9,000 square feet and a new 15.0-year lease for 86,000 square feet



- \$332.1 million of liquidity, comprised of \$23.1 million of cash and cash equivalents, including proportionate share of cash from the Arch Street Joint Venture, and \$309.0 million of available capacity on the revolving credit facility
- The Company closed an amendment of its credit agreement. Under the terms of the amendment, the Company used borrowings from its \$425.0 million-capacity credit facility revolver to repay and retire its \$175.0 million credit facility term loan. The amendment also provides the Company with the option to extend the credit facility revolver for an additional 18 months to May 12, 2026
- Net repayments of debt obligations of \$59.0 million were made during 2023, utilizing a combination of cash flows from operations and proceeds from real estate dispositions, for a total of \$149.0 million since inception



- Sold six vacant properties during 2023 for an aggregate gross sales price of \$25.4 million and 17 total properties since inception, totaling 1.8 million square feet and an aggregate gross sales price of \$58.5 million
- The Company has agreements currently in place to sell seven additional properties, representing 694,000 square feet, for an aggregate gross sale price of \$46.0 million, including the six property former Walgreens campus in Deerfield, IL



### **ESG Commitment**

Committed to fulfilling our responsibility as an outstanding corporate citizen

### **Our Commitment**

Committed to making **ESG** an integral component of our long-term strategy for the success of our company, as well as the communities and the tenants that we serve. We have adopted policies that outline our commitment to **ESG** oversight and programs driving environmental stewardship.



Committed to following environmentally friendly practices with regard to energy and water efficiency, alternative power sources, waste management and other initiatives that will help us and our tenants preserve and protect the environment.



Social Responsibility Our culture is driven by our team's connection to each other and the communities in which they live and work. **Community** partnerships give employees opportunities to effect positive change within our company, our industry and our communities.

### **Stakeholders**



Investors



Team



**Tenants** 



Community



Corporate
Governance &
Compliance

We are **committed to conducting business with integrity**. This core value is embedded in our culture and reflects our commitment to **conducting all of our activities in accordance with the highest ethical standards**, sound corporate governance policies and in compliance with all legal and regulatory requirements.



### Proven Investment Evaluation Framework

Guided by a four-pronged framework to assess investment opportunities



Utilize credit underwriting expertise to discern underlying credit quality of tenants

### **Suburban Market Features**

Analyze economic data to uncover markets with strong fundamentals and demographic tailwinds



### **Lease Characteristics**

Structure and review leases to ensure high-quality, durable cash flows to investors

### **Real Estate Attributes**

Evaluate underlying real estate quality including age, condition, location, and adaptability



# **Tenant Credit Underwriting**

Utilize a multi-faceted credit underwriting approach to diligently determine the underlying credit quality of every tenant

Conduct Independent Credit Analysis and
Determine Shadow Rating

Evaluate Credit Ratings From Major
Agencies (S&P and Moody's)

- Regularly Review Financial Statements and
  Other Disclosures
- Assess Competitive Position and Potential Business Risks

Evaluate Ownership Structure (Public, Private, Private Equity, etc.)

Monitor Regulatory News, Market Conditions, Tenant M&A and Capital Markets Activity



### **Real Estate Attributes**

Dedicated to acquiring properties with high-quality real estate characteristics

Real Estate Use	✓ Traditional office, governmental office, medical office, and office/flex properties
Location within Suburban Market	✓ Easy access to commuter routes and public transit
Leasing Track Record	✓ Expectation of "sticky" lease renewal or high likelihood of ability to backfill
Fungibility	✓ Ability to convert potential vacancy to other single-tenant or multi-tenant use
Parking	✓ Ample on-site parking, particularly where transit options are limited
Amenities	✓ On-site dining and fitness options, lobby/rooftop common area, walking trails, etc.
Workplace Productivity	✓ Modern floor plans configured to optimize collaboration and enhance employee productivity
ESG Compliant	✓ Compliant with Orion's ESG framework and additive to its ESG strategy