



**FOURTH QUARTER 2015**Supplemental Operating and Financial Data

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# **Company Today**



We are a two platform company — office and multi-family with a focus on owning assets in the Hudson River Waterfront area and other transit-based locations.

REIT publicly traded on NYSE ("CLI")

Substantial development opportunities for office

Apartment platform managed by Roseland Residential Trust ("RRT")

|                                       | <u>4Q 2015</u> | <u>3Q 2015</u> |
|---------------------------------------|----------------|----------------|
| Market capitalization:                | \$4.5 billion  | \$4.0 billion  |
| Square feet of office space:          | 24.2 million   | 24.0 million   |
| % leased for office:                  | 86.2%          | 85.8%          |
| GAAP rental rate roll-up              | 8.3%           | 6.6%           |
| Operating multi-family units:         | 5,644          | 5,644          |
| % leased for stabilized multi-family: | 93.1%          | 95.5%          |
| Sr. unsecured debt ratings:           |                |                |
| (S&P/Moody's/Fitch)                   | BBB-/Baa3/BB+  | BBB-/Baa3/BBB- |



333 Thornall Street, Edison, NJ (Acquired 4Q 2015)



3 Sylvan Way, Parsippany, NJ (Acquired 4Q 2015)



Harborside Plaza 5, Jersey City, NJ



RiversEdge at Port Imperial, Weehawken, NJ

## **Focus List**



## Our changes over the next 24 months

## **Completed/Underway (Generate Increased Cash Flow)**

- 1. Staffing levels reduced by 55 positions or \$8M, with continued focus
- 2. Cost of operations reduced by \$7.5M
- 3. G&A expense reduced by \$3M
- 4. In 2016 continued expense reductions as we reduce the size of the office platform

## Next 12 – 18 Months (Balance Sheet / Capital Expenditures / Long-term Cash Flow)

- 5. Increase occupancy 86.2% at 12/31/15 and project a clear path to 90% leased by year end 2016. Was 82.3% at 6/30/15 and 84.2% at 12/31/14
- 6. Extend credit facility and refinance debt for savings new 5-year term loan for \$350M at 3.12% closed in Jan '16
- 7. Planned dispositions \$750M of assets. \$400M expected to close by 6/30/16 and \$350M by 10/31/16
- 8. Reposition assets to "A" quality six major capital investment programs currently in place

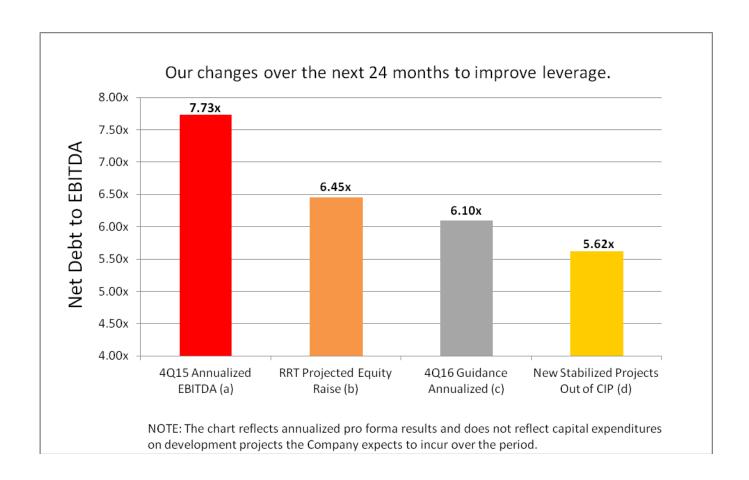
## 24 Months (Long-term Strategy Execution)

- 9. New capital investment we look for 6% initial yield and 11% IRR on new investments
- 10. Focus on our key markets exiting NYC, DC, etc.
- 11. Funding and growth of the Roseland operations in the market with Eastdil projecting \$350M equity raise by 6/30/16

## Focus List - Net Debt to EBITDA Business Plan Effect



The Company has a plan with multiple options regarding its Net Debt to EBITDA leverage ratio. The Company expects to take steps to reduce the ratio to a more conservative level.



<sup>(</sup>a) 4Q 2015 Annualized EBITDA is calculated by taking 4Q 2015 EBITDA multiplied by 4. Ratio reflects Net Debt of \$2,118,000 as of December 31, 2015. See calculation of EBITDA and Net Debt on page 13.

<sup>(</sup>b) Assumes successful equity raise for multi-family subsidiary, reducing Net Debt by \$350 million with estimated proceeds.

<sup>(</sup>c) Assumes successful lease up and expense savings, translating into estimated \$22 million in increased EBITDA.

<sup>(</sup>d) Assumes projects in construction at December 31, 2015 going into service and stabilizing at a 10% return on equity, translating into estimated \$25 million in increased EBITDA.

# **Focus List - 2017 Lease Expirations**



## 2017 is shaping up well to have excellent cash and GAAP results.

- 2017 Expirations total 3.6 million square feet, or 18% of leased space.
- We proactively engage significant tenants well in advance of expirations.
- 1.4 million square feet do not expire until the fourth quarter.
- Anticipate occupancy of approximately 89% at year-end 2016; at that level will backfill any vacant space quickly.
- Approximately 30% of 2017 expirations are on the Waterfront (1.1 million square feet).
- Quarter-by-quarter, Waterfront rents are increasing and concession packages reducing.
- As of September 30, 2015, our 2017 expirations totaled 3.764 million square feet. During the fourth quarter this number was reduced by 173,392 square feet to 3.591 million square feet, as follows:

| • | Renewal of Vonage America at 23 Main Street in Holmdel             | (350,000) |
|---|--|-----------|
| • | Expirations added through leasing transactions and early surrender | 145,262   |
| • | Expirations added through acquisition of 333 Thornall Street       | 31,346    |
|   |  | (173,392) |

## Following is our approach to remaining 2017 expirations:

- 3.6 million sf expiring
- (0.7) million sf in properties we plan to sell
- (0.4) million sf renewals we expect to finalize near-term in Core and Waterfront properties
- (0.8) million sf remaining on Waterfront, with a growing backlog of tenant demand
- (0.7) million sf Flex space, with historically high retention and occupancy rates
- 1.0 million sf remaining in Core suburban properties
- The 1.0 million square feet within a Core suburban portfolio of 9.4 million square feet represents a manageable 10% rollover in 2017.

# **Economic Incentives and Programs**



The State of New Jersey currently offers a compelling incentive program to attract and retain businesses in the State through its "Grow New Jersey" program. Below is a program summary and example of an incentive calculation.

#### **Grow N.I**

- Provides job-based tax credits for job creation and retention
- Tax credits of \$5,000 to \$9,750 per job/per year, for up to 10 years for new jobs to the state
- Limited to specific "Qualified Incentive Areas"
  - Urban Transit Hub municipalities ("UTH")
  - 'Mega projects'-logistics, manufacturing, energy, defense, or maritime businesses in a port district
  - Distressed municipalities
  - Projects in other priority areas
- Eligibility:
  - Minimum 35 new jobs and/or 50 retained jobs for most commercial projects

## **Example** — New Tenant to Jersey City

• New jobs at a 5 employees (EEs) per 1,000sf density

| # of         |                       | Starting    | Base                |
|--------------|-----------------------|-------------|---------------------|
| New EEs      | SF                    | Rental Rate | Rent/yr             |
|              | 60,000                | \$40/sf     | \$2,400,000         |
| 300          |                       |             | (2,400,000)         |
|              | e 0                   |             |                     |
| Base award ( | UTH)                  | \$5,00      | 00                  |
| Bonuses      |                       |             |                     |
| Within 0.5   | miles of transit stat | tion \$2,00 | 00                  |
| 251-400 jol  | os                    | 50          | 00                  |
| Targeted In  | dustry                | 5(          | <u>)0</u>           |
|              |                       | \$8,00      | 00 per job/per year |
|              |                       | or          |                     |
|              | 00 per year           |             |                     |
|              |                       |             |                     |

- If occupancy is higher than 5 EEs per 1,000sf, the tenant receives the further benefit, which adds to their NOI
- Award based on targeted industry
- Tenant must commit to 1.5 years of term to qualify for 1 year of benefit
- Urban Transit Hub location
- Doesn't include increases in fixed rent or additional rent payable under the lease
- Retention benefit could be substantially less than as illustrated

#### **Spotlight on Results**

#### **Operating Highlights**

Funds from operations (FFO) for the quarter ended December 31, 2015 amounted to \$46.9 million, or \$0.47 per share, as compared to \$34.1 million, or \$0.34 per share, for the quarter ended December 31, 2014. For the year ended December 31, 2015, FFO equaled \$188.1 million, or \$1.88 per share, as compared to \$162.7 million, or \$1.63 per share, for the same period last year. For the current quarter compared to the fourth quarter last year, the increase in FFO per share resulted primarily from severance costs of \$0.13 in 2014. This results in Core FFO per diluted share for the current quarter of \$0.47 versus \$0.47 for the prior year period after selling \$95 million of assets during 2015.

Net income (loss) available to common shareholders for the quarter ended December 31, 2015 amounted to \$(31.7) million, or \$(0.35) per share, as compared to \$(9.2) million, or \$(0.10) per share, for the quarter ended December 31, 2014. For the year ended December 31, 2015, net income (loss) available to common shareholders equaled \$(125.8) million, or \$(1.41) per share, as compared to \$28.6 million, or \$0.32 per share, for the same period last year. Included in net loss for the quarter and year ended December 31, 2015 was \$33.7 million and \$197.9 million, respectively, of impairments charges taken on properties currently held and used which the Company intends to sell as part of its recently-announced strategic initiative. All per share amounts presented above are on a diluted basis.

Mack-Cali's consolidated commercial in-service portfolio was 86.2 percent leased at December 31, 2015, as compared to 85.8 percent leased at September 30, 2015 and 82.3 percent leased at June 30, 2015.

For the quarter ended December 31, 2015, the Company executed 88 leases at its consolidated in-service commercial portfolio totaling 898,507 square feet. Of these totals, 179,240 square feet were for new leases and 719,267 square feet were for lease renewals and other tenant retention transactions. Lease transactions included 712,677 square feet in Core properties, 11,064 square feet in Waterfront properties, 122,673 square feet in Flex properties and 52,093 square feet in Non-Core properties.

#### **Acquisitions**

In November 2015, the Company acquired 333 Thornall Street in Edison, New Jersey, a Class A 196,128 square-foot office building located in Metropark, a major transit hub. The purchase price was approximately \$53.1 million. The property is approximately 96 percent leased. Adjacent to the Company's 343 Thornall Street building, the acquisition will be combined into a two-building complex.

In December, the Company acquired 3 Sylvan Way, a vacant 147,241-square-foot, three story, Class A office building located in Parsippany, New Jersey. This acquisition enhances the company's holdings at the 600-acre Mack-Cali Business Campus, which includes 15 Class A office properties totaling approximately 2.1 million square feet of space.

#### **Rental Property Sales/Dispositions**

(dollars in thousands)

#### For the year ended December 31, 2015

|              |                            |                           |           | Rentable |               |              |                |
|--------------|----------------------------|---------------------------|-----------|----------|---------------|--------------|----------------|
| Sale         |                            |                           | # of      | Square   | Net Sales     | Realized     | Capitalization |
| Date         | Property/Address           | Location                  | Buildings | Feet     | Proceeds      | Gain         | Rate (a)       |
| 1/15/2015    | 1451 Metropolitan Drive    | West Deptford, New Jersey | 1         | 21,600   | \$<br>1,072   | \$<br>143    | (4.7)% (b)     |
| 5/27/2015    | 10 Independence Boulevard  | Warren, New Jersey        | 1         | 120,528  | 18,351 (c)    | 3,237        | n/a (c)        |
| 6/11/2015    | 4 Sylvan Way               | Parsippany, New Jersey    | 1         | 105,135  | 15,961 (c)    | 6,439        | n/a (c)        |
| 6/26/2015    | 14 Sylvan Way              | Parsippany, New Jersey    | 1         | 203,506  | 79,977        | 24,724       | 6.14%          |
| 7/21/2015    | 210 Clay Avenue            | Lyndhurst, New Jersey     | 1         | 121,203  | 14,766 (c)    | 9,564        | n/a (c)        |
| 8/24/2015    | 5 Becker Farm Road         | Roseland, New Jersey      | 1         | 118,343  | 18,129 (c)    | 9,154        | n/a (c)        |
|              |                            | •                         |           |          |               |              |                |
| Total Proper | ty Sales and Dispositions: |                           | 6         | 690,315  | \$<br>148,256 | \$<br>53,261 |                |

- (a) Capitalization rate is calculated by dividing the projected net operating income for the 12 months forward from the closing date by the gross sales price.
- (b) This property was vacant when sold.
- (c) The Company transferred the deeds for these properties to the lender in satisfaction of its mortgage loan obligations totaling \$59.7 million.

### **Spotlight on Leasing - Year in Review**

#### **Consolidated Commercial Leasing Summary**

#### Portfolio Summary

(as of December 31, 2015)

| Number of buildings | 217        |
|---------------------|------------|
| Total square feet   | 24,211,880 |
| Square feet leased  | 20,865,233 |
| Square feet vacant  | 3,346,647  |
| Number of tenants   | 1,611      |

#### **Leasing Transactions - 2015 (by type)**

|            |             |             |            |                    |                    |             |               | Weigh | ted  |    | Leasing |
|------------|-------------|-------------|------------|--------------------|--------------------|-------------|---------------|-------|------|----|---------|
|            | Number of   | Total       | Sq. Ft.    | Sq. Ft. Renewed    | Average            | Median V    | Veighted Avg. | A     | vg.  |    | Costs   |
|            | Transaction | Square Feet | New Leases | and Other Retained | <b>Square Feet</b> | Square Feet | Term (Yrs)    | F     | lent | PS | SF/Year |
|            |             |             |            |                    |                    |             |               |       |      |    |         |
| Core       | 214         | 2,084,495   | 514,680    | 1,569,815          | 9,741              | 3,448       | 6.2           | \$ 24 | 1.84 | \$ | 4.51    |
| Waterfront | 19          | 339,098     | 179,478    | 159,620            | 17,847             | 7,260       | 7.8           | 32    | 2.16 |    | 6.55    |
| Flex       | 101         | 917,019     | 202,606    | 714,413            | 9,079              | 5,850       | 3.8           | 1:    | 5.19 |    | 1.72    |
|            |             |             |            |                    |                    |             |               |       |      |    |         |
| Sub-Total  | 334         | 3,340,612   | 896,764    | 2,443,848          | 10,002             | 4,345       | 5.7           | 23    | 3.13 |    | 4.28    |
| Non-Core   | 109         | 649,484     | 134,709    | 514,775            | 5,959              | 2,538       | 3.3           | 2     | 7.09 |    | 2.48    |
|            |             |             |            |                    |                    |             |               |       |      |    |         |
| TOTALS     | 443         | 3,990,096   | 1,031,473  | 2,958,623          | 9,007              | 3,775       | 5.3           | \$ 23 | 3.77 | \$ | 4.10    |

#### **Leasing Transactions - 2015 (by new/renewal)**

|                      |              |              |             |             |             | _     | Weighted | Leasing      |
|----------------------|--------------|--------------|-------------|-------------|-------------|-------|----------|--------------|
|                      | Number of    | Percent of   |             | Average     | Median      | Term  | Avg Base | Costs        |
|                      | Transactions | Transactions | Square Feet | Square Feet | Square Feet | (Yrs) | Rent (a) | PSF/Year (b) |
|                      |              |              |             |             |             |       |          |              |
| New                  | 123          | 28 %         | 1,031,473   | 8,386       | 3,073       | 8.6   | \$ 23.57 | \$<br>5.27   |
| Renew/Other Retained | 320          | 72 %         | 2,958,623   | 9,246       | 3,951       | 4.2   | 23.84    | 3.22         |
|                      |              |              |             |             |             |       |          |              |
| TOTAL                | 443          | 100 %        | 3,990,096   | 9,007       | 3,775       | 5.3   | \$ 23.77 | \$<br>4.10   |

#### **Leasing Transactions - 2015 Rental Rate Roll Up/Down (by new/renewal)**

|                      |                | Number of    | Number of    | Number of    |       |
|----------------------|----------------|--------------|--------------|--------------|-------|
|                      | GAAP           | Transactions | Transactions | Transactions |       |
|                      | Roll Up/(Down) | Rolled Up    | Flat         | Rolled Down  | Total |
|                      |                |              |              |              |       |
| New                  | (0.5)%         | 34           | 1            | 31           | 66    |
| Renew/Other Retained | 5.0 %          | 166          | 35           | 71           | 272   |
|                      |                |              |              |              |       |
| TOTAL                | 4.4 %          | 200          | 36           | 102          | 338   |

<sup>(</sup>a) Equals triple net rent plus common area costs and real estate taxes, as applicable.

<sup>(</sup>b) Represents estimated workletter costs of \$64,152,511 and commissions of \$22,654,826 committed, but not necessarily expended, during the period for second generation space aggregating 3,990,096 square feet.

### **Spotlight on Leasing - Rollforwards**

(For the three months ended December 31, 2015

#### **Leasing Activity**

See detail on pages 26-27

Positive absorption through solid leasing velocity of almost 900,000 square feet contributed 30 basis points to the Company's increase in percent leased to 86.2 percent at year-end. Another 10 basis-point increase was realized through the acquisition of 333 Thornall Street in Edison, New Jersey. The 196,000-square-foot building, in transit-oriented Edison, NJ, is 95.6 percent leased.

|            |             |            | Sq. Ft.    |           |                |              |          | Net      |            | Sq. Ft.    |             |
|------------|-------------|------------|------------|-----------|----------------|--------------|----------|----------|------------|------------|-------------|
|            | Pct. Leased | Inventory  | Leased     | Inventory | Leased Sq. Ft. | Expiring/    | Incoming | Leasing  | Inventory  | Leased     | Pct. Leased |
|            | 9/30/2015   | 09/30/15   | 9/30/15    | Acquired  | Acquired       | Adj. Sq. Ft. | Sq. Ft.  | Activity | 12/31/15   | 12/31/15   | 12/31/15    |
|            |             |            |            |           |                |              |          |          |            |            |             |
| Core       | 87.3%       | 9,204,977  | 8,036,388  | 196,128   | 187,495        | (602,070)    | 712,677  | 110,607  | 9,401,105  | 8,334,490  | 88.7%       |
| Waterfront | 86.7%       | 4,317,978  | 3,744,230  | -         | -              | (11,064)     | 11,064   | -        | 4,317,978  | 3,744,230  | 86.7%       |
| Flex       | 91.9%       | 5,207,813  | 4,786,991  | -         | -              | (124,443)    | 122,673  | (1,770)  | 5,207,813  | 4,785,221  | 91.9%       |
|            |             |            |            |           |                |              |          |          |            |            |             |
| Sub-Total  | 88.5%       | 18,730,768 | 16,567,609 | 196,128   | 187,495        | (737,577)    | 846,414  | 108,837  | 18,926,896 | 16,863,941 | 89.1%       |
| Non-Core   | 76.3%       | 5,284,984  | 4,033,583  | -         | -              | (84,384)     | 52,093   | (32,291) | 5,284,984  | 4,001,292  | 75.7%       |
|            |             |            |            |           |                |              |          |          |            |            |             |
| TOTALS     | 85.8%       | 24,015,752 | 20,601,192 | 196,128   | 187,495        | (821,961)    | 898,507  | 76,546   | 24,211,880 | 20,865,233 | 86.2%       |

#### Percentage Leased

|            | ·         | Pct. Leased | Impact of         | Impact of        | Pct. Leased |
|------------|-----------|-------------|-------------------|------------------|-------------|
|            |           | 09/30/15    | Portfolio Changes | Leasing Activity | 12/31/15    |
|            |           |             |                   |                  |             |
| Core       |           | 87.3%       | 0.2%              | 1.2%             | 88.7%       |
| Waterfront |           | 86.7%       | 0.0%              | 0.0%             | 86.7%       |
| Flex       |           | 91.9%       | 0.0%              | 0.0%             | 91.9%       |
|            |           |             |                   |                  |             |
|            | Sub-Total | 88.5%       | 0.1%              | 0.5%             | 89.1%       |
| Non-Core   |           | 76.3%       | 0.0%              | (0.6%)           | 75.7%       |
|            |           |             |                   |                  |             |
|            | TOTALS    | 85.8%       | 0.1%              | 0.3%             | 86.2%       |

"Core" - Long-term hold office properties (excluding Waterfront locations)

"Waterfront" - Office assets located on NJ Hudson River waterfront

"Flex" Non-office commercial assets, primarily office/flex properties

"Non-Core" - Properties designated for eventual sale/disposition or repositioning

## **Spotlight on Leasing - Quarter Stats**

(For the three months ended December 31, 2015)

#### **Summary of Leasing Transaction Activity**

See detail on page 28

|            |              |         |            | Sq. Ft.   |             |             |             | Wtd.        | Wtd. Avg.  |
|------------|--------------|---------|------------|-----------|-------------|-------------|-------------|-------------|------------|
|            |              |         |            | Renewed   |             |             |             | Avg.        | Costs Per  |
|            | Number of    | Total   | Sq. Ft.    | and Other | Average     | Median      | Wtd. Avg.   | Base        | Sq. Ft.    |
|            | Transactions | Sq. Ft. | New Leases | Retained  | Square Feet | Square Feet | Term (Yrs.) | Rent        | Per Year   |
|            |              |         |            |           |             |             |             |             |            |
| Core       | 52           | 712,677 | 114,278    | 598,399   | 13,705      | 3,903       | 6.0         | \$<br>21.14 | \$<br>4.24 |
| Waterfront | 1            | 11,064  | 11,064     | -         | 11,064      | 11,064      | 8.3         | 36.24       | 4.19       |
| Flex       | 21           | 122,673 | 42,041     | 80,632    | 5,842       | 3,110       | 3.5         | 13.69       | 1.83       |
|            |              |         |            |           |             |             |             |             |            |
| Sub-Total  | 74           | 846,414 | 167,383    | 679,031   | 11,438      | 3,903       | 5.7         | 20.26       | 4.03       |
| Non-Core   | 14           | 52,093  | 11,857     | 40,236    | 3,721       | 2,426       | 5.0         | 27.33       | 4.43       |
|            |              |         |            |           |             |             |             |             |            |
| TOTALS     | 88           | 898,507 | 179,240    | 719,267   | 10,210      | 3,775       | 5.7         | \$<br>20.67 | \$<br>4.05 |

#### **Summary of Lease Expirations**

(as of December 31, 2015)

See detail on pages 33-40

|               |           | Net Rentable | Pct of Leased | Annualized        | Avg.        | Pct of     |
|---------------|-----------|--------------|---------------|-------------------|-------------|------------|
|               | Number of | Area of      | Sq. Ft.       | Base Rental       | Annualized  | Annualized |
| Year of       | Leases    | Leases       | Leases        | Revenue           | Base Rent   | Base Rent  |
| Expiration    | Expiring  | Expiring     | Expiring      | Expiring          | Per Sq. Ft. | Expiring   |
|               |           |              |               |                   |             |            |
| 2016          | 267       | 1,572,681    | 7.7           | \$<br>36,045,597  | \$<br>22.92 | 7.3        |
| 2017          | 329       | 3,591,173    | 17.6          | 90,429,372        | 25.18       | 18.3       |
| 2018          | 297       | 2,893,301    | 14.2          | 66,931,429        | 23.13       | 13.5       |
| 2019          | 252       | 2,459,708    | 12.1          | 53,078,243        | 21.58       | 10.7       |
| 2020          | 218       | 1,748,600    | 8.6           | 38,862,232        | 22.22       | 7.9        |
| 2021 & beyond | 505       | 8,106,904    | 39.8          | 209,079,163       | 25.79       | 42.3       |
| -             |           |              |               |                   |             |            |
| TOTALS        | 1,868     | 20,372,367   | 100.0         | \$<br>494,426,036 | \$<br>24.27 | 100.0      |

## **Spotlight on Leasing - Rental Rate Effects**

(for the year ended December 31, 2015)

The following schedule sets forth the percentage change in GAAP rent for transactions signed within the period. Transactions signed for space which has been vacant for longer than twelve months are excluded.

|            | Transaction Type     | 1st Qtr '15 | 2nd Qtr '15 | 3rd Qtr '15 | 4th Qtr '15 | Wtd. Average - 2015 |
|------------|----------------------|-------------|-------------|-------------|-------------|---------------------|
| <u> </u>   | Transaction Type     | 18t Qti 13  | 2na Qu 13   | 31d Qti 13  | 401 Qti 13  | With Average - 2013 |
| Core       |                      |             |             |             |             |                     |
| 0010       | New                  | (11.2%)     | (5.9%)      | (4.4%)      | 0.2%        | (5.1%)              |
|            | Renew/Other Retained | (2.5%)      | 6.0%        | 0.8%        | 8.9%        | 5.2%                |
|            |                      |             |             |             |             |                     |
|            | Weighted Average     | (5.1%)      | 5.8%        | (0.7%)      | 7.9%        | 3.8%                |
|            |                      |             |             |             |             |                     |
| Vaterfront |                      |             |             |             |             |                     |
|            | New                  | (8.4%)      | n/a         | n/a         | 4.5%        | 2.4%                |
|            | Renew/Other Retained | (8.9%)      | 14.9%       | 21.7%       | n/a         | 11.6%               |
|            |                      | (0.024)     | 44.004      | 24.50       |             | 10.40               |
|            | Weighted Average     | (8.8%)      | 14.9%       | 21.7%       | 4.5%        | 10.6%               |
|            |                      |             |             |             |             |                     |
| Flex       | New                  | (10.1%)     | (0.7%)      | 36.3%       | 20.6%       | 14.7%               |
|            | Renew/Other Retained | 1.1%        | 5.4%        | 2.5%        | 9.3%        | 4.5%                |
|            |                      |             |             |             |             |                     |
|            | Weighted Average     | (0.5%)      | 5.1%        | 9.9%        | 11.2%       | 5.6%                |
|            |                      |             |             |             |             |                     |
| Sub-Total  | New                  | (10.9%)     | (3.1%)      | 2.5%        | 3.1%        | (1.1%)              |
|            | Renew/Other Retained | (2.5%)      | 6.4%        | 5.0%        | 8.9%        | 5.6%                |
|            |                      |             |             |             |             |                     |
|            | Weighted Average     | (4.4%)      | 6.2%        | 4.4%        | 8.1%        | 4.7%                |
|            |                      |             |             |             |             |                     |
| Non-Core   | New                  | (1.0%)      | 4.1%        | 5.8%        | 10.9%       | 2.3%                |
|            | Renew/Other Retained | (6.3%)      | (2.0%)      | 11.4%       | 11.0%       | 3.1%                |
|            |                      |             |             |             |             |                     |
|            | Weighted Average     | (5.3%)      | (1.4%)      | 11.2%       | 11.0%       | 3.0%                |
|            |                      |             |             |             |             |                     |
| TOTAL      | New                  | (8.2%)      | 0.9%        | 2.8%        | 3.2%        | (0.5%)              |
|            | Renew/Other Retained | (3.7%)      | 4.8%        | 7.3%        | 9.0%        | 5.0%                |
|            |                      |             |             |             |             |                     |
|            | Weighted Average     | (4.7%)      | 4.6%        | 6.6%        | 8.3%        | 4.4%                |

### **Spotlight on Earnings - FFO, Core FFO & AFFO**

(in thousands, except per share/unit amounts) (unaudited)

Core FFO per share for 4Q-15 was \$0.47, same as 4Q-14, even with the sale of \$95 million in assets over the past year.

|  |          | Т         | hree Months End | ded       |           |           | Year Ended   |          |
|--|----------|-----------|-----------------|-----------|-----------|-----------|--------------|----------|
|  |          |           | December 31,    |           |           |           | December 31, |          |
|  |          | 2015      |                 | 2014      |           | 2015      |              | 201      |
| Net income (loss) available to common shareholders   | \$       | (31,718)  | \$              | (9,240)   | \$        | (125,752) | \$           | 28,56    |
| Add (deduct): Noncontrolling interest in Operating Partnership                                 |          | (3,795)   |                 | (1,152)   |           | (15,256)  |              | 3,60     |
| Real estate-related depreciation and amortization on continuing operations (a)                 |          | 48,707    |                 | 44,529    |           | 190,875   |              | 185,33   |
| Impairments  |          | 33,743    |                 | -         |           | 197,919   |              |          |
| Deduct: Realized (gains) losses and unrealized losses on disposition of rental property, net   |          | -         |                 | -         |           | (53,261)  |              | (54,848  |
| Gain on sale of investment in unconsolidated joint ventures                                    |          | -         |                 | -         |           | (6,448)   |              |          |
| Funds from operations available to common shareholders (b)                                     | \$       | 46,937    | \$              | 34,137    | <u>\$</u> | 188,077   | \$           | 162,666  |
| Add:   |          |           |                 |           |           |           |              |          |
| Acquisition-related costs  | \$       | 1,449     | \$              | 175       | \$        | 1,560     | \$           | 2,11     |
| Severance/separation costs   |          | -         |                 | 12,791    |           | 2,000     |              | 23,77    |
| Net effect of unusual electricity rate spikes  |          | _         |                 | ,         |           | -,        |              | 4,84     |
| Deduct:  |          |           |                 |           |           |           |              | 1,01     |
| Net real estate tax appeal proceeds  |          | (808)     |                 | _         |           | (5,000)   |              |          |
| Equity in earnings from J.V. refinancing proceeds  |          | (000)     |                 |           |           | (3,700)   |              |          |
| Core FFO   | \$       | 47,578    | \$              | 47,103    | \$        | 182,937   | \$           | 193,39   |
| Core FFO   | Φ        | 47,576    | Į.              | 47,103    | Φ         | 102,937   | Ţ.           | 193,39   |
| Add (Deduct) Non-Cash Items:   | 4        | (2.27.6)  |                 | (50.5)    | Φ.        | (4.500)   | 4            | (5.51a   |
| Straight-line rent adjustments (c)   | \$       | (3,256)   | \$              | (526)     | \$        | (4,592)   | \$           | (5,713   |
| Amortization of market lease intangibles, net (d)  |          | (35)      |                 | (263)     |           | (587)     |              | (1,165   |
| Amortization of stock compensation   |          | 820       |                 | 4,755     |           | 2,616     |              | 11,50    |
| Non real estate depreciation and amortization  |          | 232       |                 | 575       |           | 954       |              | 840      |
| Amortization of debt discount/(premium) and mark-to-market, net                                |          | 594       |                 | 1,005     |           | 3,386     |              | 6,50     |
| Amortization of deferred financing costs   |          | 944       |                 | 968       |           | 3,790     |              | 3,27     |
| Deduct:  |          |           |                 |           |           |           |              |          |
| Non-incremental revenue generating capital expenditures:                                       |          |           |                 |           |           |           |              |          |
| Building improvements  |          | (8,954)   |                 | (14,468)  |           | (29,147)  |              | (27,731  |
| Tenant improvements and leasing commissions (e)  |          | (8,488)   |                 | (9,697)   |           | (27,705)  |              | (42,917  |
| Tenant improvements and leasing commissions on space vacant for more than one year             |          | (10,928)  |                 | (7,160)   |           | (35,727)  |              | (27,851  |
| Adjusted FFO (b)   | \$       | 18,507    | \$              | 22,292    | \$        | 95,925    | \$           | 110,14   |
|  |          |           |                 | ·         |           |           |              |          |
| Core FFO (calculated above)  | \$       | 47,578    | \$              | 47,103    | \$        | 182,937   | \$           | 193,39   |
| Deduct:  |          | 449       |                 | 262       |           | 2 172     |              | 2,42     |
| Equity in earnings (loss) of unconsolidated joint ventures                                     |          |           |                 | 363       |           | 3,172     |              | ,        |
| Equity in earnings share of depreciation and amortization                                      |          | (5,818)   |                 | (4,293)   |           | (21,647)  |              | (13,689  |
| Add-back:  |          | 24.274    |                 | 25.420    |           | 100.051   |              | 112.05   |
| Interest expense   |          | 24,374    |                 | 27,420    |           | 103,051   |              | 112,87   |
| Recurring JV distributions   |          | 2,350     |                 | 2,249     |           | 7,916     |              | 10,78    |
| Income (loss) in non-controlling interest in consolidated joint ventures                       |          | (446)     |                 | (21)      |           | (1,028)   |              | 773      |
| EBITDA   | \$       | 68,487    | \$              | 72,821    | \$        | 274,401   | \$           | 306,56   |
| Net debt at period end (g)   | \$       | 2,117,843 | \$              | 2,059,105 | \$        | 2,117,843 | \$           | 2,059,10 |
| Net debt to EBITDA (h)   |          | 7.7       |                 | 7.1       |           | 7.7       |              | 6.       |
| Diluted weighted average shares/units outstanding (f)  |          | 100,180   |                 | 100,130   |           | 100,222   |              | 100,04   |
| Funds from operations per share-diluted  | \$       | 0.47      | \$              | 0.34      | \$        | 1.88      | \$           | 1.6      |
| Core Funds from Operations per share/unit-diluted  | \$       | 0.47      | \$              | 0.47      | \$        | 1.83      | \$<br>\$     | 1.9      |
| Core Adjusted Funds from Operations per share/unit-diluted                                     | \$<br>\$ | 0.47      | \$              | 0.47      | \$<br>\$  | 0.96      | \$           | 1.9      |
| Core Adjusted Funds from Operations per snare/unit-diluted Dividends declared per common share | \$<br>\$ | 0.18      | \$              | 0.22      | \$        | 0.96      | \$           | 0.7      |
|  |          |           |                 |           |           |           |              | () '/    |

Mack-Cali Realty Corporation Supplemental Operating and Financial Data for the Quarter Ended December 31, 2015

### **Spotlight on Earnings - FFO, Core FFO & AFFO Footnotes**

#### **Footnotes to prior page:**

- (a) Includes the Company's share from unconsolidated joint ventures of \$5,818 and \$4,293 for the three months ended December 31, 2015 and 2014, respectively, and \$21,647 and \$13,689 for the years ended December 31, 2015 and 2014, respectively. Excludes non-real estate-related depreciation and amortization of \$81 and \$83 for the three months ended December 31, 2015 and 2014, respectively, and \$350 and \$348 for the years ended December 31, 2015 and 2014, respectively, and depreciation expense allocable to the Company's noncontrolling interest in consolidated joint ventures of \$151 and \$492 for the three months ended December 31, 2015 and 2014, respectively, and \$604 and \$492 for the years ended December 31, 2015 and 2014, respectively.
- (b) Funds from operations is calculated in accordance with the definition of FFO of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO, Core FFO and AFFO" on page 41.
- (c) Includes the Company's share from unconsolidated joint ventures of \$585 and \$125 for the three months ended December 31, 2015 and 2014, respectively, and \$1,261 and \$137 for the years ended December 31, 2015 and 2014, respectively.
- (d) Includes the Company's share from unconsolidated joint ventures of \$95 and \$124 for the three months ended December 31, 2015 and 2014, respectively, and \$429 and \$496 for the years ended December 31, 2015 and 2014, respectively.
- (e) Excludes expenditures for tenant spaces in properties that have not been owned by the Company for at least a year.
- (f) Calculated based on weighted average common shares outstanding, assuming redemption of Operating Partnership common units into common shares (10,705 and 11,086 shares for the three months ended December 31, 2015 and 2014, respectively, and 10,931 and 11,272 for the years ended December 31, 2015 and 2014, respectively), plus dilutive Common Stock Equivalents (i.e. stock options).
- (g) Net Debt calculated by taking the sum of senior unsecured notes, unsecured revolving credit facility, and mortgages, loans payable and other obligations, and deducting cash and cash equivalents, all at period end.
- (h) Equals Net Debt at period end divided by EBITDA (for quarter periods, EBITDA annualized by multiplying quarter amounts by 4).

## **Spotlight on Earnings - Guidance Assumptions**

|  | Current          | Original         |
|--|------------------|------------------|
|  | 2016 Guidance    | 2016 Guidance    |
| Funds from Operations<br>(FFO) per share | \$2.00 to \$2.10 | \$2.00 to \$2.10 |

| Metric                                      | <b>Assumption Rang</b> | e (\$'s in millions) | Commentary  |
|---|------------------------|----------------------|---|
| Office Portfolio                            |                        |                      |   |
| Occupancy (% leased) at YE-2016             | 88.0% - 90.0%          | 86.5% - 87.5%        | Improving leasing activity.   |
| Same Store GAAP NOI                         | 5.0% to 6.0%           | 2.5% to 3.5%         | Expected increase in activity and substantially reduced concessions.  |
| Same Store Cash NOI                         | 1.5% to 2.5%           | 1.0% to 2.0%         | Expected increase in activity and increasing rent.  |
| Straight-Line Rent Adjustment               | \$16 to \$18           | \$11 to \$13         |   |
| Dispositions                                | \$700 to \$800         | \$400 to \$500       | \$440 million going under contract at approximately a 5% cap rate and the remainder of \$300 million at approximately 8.5% for a blend of 6.5%                              |
| Acquisitions                                | Up to \$600            | \$400 to \$600       | During the course of the year, at cash yields of 6% and GAAP yields of 8%.  |
| Base Building CapEx                         | \$45 to \$50           | \$38 to \$40         | Includes special common area improvements for Harborside, Paramus, Parsippany and White Plains portfolios, as well as the overall office/multi-family base building cap ex. |
| Non-Incremental Leasing CapEx               | \$55 to \$65           | \$60 to \$65         | Approximately 2.7 million square feet of lease commencement starts at a cost of \$21.50 per squarefoot.   |
| Incremental (Space vacant more than 1 year) | \$40 to \$50           | \$35 to \$45         | Approximately 0.9 million square feet of lease commencement starts at a cost of \$50.00 per squarefoot.   |

## $\underline{Spotlight\ on\ Earnings\ -\ Guidance\ Assumptions}\ (\textit{Continued})$

|                            | <u>Current</u>                      | <u>Original</u> |  |
|----------------------------|-------------------------------------|-----------------|--|
| Metric                     | Assumption Range (\$'s in millions) |                 | Commentary   |
| Multi-Family Portfolio     |                                     |                 |  |
| Development (Consolidated) | \$120 to \$140                      | \$110 to \$130  | Equity capital required based on estimated total on-<br>balance development spending of \$270-300MM in<br>2016, net of construction loans.   |
| Development (J.V.)         | \$30 to \$35                        | \$60 to \$80    | Equity investment in unconsolidated joint venture development projects during 2016.  |
| Acquisitions               | \$20 (completed)                    | \$20            | Cash to buy out majority partner's interest in a new, 371 unit, luxury rental community in suburban Boston, net of \$72MM acquisition debt, to achieve a levered yield of approximately 14%. |

### **Spotlight on Earnings - Guidance Assumptions** (Continued)

|                               | <u>Current</u>                           | <u>Original</u> |   |
|-------------------------------|--|-----------------|---|
| Metric                        | Assumption Range (\$'s in millions)      |                 | Commentary  |
| <b>Corporate</b>              |  |                 |   |
| G&A (Corporate)               | \$34 to \$37                             | \$34 to \$37    | Based on staffing levels and incentive compensation likely reduced in late 2016 as we streamline our portfolio.   |
| G&A (Multi-family subsidiary) | \$9 to \$11                              | \$9 to \$11     | Based on staffing levels and incentive compensation.  |
| Interest Expense              | \$93 to \$97                             | \$96 to \$100   | After retiring 5.8% bonds in January 2016 and expected refinancing of secured debt during the year.   |
| Unsecured Debt Financing      | Completed \$350 at 3.12% in January 2016 | \$300.00        | Used proceeds from Unsecured Term Loan to retire \$200MM 5.8% Bonds on January 15, 2016, and to pay down outstanding borrowings on our unsecured revolving credit facility. |
| Equity Financing              | \$350 by 6/30/16                         | \$275 - \$325   | RRT entity level equity issuance expected by the end of second quarter 2016.  |

The guidance and representative assumptions on this page are forward looking statements and reflect our views of current and future market conditions. Our actual results will be affected by known and unknown risks, trends, uncertainties and factors, some of which are beyond our control or ability to predict. Although we believe that the assumptions underlying our guidance are reasonable, they are not guarantees of future performance and some of them will inevitably prove to be incorrect. As a result, our actual future results can be expected to differ from our expectations, and those differences may be material.

## **Spotlight on Earnings - 2016 Projected Sources & Uses of Funds**

We have multiple options regarding our capital plan. Below is a summary of the potential sources and uses for 2016 as of this release. This plan as of today shows a cash available for strategic plan or reduction of debt of potentially \$335 - \$355 million.

|   |     | R               | ang | ge  |      |
|---|-----|-----------------|-----|-----|------|
|   | (   | (\$'s in millio |     |     |      |
| Sources   |     |                 |     |     |      |
| FFO Net of Straight-Line Rent                             | \$  | 180             | -   | \$  | 200  |
| Office Sales Net Proceeds                                 |     | 700             | -   |     | 800  |
| Net Proceeds from Roseland Residential Equity Raise       |     | 325             | -   |     | 375  |
| Total Sources   | \$1 | ,205            | -   | \$1 | ,375 |
| •   |     |                 |     |     |      |
| <u>Uses</u>   |     |                 |     |     |      |
| Base Bldg CapEx   | \$  | 45              | -   | \$  | 50   |
| Non-Incremental Leasing Costs                             |     | 55              | -   |     | 65   |
| Incremental Leasing Costs                                 |     | 40              | -   |     | 50   |
| Office Acquisitions                                       |     | 500             | -   |     | 600  |
| Development Spending Net of Secured Debt                  |     | 120             | -   |     | 140  |
| Net Investment in Unconsolidated Joint Ventures           |     | 30              | -   |     | 35   |
| Multi-Family Acquisitions Net of Secured Debt             |     | 20              | -   |     | 20   |
| Dividends / Distributions                                 |     | 60              | -   |     | 60   |
| Cash Available for Strategic Plan / Reduction of Net Debt |     | 335             | -   |     | 355  |
| Total Uses  | \$1 | ,205            | -   | \$1 | ,375 |

#### **Spotlight on Earnings - Our Stats**

(\$'s in thousands, except ratios and per share amounts)

Mack-Cali executed on its strategy to strengthen its balance sheet and improve its key financial ratios in 2015.

From 12/31/14 to 12/31/15: Total Debt/Total Market Cap decreased 4.1 basis points, from 51.5 percent to 47.4 percent; Net Debt to EBIDTA increased 1.0x, from 6.7x to 7.7x (due to increased CIP); Interest Coverage increased 0.4x, from 2.4x to 2.8x; and Fixed Charge Coverage increased 0.3x, from 2.1x to 2.4x. FFO per Share increased from \$1.63 to \$1.88, and the FFO Payout Ratio decreased from 46 percent to 32 percent. It was a positive year for Mack-Cali as demonstrated by favorable improvements in many of these key financial metrics.

|  | 12/31/2015  | 9/30/2015   | 6/30/2015   | 3/31/2015   | 12/31/2014  |
|--|-------------|-------------|-------------|-------------|-------------|
|  |             |             |             |             |             |
| Market Value of Equity (a)                     | 2,394,512   | 1,944,543   | 1,901,178   | 1,985,839   | 1,964,115   |
| Total Debt                                     | 2,154,920   | 2,043,592   | 2,034,819   | 2,107,572   | 2,088,654   |
| Total Market Capitalization                    | 4,549,432   | 3,988,135   | 3,935,997   | 4,093,411   | 4,052,769   |
| Total Debt/ Total Market Capitalization        | 47.37%      | 51.24%      | 51.70%      | 51.49%      | 51.54%      |
| Total Debt/ Total Book Capitalization          | 53.03%      | 51.07%      | 48.99%      | 50.19%      | 49.82%      |
| Total Debt/ Total Undepreciated Assets         | 38.98%      | 37.59%      | 36.32%      | 37.53%      | 37.25%      |
| Secured Debt/ Total Undepreciated              | 13.23%      | 13.61%      | 13.68%      | 14.20%      | 14.64%      |
| Capitalized Interest                           | 4,473       | 4,356       | 3,781       | 3,607       | 4,820       |
| Portfolio Size:                                |             |             |             |             |             |
| Consolidated Properties                        | 223         | 222         | 227         | 230         | 231         |
| Consolidated Total Commercial Square Footage   | 24,211,880  | 24,015,752  | 24,837,821  | 25,266,990  | 25,288,590  |
| Commercial Sq. Ft. Leased at End of Period (c) | 86.2%       | 85.8%       | 82.3%       | 84.3%       | 84.2%       |
| Shares and Units:                              |             |             |             |             |             |
| Common Shares Outstanding                      | 89,583,950  | 89,310,243  | 89,195,529  | 89,127,942  | 89,076,578  |
| Common Units Outstanding                       | 10,516,844  | 10,790,142  | 11,012,069  | 11,036,898  | 11,083,876  |
| Combined Shares and Units                      | 100,100,794 | 100,100,385 | 100,207,598 | 100,164,840 | 100,160,454 |
| Weighted Average- Diluted (b)                  | 100,180,068 | 100,172,220 | 100,314,310 | 100,265,509 | 100,130,039 |
| Common Share Price (\$'s):                     |             |             |             |             |             |
| At the end of the period                       | 23.35       | 18.88       | 18.43       | 19.28       | 19.06       |
| High during period                             | 24.26       | 21.12       | 19.73       | 20.11       | 20.11       |
| Low during period                              | 18.67       | 18.01       | 16.85       | 18.01       | 17.92       |

|                               | Three    | Months Ended | Ye       | ar Ended |
|-------------------------------|----------|--------------|----------|----------|
|                               | 12/31/15 | 12/31/14     | 12/31/15 | 12/31/14 |
|                               |          |              |          |          |
| Net Debt To EBITDA Annualized | 7.7      | 7.1          | 7.7      | 6.7      |
| Interest Coverage Ratio       | 2.93     | 2.24         | 2.83     | 2.44     |
| Fixed Charge Coverage Ratio   | 2.35     | 1.85         | 2.37     | 2.09     |
| arnings per Share—diluted     | (0.35)   | (0.10)       | (1.41)   | 0.32     |
| FO per Share—diluted (d)      | 0.47     | 0.34         | 1.88     | 1.63     |
| ore FFO per Share             | 0.47     | 0.47         | 1.83     | 1.93     |
| djusted FFO per share         | 0.18     | 0.22         | 0.96     | 1.10     |
| vidends Declared per Share    | 0.15     | 0.15         | 0.60     | 0.75     |
| O Payout Ratio—diluted (d)    | 32.02%   | 44.00%       | 31.97%   | 46.13%   |

<sup>(</sup>a) Includes any outstanding preferred units presented on a converted basis into common units and noncontrolling interests in consolidated joint ventures.

Excluding executive severance costs of \$11.0 million in the first quarter 2014 and \$12.8 million in the fourth quarter 2014, Interest Coverage, Fixed Charge Coverage and FFO Payout ratios would have been 2.71x, 2.23x and 32.0 percent, respectively, for the three months ended December 31, 2014 and 2.65x, 2.27x and 40.2 percent, respectively, for the year ended December 31, 2014.

Excluding the write-off of the mark-to-market balance of \$1.5 million related to the transfer of the deeds for 5 Becker Farm Road, Roseland, NJ and 210 Clay Avenue, Lyndhurst, NJ to the lender in the third quarter 2015, Fixed Charged Coverage would have been 2.34x for the year ended December 31, 2015.

Excludes a principal reduction payment of \$1.8 million in the fourth quarter 2015 for loans past maturity. Including these amounts, Fixed Charge Coverage would have been 2.22x for the three months ended December 31, 2015 and 2.34x for the year ended December 31, 2015.

<sup>(</sup>b) Calculated based on shares and units included in basic per share/unit computation, plus dilutive Common Stock Equivalents (i.e. convertible preferred units, options and warrants).

<sup>(</sup>c) Percentage leased includes leases in effect as of the period end date, some of which have commencement dates in the future and leases that expire at the period end date. Reflects square feet leased at the Company's consolidated in-service portfolio, excluding inservice properties in lease up (if any).

<sup>(</sup>d) Funds from operations ("FFO") is calculated in accordance with the definition of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO, Core FFO and AFFO" on page 41.

## **Spotlight on Earnings - Same Store**

### (Consolidated Commercial In-Service Portfolio)

(dollars in thousands)

|                                     |              | For the     | three month | ns ended | •  | *       | %      |  |
|-------------------------------------|--------------|-------------|-------------|----------|----|---------|--------|--|
|                                     | December 31, |             |             |          |    |         |        |  |
|                                     |              | 2015        |             | 2014     |    | Change  | Change |  |
| Total Property Revenues             | \$           | 130,893     | \$          | 131,135  | \$ | (242)   | (0.2)  |  |
| Real Estate Taxes                   |              | 18,100      |             | 19,407   |    | (1,307) | (6.7)  |  |
| Utilities                           |              | 11,214      |             | 13,512   |    | (2,298) | (17.0) |  |
| Operating Services                  |              | 26,206      |             | 27,014   |    | (808)   | (3.0)  |  |
| Total Property Expenses:            |              | 55,520      |             | 59,933   |    | (4,413) | (7.4)  |  |
| GAAP Net Operating Income           |              | 75,373      |             | 71,202   |    | 4,171   | 5.9    |  |
| Less: straight-lining of rents adj. |              | 2,671       |             | 606      |    | 2,065   | 340.8  |  |
| Net Operating Income                | <u> </u>     | 72,702      | \$          | 70,596   | \$ | 2,106   | 3.0    |  |
| Average Percentage Leased           |              | 86.1%       |             | 84.1%    |    |         |        |  |
| Total Properties:                   |              | 216         |             |          |    |         |        |  |
| Total Square Footage:               |              | 24,015,752  |             |          |    |         |        |  |
| 10m 54m 1 00m 50.                   |              | 2 .,010,702 |             |          |    |         |        |  |

| •   |            |  |   | ·  | ·                             |  |
|-----|------------|--|---|--|-------------------------------|--|
|     |            | 9,   |   |  |                               |  |
|     | 2015       |  | 2014  |  | Change                        | Change   |
| \$  | 526,329    | \$   | 527,456   | \$   | (1,127)                       | (0.2)  |
|     | 75,701     |  | 80,573  |  | (4,872)                       | (6.0)  |
|     | 53,191     |  | 63,926  |  | (10,735)                      | (16.8)   |
|     | 99,345     |  | 100,085   |  | (740)                         | (0.7)  |
|     | 228,237    |  | 244,584   |  | (16,347)                      | (6.7)  |
|     | 298,092    |  | 282,872   |  | 15,220                        | 5.4  |
|     | 3,381      |  | 4,367   |  | (986)                         | (22.6)   |
| \$_ | 294,711    | \$   | 278,505   | \$   | 16,206                        | 5.8  |
|     | 86.1%      |  | 84.1%   |  |                               |  |
|     | 216        |  |   |  |                               |  |
|     | 24,015,752 |  |   |  |                               |  |
|     |            | \$ 526,329  75,701 53,191 99,345 228,237  298,092 3,381  \$ 294,711  86.1% | \$ 526,329 \$  75,701 53,191 99,345 228,237  298,092  3,381  \$ 294,711 \$  86.1% | \$ 526,329 \$ 527,456  75,701 80,573 53,191 63,926 99,345 100,085 228,237 244,584  298,092 282,872 3,381 4,367  \$ 294,711 \$ 278,505  86.1% 84.1% | December 31, 2015  \$ 526,329 | December 31,           2015         2014         Change           \$ 526,329         \$ 527,456         \$ (1,127)           75,701         80,573         (4,872)           53,191         63,926         (10,735)           99,345         100,085         (740)           228,237         244,584         (16,347)           298,092         282,872         15,220           3,381         4,367         (986)           \$ 294,711         \$ 278,505         \$ 16,206           86.1%         84.1% |

## **Spotlight on Financials - Income Statements**

(dollars in thousands, except per share amounts) (unaudited)

|   |    | T        | Three Months End | ed       |    |           | Year Ended   |           |
|---|----|----------|------------------|----------|----|-----------|--------------|-----------|
|   |    |          | December 31,     |          |    |           | December 31, |           |
| REVENUES  |    | 2015     |                  | 2014     |    | 2015      |              | 2014      |
| Base rents  | \$ | 122,295  | \$               | 123,673  | \$ | 487,041   | \$           | 516,727   |
| Escalations and recoveries from tenants   |    | 13,190   |                  | 16,818   |    | 62,481    |              | 78,554    |
| Real estate services  |    | 7,065    |                  | 7,315    |    | 29,620    |              | 28,638    |
| Parking income  |    | 2,983    |                  | 2,502    |    | 11,124    |              | 9,107     |
| Other income  |    | 910      |                  | 1,106    |    | 4,617     |              | 3,773     |
| Total revenues  |    | 146,443  |                  | 151,414  |    | 594,883   |              | 636,799   |
| EXPENSES  |    |          |                  |          |    |           |              |           |
| Real estate taxes   |    | 19,683   |                  | 20,870   |    | 82,688    |              | 90,750    |
| Utilities   |    | 11,819   |                  | 14,267   |    | 55,965    |              | 72,822    |
| Operating services  |    | 29,344   |                  | 29,040   |    | 107,951   |              | 112,621   |
| Real estate services expenses   |    | 6,063    |                  | 5,923    |    | 25,583    |              | 26,136    |
| General and administrative  |    | 12,589   |                  | 23,775   |    | 49,147    |              | 71,051    |
| Acquisition-related costs   |    | 1,449    |                  | 175      |    | 1,560     |              | 2,118     |
| Depreciation and amortization   |    | 43,136   |                  | 40,811   |    | 170,402   |              | 172,490   |
| Impairments   |    | 33,743   |                  | -        |    | 197,919   |              | -         |
| Total expenses  |    | 157,826  |                  | 134,861  |    | 691,215   |              | 547,988   |
| Operating income (loss)   |    | (11,383) |                  | 16,553   |    | (96,332)  |              | 88,811    |
| OTHER (EXPENSE) INCOME  |    |          |                  |          |    |           |              |           |
| Interest expense  |    | (24,374) |                  | (27,420) |    | (103,051) |              | (112,878) |
| Interest and other investment income  |    | 231      |                  | 1,399    |    | 794       |              | 3,615     |
| Equity in earnings (loss) of unconsolidated joint ventures  |    | (449)    |                  | (363)    |    | (3,172)   |              | (2,423)   |
| Realized gains (losses) on disposition of rental property, net  |    | -        |                  | -        |    | 53,261    |              | 54,848    |
| Gain on sale of investment in unconsolidated joint ventures   |    | _        |                  | _        |    | 6,448     |              | - 1,010   |
| Loss from early extinguishment of debt  |    | _        |                  | (582)    |    | -         |              | (582)     |
| Total other (expense) income  |    | (24,592) |                  | (26,966) |    | (45,720)  |              | (57,420)  |
| Net income (loss)   |    | (35,975) |                  | (10,413) |    | (142,052) |              | 31,391    |
| Noncontrolling interest in consolidated joint ventures  |    | 462      |                  | 21       |    | 1,044     |              | 778       |
| Noncontrolling interest in Operating Partnership  |    | 3,795    |                  | 1,152    |    | 15,256    |              | (3,602)   |
| Net income (loss) available to common shareholders  | \$ | (31,718) | \$               | (9,240)  | \$ | (125,752) | \$           | 28,567    |
| De d'accession de la constant de la |    |          |                  |          |    |           |              |           |
| Basic earnings per common share:  | ф  | (0.25)   | ф                | (0.10)   | Φ. | (1.41)    | ф            | 0.22      |
| Net income (loss) available to common shareholders  | \$ | (0.35)   | \$               | (0.10)   | \$ | (1.41)    | \$           | 0.32      |
| Diluted earnings per common share:  |    |          |                  |          |    |           |              |           |
| Net income (loss) available to common shareholders  | \$ | (0.35)   | \$               | (0.10)   | \$ | (1.41)    | \$           | 0.32      |
| Basic weighted average shares outstanding   |    | 89,475   |                  | 89,044   |    | 89,291    |              | 88,727    |
|   |    | -        |                  | ,        |    |           |              |           |
| Diluted weighted average shares outstanding   |    | 100,180  |                  | 100,130  |    | 100,222   |              | 100,041   |

## **Spotlight on Financials - Balance Sheets**

(dollars in thousands, except per share amounts) (unaudited)

|  |    |             | December 31, |            |
|--|----|-------------|--------------|------------|
| Assets   |    | 2015        |              | 201        |
| Rental property  | _  |             |              |            |
| Land and leasehold interests   | \$ | 735,696     | \$           | 760,85     |
| Buildings and improvements   |    | 3,648,238   |              | 3,753,30   |
| Tenant improvements  |    | 408,617     |              | 431,96     |
| Furniture, fixtures and equipment  |    | 15,167      |              | 12,05      |
|  |    | 4,807,718   |              | 4,958,17   |
| Less – accumulated depreciation and amortization                                   |    | (1,464,482) |              | (1,414,305 |
| Net investment in rental property  |    | 3,343,236   |              | 3,543,87   |
| Cash and cash equivalents  |    | 37,077      |              | 29,54      |
| Investments in unconsolidated joint ventures                                       |    | 303,457     |              | 247,468    |
| Unbilled rents receivable, net   |    | 120,246     |              | 123,88     |
| Deferred charges, goodwill and other assets, net                                   |    | 213,377     |              | 204,650    |
| Restricted cash  |    | 35,343      |              | 34,24      |
| Accounts receivable, net of allowance for doubtful accounts of \$1,407 and \$2,584 |    | 10,754      |              | 8,570      |
| Total assets   | \$ | 4,063,490   | \$           | 4,192,247  |
| Liabilities and Equity   |    |             |              |            |
| Senior unsecured notes   | \$ | 1,268,844   | \$           | 1,267,74   |
| Revolving credit facility  |    | 155,000     |              |            |
| Mortgages, loans payable and other obligations                                     |    | 731,076     |              | 820,91     |
| Dividends and distributions payable  |    | 15,582      |              | 15,52      |
| Accounts payable, accrued expenses and other liabilities                           |    | 135,057     |              | 126,97     |
| Rents received in advance and security deposits                                    |    | 49,739      |              | 52,14      |
| Accrued interest payable   |    | 24,484      |              | 26,93      |
| Total liabilities  |    | 2,379,782   |              | 2,310,23   |
| Commitments and contingencies  |    | , ,         |              |            |
| Equity:  |    |             |              |            |
| Mack-Cali Realty Corporation stockholders' equity:                                 |    |             |              |            |
| Common stock, \$0.01 par value, 190,000,000 shares authorized,                     |    |             |              |            |
| 89,583,950 and 89,076,578 shares outstanding                                       |    | 896         |              | 89         |
| Additional paid-in capital   |    | 2,570,392   |              | 2,560,18   |
| Dividends in excess of net earnings  |    | (1,115,612) |              | (936,293   |
| Total Mack-Cali Realty Corporation stockholders' equity                            |    | 1,455,676   |              | 1,624,78   |
| Noncontrolling interests in subsidiaries:  |    |             |              |            |
| Operating Partnership  |    | 170,891     |              | 202,17     |
| Consolidated joint ventures  |    | 57,141      |              | 55,05      |
| Total noncontrolling interests in subsidiaries                                     |    | 228,032     |              | 257,23     |
| Total equity   |    | 1,683,708   |              | 1,882,011  |
| Total liabilities and equity   | \$ | 4,063,490   | \$           | 4,192,24   |

### **Spotlight on Financials - Debt Summary**

(as of December 31, 2015)

As of December 31, 2015, the Company had minimal floating rate debt of only \$292 million, or under 14 percent, of its total debt.

#### **Debt Breakdown**

(dollars in thousands)

|   |                 | %        | Weighted Average  | Weighted Average  |
|---|-----------------|----------|-------------------|-------------------|
|   | Balance         | of Total | Interest Rate (a) | Maturity in Years |
| Fixed Rate Unsecured Debt and Other Obligations | \$<br>1,268,844 | 58.88%   | 4.88%             | 4.16              |
| Fixed Rate Secured Debt                         | 593,677         | 27.55%   | 7.15%             | 2.56              |
| Variable Rate Secured Debt                      | 137,399         | 6.38%    | 4.09%             | 1.13              |
| Variable Rate Unsecured Debt                    | 155,000         | 7.19%    | 1.66%             | 1.58              |
|   |                 |          |                   |                   |
| Totals/Weighted Average:                        | \$<br>2,154,920 | 100.00%  | 5.22% (c)         | 3.34              |

#### **Future Repayments**

(dollars in thousands)

|   | <u> </u>     | -  | <u>,                                      </u> | <u>,                                      </u> | Weighted Average      |
|---|--------------|----|--|--|-----------------------|
|   | Scheduled    |    | Principal                                      |  | Interest Rate of      |
| Period  | Amortization |    | Maturities                                     | Total  | Future Repayments (a) |
| 2016  | \$<br>8,125  | \$ | 406,465  | \$<br>414,590                                  | 6.67%                 |
| 2017 (b)  | 7,275        |    | 557,088  | 564,363  | 3.41%                 |
| 2018  | 7,311        |    | 231,536  | 238,847  | 6.67%                 |
| 2019  | 723          |    | 331,567  | 332,290  | 7.45%                 |
| 2020  | 569          |    | -  | 569  | 4.82%                 |
| Thereafter  | 5,759        |    | 605,206  | 610,965  | 4.13%                 |
| Sub-total   | 29,762       |    | 2,131,862                                      | 2,161,624                                      |                       |
| Adjustment for unamortized debt discount/premium and mark-to-market, net, as of December 31, 2015 | (6,704)      |    | -  | (6,704)  |                       |
|   |              |    |  |  |                       |
| Totals/Weighted Average:  | \$<br>23,058 | \$ | 2,131,862                                      | \$<br>2,154,920                                | 5.22% (0              |

<sup>(</sup>a) The actual weighted average LIBOR rate for the Company's outstanding variable rate debt was 0.35 percent as of December 31, 2015, plus the applicable spread.

<sup>(</sup>b) Includes outstanding borrowings of the Company's unsecured revolving credit facility of \$155 million which matures in 2017 with two six-month extension options with the payment of a fee.

<sup>(</sup>c) Excludes amortized deferred financing costs pertaining to the Company's unsecured revolving credit facility which amounted to \$3.2 million for the year ended December 31, 2015.

## **Spotlight on Portfolio - Property Types**

(as of December 31, 2015)

| Property   Propertic   Home   Feet   Square   Parking   Propertic   Home   Feet   Spaces   MULT-FAMILY RENTAL PORTFOLIO   |   |            | # of      | Commercial | Garage  |
|---|---|------------|-----------|------------|---------|
| MULTI-FAMILY RENTAL PORTFOLIO   Stabilized Operating Communities:   Consolidated Properties   6   |   | # of       | Apartment | Square     | Parking |
| Stabilized Operating Communities:   Consolidated Properties   6   1,301     Unconsolidated Joint Venture Interests:   2   939     Subordinated Interests   9   2,746     Total Stabilized Operating Communities-included in Property Count:   17   4,986     Communities in Lease-Up:   Unconsolidated Joint Venture Interests:   | Property  | Properties | Homes     | Feet       | Spaces  |
| Consolidated Properties   6   1,301     Unconsolidated Joint Venture Interests   2   939     Subordinated Interests   9   2,746     Total Stabilized Operating Communities-included in Property Count:   17   4,986   | MULTI-FAMILY RENTAL PORTFOLIO   | -          |           |            |         |
| Unconsolidated Joint Venture Interests   2   939     Subordinated Interests   9   2,746     Total Stabilized Operating Communities-included in Property Count:   17   4,986   | Stabilized Operating Communities:                                     |            |           |            |         |
| Participating JVs   2   939   Subordinated Interests   9   2,746  | Consolidated Properties   | 6          | 1,301     |            |         |
| Subordinated Interests   9   2,746  | Unconsolidated Joint Venture Interests:                               |            |           |            |         |
| Total Stabilized Operating Communities-included in Property Count: 17 4,986   | Participating JVs   | 2          | 939       |            |         |
| Communities in Lease-Up:   Unconsolidated Joint Venture Interests:   Participating JVs  | Subordinated Interests  | 9          | 2,746     |            |         |
| Nonesolidated Joint Venture Interests   | Total Stabilized Operating Communities-included in Property Count:    | 17         | 4,986     |            |         |
| Nonesolidated Joint Venture Interests   |   |            | -         |            |         |
| Nonesolidated Joint Venture Interests   | Communities in Lease-Up:  |            |           |            |         |
| Subordinated Interests  | Unconsolidated Joint Venture Interests:                               |            |           |            |         |
| Subordinated Interests  | Participating JVs   | 1          | 378       |            |         |
| Development Communities:   Consolidated Properties  | Subordinated Interests  | 1          | 280       |            |         |
| Consolidated Properties   | Total Properties in Lease-Up Multi-Family-included in Property Count: | 2          | 658       |            |         |
| Consolidated Properties   | · · · · · · · · · · · · · · · · · · ·                                 |            |           |            |         |
| Unconsolidated Joint Venture Interests:   Participating JVs   2   1,074   | Development Communities:  |            |           |            |         |
| Participating JVs         2         1,074           Subordinated Interests         -         -           Total Development Communities-Multi-Family:         8         2,568         786           OFFICE PORTFOLIO           Stabilized Operating Properties:           Consolidated Properties         217         24,211,880         850           Unconsolidated Joint Venture Interests:         -         -         -           Participating JVs (incl. 350-room hotel)         8         1,645,306         -           Subordinated Joint Ventures         31         4,033,049         -           Total Operating Properties-included in Property Count:         256         29,890,235         850 | Consolidated Properties   | 6          | 1,494     |            | 786     |
| Subordinated Interests   -   -   -  | Unconsolidated Joint Venture Interests:                               |            |           |            |         |
| Total Development Communities-Multi-Family:  Total Land Holdings/Pre-Development and Repurposing-Multi-Family:  n/a  11,286   OFFICE PORTFOLIO  Stabilized Operating Properties:  Consolidated Properties  217  24,211,880  850  Unconsolidated Joint Venture Interests:  Participating JVs (incl. 350-room hotel)  Subordinated Joint Ventures  11,645,306  Subordinated Joint Ventures  31  4,033,049  Total Operating Properties-included in Property Count:  256  29,890,235  850   | Participating JVs   | 2          | 1,074     |            |         |
| Total Land Holdings/Pre-Development and Repurposing-Multi-Family:  OFFICE PORTFOLIO Stabilized Operating Properties:  Consolidated Properties  Unconsolidated Joint Venture Interests:  Participating JVs (incl. 350-room hotel) Subordinated Joint Ventures  1,645,306 Subordinated Joint Ventures  1,645,306 Subordinated Joint Ventures  256 29,890,235 850  | Subordinated Interests  | -          | -         |            |         |
| OFFICE PORTFOLIO Stabilized Operating Properties:  Consolidated Properties  217 24,211,880 850 Unconsolidated Joint Venture Interests: Participating JVs (incl. 350-room hotel) 8 1,645,306 Subordinated Joint Ventures 31 4,033,049  Total Operating Properties-included in Property Count: 256 29,890,235 850   | Total Development Communities-Multi-Family:                           | 8          | 2,568     |            | 786     |
| OFFICE PORTFOLIO Stabilized Operating Properties:  Consolidated Properties  217 24,211,880 850 Unconsolidated Joint Venture Interests: Participating JVs (incl. 350-room hotel) 8 1,645,306 Subordinated Joint Ventures 31 4,033,049  Total Operating Properties-included in Property Count: 256 29,890,235 850   |   |            |           |            |         |
| Stabilized Operating Properties:Consolidated Properties21724,211,880850Unconsolidated Joint Venture Interests:Participating JVs (incl. 350-room hotel)81,645,306Subordinated Joint Ventures314,033,049Total Operating Properties-included in Property Count:25629,890,235850  | Total Land Holdings/Pre-Development and Repurposing-Multi-Family:     | n/a        | 11,286    |            |         |
| Stabilized Operating Properties:Consolidated Properties21724,211,880850Unconsolidated Joint Venture Interests:Participating JVs (incl. 350-room hotel)81,645,306Subordinated Joint Ventures314,033,049Total Operating Properties-included in Property Count:25629,890,235850  |   |            |           |            |         |
| Stabilized Operating Properties:Consolidated Properties21724,211,880850Unconsolidated Joint Venture Interests:Participating JVs (incl. 350-room hotel)81,645,306Subordinated Joint Ventures314,033,049Total Operating Properties-included in Property Count:25629,890,235850  |   |            |           |            |         |
| Consolidated Properties21724,211,880850Unconsolidated Joint Venture Interests:Participating JVs (incl. 350-room hotel)81,645,306Subordinated Joint Ventures314,033,049Total Operating Properties-included in Property Count:25629,890,235850  | OFFICE PORTFOLIO  |            |           |            |         |
| Unconsolidated Joint Venture Interests:  Participating JVs (incl. 350-room hotel)  Subordinated Joint Ventures  1,645,306  Subordinated Joint Ventures  31  4,033,049  Total Operating Properties-included in Property Count:  256  29,890,235  850   |   |            |           |            |         |
| Participating JVs (incl. 350-room hotel)       8       1,645,306         Subordinated Joint Ventures       31       4,033,049         Total Operating Properties-included in Property Count:       256       29,890,235       850   | Consolidated Properties   | 217        |           | 24,211,880 | 850     |
| Subordinated Joint Ventures314,033,049Total Operating Properties-included in Property Count:25629,890,235850  |   |            |           |            |         |
| Total Operating Properties-included in Property Count: 256 29,890,235 850   |   |            |           |            |         |
|   |   |            |           |            |         |
| Total Land Holdings/Pre-Development-Office - 5,348,750  | Total Operating Properties-included in Property Count:                | 256        |           | 29,890,235 | 850     |
| Total Land Holdings/Pre-Development-Office - 5,348,750  |   |            |           | <u> </u>   |         |
|   | Total Land Holdings/Pre-Development-Office                            | -          |           | 5,348,750  |         |

## **Spotlight on Portfolio - Commercial Tenant Size**

|                      | •           |                     | ·            | •             | Annualized       | Percentage of |
|----------------------|-------------|---------------------|--------------|---------------|------------------|---------------|
|                      | Number      | Percentage of       |              | Percentage of | Base Rental      | Annualized    |
|                      | of          | <b>Total Number</b> | Rentable     | Rentable Area | Revenue          | Base Rental   |
| Square Feet Leased   | Tenants (c) | of Tenants (%)      | Area (b) (c) | (%)           | (\$) (a) (b) (c) | Revenue (%)   |
| 2,500 or less        | 338         | 22.4                | 498,019      | 2.4           | 12,380,764       | 2.5           |
| 2,501 - 10,000       | 683         | 45.3                | 3,638,399    | 17.9          | 80,999,673       | 16.4          |
| 10,001 - 20,000      | 257         | 17.0                | 3,651,947    | 17.9          | 78,062,336       | 15.8          |
| 20,001 - 40,000      | 123         | 8.2                 | 3,405,609    | 16.7          | 79,505,256       | 16.1          |
| 40,001 - 100,000     | 85          | 5.6                 | 5,384,492    | 26.4          | 132,846,489      | 26.9          |
| Greater than 100,000 | 22          | 1.5                 | 3,793,901    | 18.7          | 110,631,518      | 22.3          |
|                      |             |                     |              |               |                  |               |
| Totals               | 1,508       | 100.0               | 20,372,367   | 100.0         | 494,426,036      | 100.0         |

<sup>(</sup>a) Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(</sup>b) Includes leases in effect as of the period end date, some of which have commencement dates in the future, and leases expiring December 31, 2015 aggregating 69,522 square feet and representing annualized rent of \$1,564,211 for which no new leases were signed.

<sup>(</sup>c) Includes office, office/flex, industrial/warehouse and stand-alone retail tenants only. Excludes leases for amenity, retail, parking and month-to-month tenants. Some tenants have multiple leases.

## **Details on Leasing - Quarter Rollforward**

(for the three months ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

|                      |                     |                       | LEASIN              | NG ACTIVITY |             |                |                |                 |           |
|----------------------|---------------------|-----------------------|---------------------|-------------|-------------|----------------|----------------|-----------------|-----------|
|                      |                     |                       |                     |             |             |                |                | Market          | Fav/      |
| Business Line        | Pct. Leased         | Leased Sq. Ft.        | Expiring/Adjustment | Incoming    | Net Leasing | Sq. Ft. Leased | Pct. Leased    | Pct. Leased (e) | (Unfav)   |
| Market/Submarket     | 09/30/15            | Acquired/Disposed (a) | Sq. Ft. (b)         | Sq. Ft.     | Activity    | 12/31/15 (c)   | 12/31/15 (d)   | 12/31/15        | to Market |
| CORE                 |                     |                       |                     |             |             |                |                |                 |           |
| Northern NJ          |                     |                       |                     |             |             |                |                |                 |           |
| Bergen Route 4 East  | 100.0%              | -                     | -                   | -           | -           | 239,680        | 100.0%         | 87.5%           | 12.5%     |
| Bergen Route 17/GSP  | 82.2%               | -                     | (40,817)            | 67,648      | 26,831      | 1,493,967      | 83.7%          | 81.8%           | 1.9%      |
| Roseland/Short Hills | 96.0%               | -                     | -                   | -           | -           | 507,993        | 96.0%          | 83.8%           | 12.2%     |
| GW Bridge            | 91.2%               | -                     | (2,936)             | 9,765       | 6,829       | 251,188        | 93.7%          | 87.6%           | 6.1%      |
| Morris Route 10/24   | 91.2%               | -                     | -                   | 972         | 972         | 234,810        | 91.5%          | 75.0%           | 16.5%     |
| Parsippany           | 78.4%               | ī                     | (55,845)            | 130,680     | 74,835      | 1,661,715      | 82.1%          | 77.6%           | 4.5%      |
| Suburban Passaic     | 86.4%               | -                     | ` -                 | -           | -           | 48,442         | 86.4%          | 70.0%           | 16.4%     |
| Central NJ           |                     |                       |                     |             |             |                |                |                 |           |
| Clark & Cranford     | 83.7%               | -                     | (20,006)            | 21,707      | 1,701       | 667,329        | 83.9%          | 77.2%           | 6.7%      |
| Mercer Southern      | 94.6%               | _                     | ` ´ _               | _           | _           | 268,747        | 94.6%          | 90.2%           | 4.4%      |
| Monmouth County      | 97.1%               | -                     | (404,438)           | 404,458     | 20          | 1,058,592      | 97.1%          | 87.5%           | 9.6%      |
| Princeton            | 92.0%               | _                     | (11,109)            | 5,806       | (5,303)     | 311.193        | 90.4%          | 86.9%           | 3.5%      |
| The Brunswicks       | 100.0%              | -                     | (11,105)            | -           | (0,000)     | 40,000         | 100.0%         | 82.5%           | 17.5%     |
| Woodbridge/Edison    | 99.7%               | 187,495               | (12,528)            | 12,528      | _           | 581,889        | 98.3%          | 86.2%           | 12.1%     |
| Westchester Co., NY  | <i>&gt;&gt;.170</i> | 107,155               | (12,320)            | 12,520      |             | 301,007        | 70.570         | 00.270          | 12.170    |
| Elmsford             | 89.3%               | _                     | (4,799)             | 6,249       | 1,450       | 55,019         | 91.7%          | 86.0%           | 5.7%      |
| Hawthorne            | 93.6%               | _                     | (10,200)            | 10,200      | 1,430       | 228,784        | 93.6%          | 94.7%           | (1.1%)    |
| White Plains CBD     | 82.3%               | -                     | (22,603)            | 25,301      | 2,698       | 515,142        | 82.8%          | 81.3%           | 1.5%      |
| Yonkers              | 99.7%               | -                     | (16,789)            | 17,363      | 574         | 170,000        | 100.0%         | 87.9%           | 12.1%     |
| CORE Totals          | 87.3%               | 187,495               | (602.070)           | 712,677     | 110.607     | 8.334.490      | 88.7%          | 82.8%           | 5.9%      |
| COLD TOWNS           | 071070              | 201,150               | (002,010)           | 712,077     | 110,007     | 3,00 1,150     | 337,70         | 021070          | 215 70    |
| WATERFRONT           |                     |                       |                     |             |             |                |                |                 |           |
| Hudson Waterfront    | 86.7%               | -                     | (11,064)            | 11,064      | -           | 3,744,230      | 86.7%          | 87.6%           | (0.9%)    |
| WATERFRONT Totals    | 86.7%               |                       | (11,064)            | 11,064      | -           | 3,744,230      | 86.7%          | 87.6%           | (0.9%)    |
| DI DI                |                     |                       |                     |             |             |                |                |                 |           |
| FLEX<br>Northern NJ  |                     |                       |                     |             |             |                |                |                 |           |
|                      | 50.00/              |                       |                     | 1.500       | 1.500       | 10.236         | C1 00/         | /               | ,         |
| Hudson Waterfront    | 52.2%               | -                     | -                   | 1,500       | 1,500       | -,             | 61.2%          | n/a             | n/a       |
| Suburban Passaic     | 91.0%               | -                     | -                   | -           | -           | 403,289        | 91.0%          | n/a             | n/a       |
| Central NJ           | 50 Ent              |                       | (1.21.1)            | 4.04.4      |             | 4.05.4         | 50 <b>5</b> 0. | ,               |           |
| Clark & Cranford     | 68.7%               | -                     | (1,214)             | 1,214       | -           | 4,074          | 68.7%          | n/a             | n/a       |
| Mercer Southern      | 86.0%               | -                     | -                   | -           | -           | 146,219        | 86.0%          | n/a             | n/a       |
| Monmouth County      | 96.3%               | -                     | (27,034)            | 2,870       | (24,164)    | 259,373        | 88.1%          | n/a             | n/a       |
| Westchester Co., NY  |                     |                       |                     |             |             |                |                |                 |           |
| Elmsford             | 94.6%               | -                     | (26,941)            | 30,416      | 3,475       | 1,554,919      | 94.8%          | n/a             | n/a       |
| Hawthorne            | 87.8%               | -                     | -                   | 17,098      | 17,098      | 470,629        | 91.1%          | n/a             | n/a       |
| Yonkers              | 93.2%               | -                     | (3,000)             | 3,000       | -           | 548,132        | 93.2%          | n/a             | n/a       |
| Burlington Co., NJ   | 89.3%               | -                     | (48,154)            | 48,475      | 321         | 1,125,422      | 89.3%          | n/a             | n/a       |
| Stamford, CT Non-CBD | 96.3%               | ī                     | (18,100)            | 18,100      | -           | 262,928        | 96.3%          | n/a             | n/a       |
| FLEX Totals          | 91.9%               | -                     | (124,443)           | 122,673     | (1,770)     | 4,785,221      | 91.9%          |                 |           |

Schedules continue on next page.

### <u>Details on Leasing - Quarter Rollforward</u> (continued)

(for the three months ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

| -                    |             |                       | LEASING             | G ACTIVITY |             |                |              |                 |           |
|----------------------|-------------|-----------------------|---------------------|------------|-------------|----------------|--------------|-----------------|-----------|
|                      |             |                       |                     |            |             |                |              | Market          | Fav/      |
| Business Line        | Pct. Leased | Leased Sq. Ft.        | Expiring/Adjustment | Incoming   | Net Leasing | Sq. Ft. Leased | Pct. Leased  | Pct. Leased (e) | (Unfav)   |
| Market/Submarket     | 09/30/15    | Acquired/Disposed (a) | <b>Sq. Ft.</b> (b)  | Sq. Ft.    | Activity    | 12/31/15 (c)   | 12/31/15 (d) | 12/31/15        | to Market |
| NON-CORE             |             |                       |                     |            |             |                |              |                 |           |
| Northern NJ          |             |                       |                     |            |             |                |              |                 |           |
| Bergen Route 17S     | 46.2%       | -                     | -                   | -          | -           | 24,009         | 46.2%        | 79.7%           | (33.5%)   |
| Bergen Route 17/GSP  | 73.4%       | -                     | (6,042)             | 3,042      | (3,000)     | 342,295        | 72.7%        | 81.8%           | (9.1%)    |
| Roseland/Short Hills | 68.1%       | -                     | (2,715)             | 6,047      | 3,332       | 655,466        | 68.5%        | 83.8%           | (15.3%)   |
| Parsippany           | 79.7%       | -                     | -                   | 5,000      | 5,000       | 621,636        | 80.3%        | 77.6%           | 2.7%      |
| Central NJ           |             |                       |                     |            |             |                |              |                 |           |
| Middlesex South/8A   | 59.2%       | -                     | -                   | -          | -           | 199,533        | 59.2%        | 87.1%           | (27.9%)   |
| Monmouth County      | 75.8%       | -                     | (13,884)            | 14,562     | 678         | 179,539        | 76.1%        | 87.5%           | (11.4%)   |
| Somerset Route 78    | 90.6%       | -                     | (14,036)            | 9,167      | (4,869)     | 453,444        | 89.6%        | 85.2%           | 4.4%      |
| Union Route 78       | 49.6%       | -                     | -                   | -          | -           | 39,657         | 49.6%        | 89.8%           | (40.2%)   |
| Westchester Co., NY  |             |                       |                     |            |             |                |              |                 |           |
| Tarrytown            | 100.0%      | -                     | -                   | -          | -           | 9,300          | 100.0%       | 80.8%           | 19.2%     |
| White Plains CBD     | 57.6%       | -                     | (1,809)             | 1,809      | -           | 26,343         | 57.6%        | 81.3%           | (23.7%)   |
| NYC - Downtown       | 100.0%      | -                     | -                   | -          | -           | 524,476        | 100.0%       | 91.3%           | 8.7%      |
| Washington DC/MD     |             |                       |                     |            |             |                |              |                 |           |
| DC - CBD             | 87.7%       | -                     | (750)               | 9,007      | 8,257       | 156,931        | 92.6%        | 91.3%           | 1.3%      |
| DC - East End        | 100.0%      | -                     | -                   | -          | -           | 159,000        | 100.0%       | 88.6%           | 11.4%     |
| MD-Greenbelt         | 68.2%       | -                     | (6,864)             | 3,459      | (3,405)     | 570,869        | 67.8%        | 65.3%           | 2.5%      |
| MD-Lanham            | 63.2%       | -                     | (38,284)            | -          | (38,284)    | 38,794         | 31.8%        | 65.1%           | (33.3%)   |
| NON-CORE Totals      | 76.3%       | •                     | (84,384)            | 52,093     | (32,291)    | 4,001,292      | 75.7%        | 87.8%           | (12.1%)   |
|                      |             |                       |                     |            |             |                |              |                 |           |
| COMPANY Totals       | 85.8%       | 187,495               | (821,961)           | 898,507    | 76,546      | 20,865,233     | 86.2%        |                 |           |

<sup>(</sup>a) Net gain/loss of leased square footage through properties sold, acquired or placed in service during the period.

<sup>(</sup>b) Represents the square footage of expiring leases and leases scheduled to expire in the future for which new leases or renewals were signed during the period, as well as internal administrative adjustments.

<sup>(</sup>c) Includes leases expiring December 31, 2015 aggregating 69,522 square feet for which no new leases were signed.

<sup>(</sup>d) Excludes 3 Sylvan Way, a vacant 147,241 square-foot office building acquired December 23, 2015 and being prepared for lease up.

<sup>(</sup>e) Market percent leased derived by inverting the market direct vacancy rate for all office classes as published by Cushman & Wakefield.

## **Details on Leasing - Quarter Stats**

(for the three months ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

| D 1 11                                | " •                                 | W 4 1            | G Tr           | Sq. Ft.            | ****        | ****           |                      |
|---------------------------------------|-------------------------------------|------------------|----------------|--------------------|-------------|----------------|----------------------|
| Business Line                         | # of                                | Total            | Sq. Ft.        | Renewed and        | Wtd. Avg.   | Wtd. Avg.      | Leasing Costs Per    |
| Market/Submarket                      | Transactions                        | Sq. Ft.          | New Leases     | Other Retained (a) | Term (Yrs.) | Base Rent (b)  | Sq. Ft. Per Year (c) |
| CORE                                  |                                     |                  |                |                    |             |                |                      |
| Northern NJ                           | 10                                  | CT C 10          | 24.000         | 22.510             |             | 25.14          | - 10                 |
| Bergen Route 17/GSP                   | 10<br>3                             | 67,648           | 34,099         | 33,549             | 5.5         | 25.14          | 5.42                 |
| GW Bridge                             | 3                                   | 9,765            | 7,947          | 1,818              | 3.1         | 25.13          | 3.59                 |
| Morris Route 10/24                    | 1<br>9                              | 972              | 972            | 77.024             | 5.2         | 19.55          | 5.37                 |
| Parsippany                            | 9                                   | 130,680          | 52,846         | 77,834             | 7.5         | 24.74          | 4.79                 |
| Central NJ<br>Clark & Cranford        | 4                                   | 21.707           | 1.005          | 19.712             | 5.4         | 19.74          | 0.96                 |
|                                       | 4                                   |                  | 1,995          | 397,286            | 5.4         |                | 0.86                 |
| Monmouth County                       | 6<br>4                              | 404,458<br>5,806 | 7,172          |                    | 6.4         | 18.60<br>29.06 | 4.10                 |
| Princeton                             | 4                                   |                  | 2,246          | 3,560              | 5.4         |                | 4.37                 |
| Woodbridge/Edison Westchester Co., NY | I                                   | 12,528           | -              | 12,528             | 3.9         | 29.31          | 2.07                 |
| Elmsford                              | 3                                   | 6,249            | 1,450          | 4,799              | 1.7         | 21.72          | 0.33                 |
| Hawthorne                             | 3                                   | 10,200           | 1,430          | 10,200             | 1.7         | 9.32           | 0.33                 |
| White Plains CBD                      | 5                                   |                  | 2 600          |                    | 3.7         |                |                      |
| Yonkers                               | 5<br>5                              | 25,301<br>17,363 | 2,600<br>2,951 | 22,701<br>14,412   | 1.5         | 28.01<br>25.22 | 4.90<br>1.45         |
|                                       |                                     |                  |                |                    |             |                |                      |
| CORE Totals/Weighted Avg.             | 52                                  | 712,677          | 114,278        | 598,399            | 6.0         | 21.14          | 4.24                 |
| HUDSON WATERFRONT                     | 1                                   | 11,064           | 11,064         |                    | 8.3         | 36.24          | 4.19                 |
| HODGON WATERFRONT                     |                                     | 11,004           | 11,004         | <del>-</del>       | 0.0         | 30.24          | 4.12                 |
| FLEX                                  |                                     |                  |                |                    |             |                |                      |
| Northern NJ                           |                                     |                  |                |                    |             |                |                      |
| Hudson Waterfront                     | 1                                   | 1,500            | 1,500          | -                  | 9.7         | 50.53          | 2.14                 |
| Central NJ                            |                                     |                  |                |                    |             |                |                      |
| Clark & Cranford                      | 1                                   | 1,214            | -              | 1,214              | 10.3        | 25.86          | 0.00                 |
| Monmouth County                       | 1                                   | 2,870            | -              | 2,870              | 2.0         | 16.84          | 0.98                 |
| Westchester Co., NY                   |                                     |                  |                |                    |             |                |                      |
| Elmsford                              | 11                                  | 30,416           | 13,843         | 16,573             | 4.1         | 16.89          | 0.97                 |
| Hawthorne                             | 1                                   | 17,098           | 17,098         | -                  | 7.5         | 18.40          | 4.42                 |
| Yonkers                               | 1                                   | 3,000            | -              | 3,000              | 1.0         | 19.22          | 0.74                 |
| Burlington Co., NJ                    | 4                                   | 48,475           | 9,600          | 38,875             | 2.5         | 9.06           | 0.41                 |
| Stamford, CT Non CBD                  | 1                                   | 18,100           | -              | 18,100             | 1.0         | 11.00          | 0.20                 |
| FLEX Totals/Weighted Avg.             | 21                                  | 122,673          | 42,041         | 80,632             | 3.5         | 13.69          | 1.83                 |
| NOV COPP                              |                                     |                  |                |                    |             |                |                      |
| NON-CORE                              |                                     |                  |                |                    |             |                |                      |
| Northern NJ                           | _                                   |                  |                | 2012               |             |                |                      |
| Bergen Rt 17/GSP                      | 1 2                                 | 3,042            | -              | 3,042              | 1.0         | 19.94          | 0.20                 |
| Roseland/Short Hills                  | 2                                   | 6,047            | 4,332          | 1,715              | 5.4         | 24.47          | 3.94                 |
| Parsippany                            | I                                   | 5,000            | 5,000          | -                  | 1.3         | 22.75          | 0.32                 |
| Central NJ                            |                                     | 14.50            |                | 11.552             |             | 22.04          | 2.42                 |
| Monmouth County                       | 1                                   | 14,562           | -              | 14,562             | 6.3         | 22.04          | 3.43                 |
| Somerset Route 78                     | 2                                   | 9,167            | -              | 9,167              | 7.6         | 25.81          | 4.08                 |
| Westchester Co., NY                   |                                     | 1.000            |                | 1.000              | 1.0         | 27.20          | 1.04                 |
| White Plains CBD                      | I                                   | 1,809            | -              | 1,809              | 1.0         | 27.28          | 1.84                 |
| Washington DC/MD                      | 3                                   | 0.007            |                | 0.007              | 4.0         | 46.20          | 9.72                 |
| DC - CBD<br>MD-Greenbelt              | 2 4                                 | 9,007<br>3,459   | 2,525          | 9,007<br>934       | 4.8<br>3.6  | 46.30<br>22.38 | 8.63<br>3.74         |
|                                       |                                     |                  |                |                    |             |                |                      |
| NON-CORE Totals/Weighted Avg.         | 14                                  | 52,093           | 11,857         | 40,236             | 5.0         | 27.33          | 4.43                 |
| COMPANY Totals/Weighted Avg.          | 88                                  | 898,507          | 179,240        | 719,267            | 5.7         | 20.67          | 4.05                 |
| Towart Detaution                      | Lance Determined                    | 65.9%            | <u> </u>       | ·                  | <u> </u>    | <u> </u>       |                      |
| Tenant Retention                      | Leases Retained<br>Sq. Ft. Retained | 65.9%<br>87.5%   |                |                    |             |                |                      |
|                                       | sq. i a recuired                    | 07.570           |                |                    |             |                |                      |

<sup>(</sup>a) "Other Retained" transactions include existing tenants' expansions and relocations within the same building.

<sup>(</sup>b) Equals triple net rent plus common area costs and real estate taxes, as applicable.

<sup>(</sup>c) Represents estimated workletter costs of \$15,063,051 and commissions of \$5,502,441 committed, but not necessarily expended, during the period for second generation space aggregating 898,507 square feet.

## **Details on Leasing - Full Year Rollforward**

(for the year ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

Percent leased increased 200 basis points during 2015, driven primarily by execution of the Company's plan to exit non-core office assets. Momentum on this initiative will continue into 2016.

|                      |             |                       | LEASIN                 | IG ACTIVITY |             |                |              |
|----------------------|-------------|-----------------------|------------------------|-------------|-------------|----------------|--------------|
| Business Line        | Pct. Leased | Leased Sq. Ft.        | Expiring/              | Incoming    | Net Leasing | Sq. Ft. Leased | Pct. Leased  |
| Market/Submarket     | 12/31/14    | Acquired/Disposed (a) | Adjustment Sq. Ft. (b) | Sq. Ft.     | Activity    | 12/31/15 (c)   | 12/31/15 (d) |
| CORE                 |             |                       | <b>3</b>               |             |             |                |              |
| Northern NJ          |             |                       |                        |             |             |                |              |
| Bergen Route 4 East  | 71.9%       | -                     | (12,172)               | 79,633      | 67,461      | 239,680        | 100.0%       |
| Bergen Route 17/GSP  | 79.8%       | -                     | (291,422)              | 360,383     | 68,961      | 1,493,967      | 83.7%        |
| Roseland/Short Hills | 80.5%       | _                     | (7,203)                | 89,270      | 82,067      | 507,993        | 96.0%        |
| GW Bridge            | 89.8%       | _                     | (88,392)               | 98,940      | 10,548      | 251,188        | 93.7%        |
| Morris Route 10/24   | 91.5%       | _                     | (21,943)               | 21,943      | -           | 234,810        | 91.5%        |
| Parsippany           | 72.4%       | (203,506)             | (197,731)              | 450,011     | 252,280     | 1,661,715      | 82.1%        |
| Suburban Passaic     | 91.8%       | (203,300)             | (13,658)               | 10,623      | (3,035)     | 48,442         | 86.4%        |
| Central NJ           | 71.070      | _                     | (13,030)               | 10,023      | (3,033)     | 70,772         | 00.470       |
| Clark & Cranford     | 86.0%       | _                     | (122,524)              | 105,804     | (16,720)    | 667,329        | 83.9%        |
| Mercer Southern      | 94.6%       | _                     | (138,125)              | 138,125     | (10,720)    | 268,747        | 94.6%        |
| Monmouth County      | 97.9%       | -                     | (425,072)              | 416,469     | (8,603)     | 1,058,592      | 97.1%        |
| Princeton            | 93.2%       | -                     | (37,770)               | 28,245      | (9,525)     | 311,193        | 90.4%        |
| The Brunswicks       | 100.0%      | -                     | (37,770)               | 26,243      | (9,323)     | 40,000         | 100.0%       |
| Woodbridge/Edison    | 98.9%       | -                     | (25.776)               | 20.050      | 3,074       | 581,889        |              |
|                      | 98.9%       | 187,495               | (25,776)               | 28,850      | 3,074       | 381,889        | 98.3%        |
| Westchester Co., NY  | 01.70/      |                       | (0.444)                | 0.444       |             | 55.010         | 01.70/       |
| Elmsford             | 91.7%       | -                     | (9,444)                | 9,444       | - 0.004     | 55,019         | 91.7%        |
| Hawthorne            | 90.3%       | -                     | (41,772)               | 49,856      | 8,084       | 228,784        | 93.6%        |
| White Plains CBD     | 81.4%       | -                     | (144,288)              | 152,945     | 8,657       | 515,142        | 82.8%        |
| Yonkers              | 100.0%      | -                     | (43,954)               | 43,954      |             | 170,000        | 100.0%       |
| CORE Totals          | 83.8%       | (16,011)              | (1,621,246)            | 2,084,495   | 463,249     | 8,334,490      | 88.7%        |
| WATERFRONT           |             |                       |                        |             |             |                |              |
| Hudson Waterfront    | 82.1%       | -                     | (141,529)              | 339,098     | 197,569     | 3,744,230      | 86.7%        |
| WATERFRONT Total     | 82.1%       | -                     | (141,529)              | 339,098     | 197,569     | 3,744,230      | 86.7%        |
| FLEX                 |             |                       |                        |             |             |                |              |
| Northern NJ          |             |                       |                        |             |             |                |              |
| Hudson Waterfront    | 52.2%       | _                     |                        | 1,500       | 1,500       | 10,236         | 61.2%        |
| Suburban Passaic     | 95.9%       | -                     | (34,272)               | 12,523      | (21,749)    | 403,289        | 91.0%        |
| Central NJ           | 93.970      | -                     | (34,272)               | 12,323      | (21,749)    | 403,289        | 91.070       |
| Clark & Cranford     | 68.7%       | _                     | (1,214)                | 1.214       | _           | 4.074          | 68.7%        |
| Mercer Southern      | 79.3%       |                       | (16,302)               | 27,680      | 11,378      | 146,219        | 86.0%        |
|                      |             | -                     |                        |             |             |                |              |
| Monmouth County      | 93.4%       | -                     | (102,768)              | 87,151      | (15,617)    | 259,373        | 88.1%        |
| Westchester Co., NY  | 05.70/      |                       | (216.700)              | 202 201     | (14.405)    | 1.554.010      | 04.00/       |
| Elmsford             | 95.7%       | -                     | (316,796)              | 302,301     | (14,495)    | 1,554,919      | 94.8%        |
| Hawthorne            | 87.8%       | -                     | (44,915)               | 61,659      | 16,744      | 470,629        | 91.1%        |
| Yonkers              | 92.6%       | -                     | (59,098)               | 62,437      | 3,339       | 548,132        | 93.2%        |
| Burlington Co., NJ   | 86.0%       | (21,600)              | (203,537)              | 247,454     | 43,917      | 1,125,422      | 89.3%        |
| Stamford, CT Non-CBD | 96.3%       | -                     | (113,100)              | 113,100     | -           | 262,928        | 96.3%        |
| FLEX Totals          | 91.4%       | (21,600)              | (892,002)              | 917,019     | 25,017      | 4,785,221      | 91.9%        |

Schedules continue on next page.

### Details on Leasing - Full Year Rollforward (continued)

(for the year ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

|                      |             |                       | LEASI                                   | ING ACTIVITY |             |                |              |
|----------------------|-------------|-----------------------|---|--------------|-------------|----------------|--------------|
| Business Line        | Pct. Leased | Leased Sq. Ft.        | Expiring/                               | Incoming     | Net Leasing | Sq. Ft. Leased | Pct. Leased  |
| Market/Submarket     | 12/31/14    | Acquired/Disposed (a) | Adjustment Sq. Ft. (b)                  | Sq. Ft.      | Activity    | 12/31/15 (c)   | 12/31/15 (d) |
| NON-CORE             |             | •                     | • | •            |             |                | , ,          |
| Northern NJ          |             |                       |   |              |             |                |              |
| Bergen Meadowlands   | 82.4%       | (2,193)               | (99,846)                                | 2,193        | (97,653)    | N/A            | N/A          |
| Bergen Route 17S     | 99.6%       | -                     | (27,766)                                | -            | (27,766)    | 24,009         | 46.2%        |
| Bergen Route 17/GSP  | 89.1%       | -                     | (544,602)                               | 44,798       | (499,804)   | 342,295        | 72.7%        |
| Roseland/Short Hills | 67.9%       | (80,385)              | (114,260)                               | 120,361      | 6,101       | 655,466        | 68.5%        |
| Parsippany           | 75.0%       | (105,135)             | (31,499)                                | 56,179       | 24,680      | 621,636        | 80.3%        |
| Central NJ           |             |                       |   |              |             |                |              |
| Middlesex South/8A   | 94.9%       | -                     | (130,191)                               | 10,009       | (120,182)   | 199,533        | 59.2%        |
| Monmouth County      | 64.6%       | -                     | (57,873)                                | 85,088       | 27,215      | 179,539        | 76.1%        |
| Somerset Route 78    | 89.7%       | (111,663)             | (16,841)                                | 19,878       | 3,037       | 453,444        | 89.6%        |
| Union Route 78       | 77.1%       | -                     | (22,021)                                | -            | (22,021)    | 39,657         | 49.6%        |
| Westchester Co., NY  |             |                       |   |              |             |                |              |
| Elmsford             | 0.0%        | -                     | -                                       | -            | -           | N/A            | N/A          |
| Tarrytown            | 0.0%        | -                     | -                                       | 9,300        | 9,300       | 9,300          | 100.0%       |
| White Plains CBD     | 66.9%       | -                     | (6,054)                                 | 1,809        | (4,245)     | 26,343         | 57.6%        |
| NYC - Downtown       | 100.0%      | -                     | <u>-</u>                                | -            | -           | 524,476        | 100.0%       |
| Washington DC/MD     |             |                       |   |              |             |                |              |
| DC - CBD             | 89.1%       | -                     | (5,839)                                 | 11,659       | 5,820       | 156,931        | 92.6%        |
| DC - East End        | 100.0%      | -                     | (140,560)                               | 140,560      | -           | 159,000        | 100.0%       |
| MD-Greenbelt         | 68.6%       | -                     | (138,167)                               | 131,368      | (6,799)     | 570,869        | 67.8%        |
| MD-Lanham            | 97.4%       | -                     | (96,317)                                | 16,282       | (80,035)    | 38,794         | 31.8%        |
| NON-CORE Totals      | 80.3%       | (299,376)             | (1,431,836)                             | 649,484      | (782,352)   | 4,001,292      | 75.7%        |
| COMPANY Totals       | 84.2%       | (336,987)             | (4,086,613)                             | 3,990,096    | (96,517)    | 20,865,233     | 86.2%        |

#### RECONCILIATION OF TOTAL PROPERTY SQUARE FOOTAGE

| Total sq. ft. as of December 31, 2014                        | 25,288,590  |
|--|-------------|
| Total sq. ft. of properties acquired                         | 196,128     |
| Total sq. ft. of properties disposed of/removed from service | (1,272,838) |
| Total sq. ft. as of December 31, 2015                        | 24,211,880  |

<sup>(</sup>a) Net gain/loss of leased square footage through properties sold, acquired or placed in service during the period.

<sup>(</sup>b) Represents the square footage of expiring leases and leases scheduled to expire in the future for which new leases or renewals were signed during the period, as well as internal administrative adjustments.

<sup>(</sup>c) Includes leases expiring December 31, 2015 aggregating 69,522 square feet for which no new leases were signed.

<sup>(</sup>d) Excludes 3 Sylvan Way, a vacant 147,241 square-foot office building acquired December 23, 2015 and being prepared for lease up.

<sup>(</sup>e) Market percent leased derived by inverting the market direct vacancy rate for all office classes as published by Cushman & Wakefield.

## **Details on Leasing - Full Year Stats**

(for year ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

| Business Line             | # of         | Total     | Sq. Ft.    | Sq. Ft. Renewed and | Wtd. Avg.   | Wtd. Avg.     | Leasing Costs Per    |
|---------------------------|--------------|-----------|------------|---------------------|-------------|---------------|----------------------|
| Market/Submarket          | Transactions | Sq. Ft.   | New Leases | Other Retained (a)  | Term (Yrs.) | Base Rent (b) | Sq. Ft. Per Year (c) |
| CORE                      |              | •         |            | ,                   | ` ′         | ` ′           | •                    |
| Northern NJ               |              |           |            |                     |             |               |                      |
| Bergen Route 4 East       | 2            | 79,633    | 73,978     | 5,655               | 10.6        | 23.18         | 4.33                 |
| Bergen Route 17/GSP       | 40           | 360,383   | 46,636     | 313,747             | 5. 2        | 26.16         | 4.78                 |
| Roseland/Short Hills      | 3            | 89,270    | 89,270     | -                   | 10.1        | 32.87         | 6.27                 |
| GW Bridge                 | 18           | 98,940    | 14,157     | 84,783              | 3.3         | 27.17         | 2.09                 |
| Morris Route 10/24        | 6            | 21,943    | 3,787      | 18,156              | 4.5         | 22.27         | 3.81                 |
| Parsippany                | 39           | 450,011   | 227,146    | 222,865             | 8.2         | 24.58         | 5.01                 |
| Suburban Passaic          | 3            | 10,623    | -          | 10,623              | 6.0         | 17.92         | 1.50                 |
| Central NJ                |              |           |            |                     |             |               |                      |
| Clark & Cranford          | 24           | 105,804   | 30,302     | 75,502              | 4.9         | 22.34         | 2.29                 |
| Mercer Southern           | 3            | 138,125   | 2,229      | 135,896             | 5.0         | 31.47         | 3.22                 |
| Monmouth County           | 8            | 416,469   | 7,172      | 409,297             | 6.3         | 18.80         | 4.08                 |
| Princeton                 | 14           | 28,245    | 6,774      | 21,471              | 4.5         | 28.32         | 3.61                 |
| Woodbridge/Edison         | 4            | 28,850    | -          | 28,850              | 4.4         | 29.09         | 2.75                 |
| Westchester Co., NY       |              |           |            |                     |             |               |                      |
| Elmsford                  | 5            | 9,444     | 1,450      | 7,994               | 2.8         | 25.44         | 0.63                 |
| Hawthorne                 | 5            | 49,856    | -          | 49,856              | 3.3         | 22.03         | 3.04                 |
| White Plains CBD          | 30           | 152,945   | 8,828      | 144,117             | 4.3         | 30.05         | 6.86                 |
| Yonkers                   | 10           | 43,954    | 2,951      | 41,003              | 2.3         | 23.26         | 0.67                 |
| CORE Totals/Weighted Avg. | 214          | 2,084,495 | 514,680    | 1,569,815           | 6. 2        | 24.84         | 4.51                 |
|                           |              |           |            |                     |             |               |                      |
| WATERFRONT                |              |           |            |                     |             |               |                      |
| Hudson Waterfront         | 19           | 339,098   | 179,478    | 159,620             | 7.8         | 32.16         | 6.55                 |
| WATERFRONT Total          | 19           | 339,098   | 179,478    | 159,620             | 7.8         | 32.16         | 6.55                 |
|                           |              |           |            |                     |             |               |                      |
| FLEX                      |              |           |            |                     |             |               |                      |
| Northern NJ               |              |           |            |                     |             |               |                      |
| Hudson Waterfront         | 1            | 1,500     | 1,500      | -                   | 9.7         | 50.53         | 2.14                 |
| Suburban Passaic          | 2            | 12,523    | -          | 12,523              | 2.7         | 18.46         | 0.20                 |
| Central NJ                |              |           |            |                     |             |               |                      |
| Clark & Cranford          | 1            | 1,214     | -          | 1,214               | 10.3        | 25.86         | -                    |
| Mercer Southern           | 3            | 27,680    | -          | 27,680              | 7.3         | 16.85         | 2.84                 |
| Monmouth County           | 9            | 87,151    | 19,617     | 67,534              | 1.8         | 17.49         | 1.22                 |
| Westchester Co., NY       |              |           |            |                     |             |               |                      |
| Elmsford                  | 42           | 302,301   | 93,044     | 209,257             | 4.6         | 14.93         | 1.24                 |
| Hawthorne                 | 6            | 61,659    | 40,319     | 21,340              | 6.6         | 16.22         | 3.15                 |
| Yonkers                   | 12           | 62,437    | -          | 62,437              | 4.0         | 17.53         | 2.10                 |
| Burlington Co., NJ        | 22           | 247,454   | 48,126     | 199,328             | 3.4         | 10.56         | 1.41                 |
| Stamford Non-CBD          | 3            | 113,100   | <u>-</u>   | 113,100             | 1.8         | 26.80         | 2.56                 |
| FLEX Totals/Weighted Avg. | 101          | 917,019   | 202,606    | 714,413             | 3.8         | 15.90         | 1.72                 |

Schedules/Footnotes continue on next page.

### Details on Leasing - Full Year Stats (continued)

(for the year ended December 31, 2015)

#### **Consolidated Commercial In-Service Portfolio**

| Business Line                 | # of             | Total     | Sq. Ft.    | Sq. Ft. Renewed and | Wtd. Avg.   | Wtd. Avg.     | Leasing Costs Per    |
|-------------------------------|------------------|-----------|------------|---------------------|-------------|---------------|----------------------|
| Market/Submarket              | Transactions     | Sq. Ft.   | New Leases | Other Retained (a)  | Term (Yrs.) | Base Rent (b) | Sq. Ft. Per Year (c) |
| NON-CORE                      |                  | •         | ·          | ·                   | ·           | ·             |                      |
| Northern NJ                   |                  |           |            |                     |             |               |                      |
| Bergen Meadowlands            | 1                | 2,193     | -          | 2,193               | 1.0         | 23.92         | 0.20                 |
| Bergen Rt 17/GSP              | 10               | 44,798    | 18,777     | 26,021              | 3.7         | 21.35         | 2.72                 |
| Roseland/Short Hills          | 16               | 120,361   | 12,907     | 107,454             | 1.9         | 24.86         | 2.57                 |
| Parsippany                    | 16               | 56,179    | 25,725     | 30,454              | 3.6         | 22.77         | 4.01                 |
| Central NJ                    |                  |           |            |                     |             |               |                      |
| Middlesex South/8A            | 5                | 10,009    | 7,158      | 2,851               | 4.2         | 25.23         | 4.69                 |
| Monmouth County               | 8                | 85,088    | 33,064     | 52,024              | 2.7         | 20.83         | 2.31                 |
| Somerset Route 78             | 5                | 19,878    | 10,711     | 9,167               | 6.7         | 24.92         | 4.37                 |
| Westchester Co., NY           |                  |           |            |                     |             |               |                      |
| Tarrytown                     | 1                | 9,300     | 9,300      | -                   | 15.4        | 36.45         | 2.20                 |
| White Plains CBD              | 1                | 1,809     | -          | 1,809               | 1.0         | 27.28         | 1.84                 |
| Washington DC/MD              |                  |           |            |                     |             |               |                      |
| DC - CBD                      | 4                | 11,659    | 2,652      | 9,007               | 6.0         | 46.22         | 7.84                 |
| DC - East End                 | 2                | 140,560   | -          | 140,560             | 3.0         | 38.34         | 0.20                 |
| MD-Greenbelt                  | 39               | 131,368   | 14,415     | 116,953             | 3.2         | 24.04         | 2.33                 |
| MD-Lanham                     | 1                | 16,282    | -          | 16,282              | 5.4         | 19.67         | 2.86                 |
| NON-CORE Totals/Weighted Avg. | 109              | 649,484   | 134,709    | 514,775             | 3.3         | 27.09         | 2.48                 |
| COMPANY Totals/Weighted Avg.  | 443              | 3,990,096 | 1,031,473  | 2,958,623           | 5.3         | 23.77         | 4.10                 |
| Tenant Retention              | Leases Retained  | 70.6%     | <u> </u>   |                     | •           | <u> </u>      |                      |
| Tomat Recention               | Sq. Ft. Retained | 72.4%     |            |                     |             |               |                      |

<sup>(</sup>a) "Other Retained" transactions include existing tenants' expansions and relocations within the same building.

<sup>(</sup>b) Equals triple net rent plus common area costs and real estate taxes, as applicable.

Represents estimated workletter costs of \$64,152,511 and commissions of \$22,654,826 committed, but not necessarily expended, during the period for second generation space aggregating 3,990,096 square feet.

## **Details on Leasing - Expirations by Region**

The following table sets forth a schedule of lease expirations for the total of the Company's office, office/flex, industrial/warehouse and stand-alone retail properties included in the Consolidated Commercial Properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options (with a breakdown by market for 2016 through 2018 only):

The Company's 2016 exposure is evenly weighted throughout the year, and very manageable. Progress on 2017 expirations continued in the fourth quarter.

|                     |                     |                     | Percentage of Total |                               | Average Annualized Base |                      |
|---------------------|---------------------|---------------------|---------------------|-------------------------------|-------------------------|----------------------|
|                     |                     | Net Rentable Area   | Leased Square Feet  | Annualized Base               | Rent Per Net Rentable   | Percentage of Annual |
| Year of             | Number of           | Subject to Expiring | Represented by      | Rental Revenue Under          | Square Foot Represented | Base Rent Under      |
| Expiration/Market   | Leases Expiring (a) | Leases (Sq. Ft.)    | Expiring Leases (%) | Expiring Leases (\$) (b)      | by Expiring Leases (\$) | Expiring Leases (%)  |
|                     |                     |                     |                     |                               |                         |                      |
| 1st Quarter, 2016   | 66                  | 313,344             | 1.5                 | 7,361,729                     | 23.49                   | 1.5                  |
| 2nd Quarter, 2016   | 53                  | 323,429             | 1.6                 | 7,449,097                     | 23.03                   | 1.5                  |
| 3rd Quarter, 2016   | 64                  | 450,203             | 2.2                 | 10,550,691                    | 23.44                   | 2.1                  |
| 4th Quarter, 2016   | 84                  | 485,705             | 2.4                 | 10,684,080                    | 22.00                   | 2.2<br>7.3           |
| TOTAL – 2016        | 267                 | 1,572,681           | 7.7                 | 36,045,597                    | 22.92                   | 7.3                  |
| 2016 (c)            |                     |                     |                     |                               |                         |                      |
| Northern NJ         | 99                  | 616,602             | 3.0                 | 15,477,067                    | 25.10                   | 3.1                  |
| Central NJ          | 67                  | 465,205             | 2.3                 | 10,757,062                    | 23.12                   | 2.2                  |
| Westchester Co., NY | 58                  | 270,756             | 1.3                 | 5,326,200                     | 19.67                   | 1.1                  |
| Manhattan           | -                   | -                   | -                   | -                             | -                       | -                    |
| Southern NJ         | 8                   | 60,553              | 0.3                 | 443,940                       | 7.33                    | (d)                  |
| Fairfield, CT       | 2                   | 18,549              | 0.1                 | 318,303                       | 17.16                   | 0.1                  |
| Washington, DC/MD   | 33                  | 141,016             | 0.7                 | 3,723,025                     | 26.40                   | 0.8                  |
| TOTAL - 2016        | 267                 | 1,572,681           | 7.7                 | 36,045,597                    | 22.92                   | 7.3                  |
|                     |                     |                     |                     |                               |                         |                      |
| 2017                |                     |                     |                     |                               |                         |                      |
| Northern NJ         | 125                 | 2,037,366           | 10.0                | 58,744,902                    | 28.83                   | 12.0                 |
| Central NJ          | 79                  | 741,095             | 3.6                 | 16,834,949                    | 22.72                   | 3.4                  |
| Westchester Co., NY | 80                  | 381,280             | 1.9                 | 8,043,591                     | 21.10                   | 1.6                  |
| Manhattan           | 1                   | 14,863              | 0.1                 | 505,342                       | 34.00                   | 0.1                  |
| Southern NJ         | 18                  | 191,206             | 0.9                 | 1,493,034                     | 7.81                    | 0.3                  |
| Fairfield, CT       | 3                   | 121,028             | 0.6                 | 1,665,988                     | 13.77                   | 0.3                  |
| Washington, DC/MD   | 23                  | 104,335             | 0.5                 | 3,141,566                     | 30.11                   | 0.6                  |
| TOTAL – 2017        | 329                 | 3,591,173           | 17.6                | 90,429,372                    | 25.18                   | 18.3                 |
|                     |                     |                     |                     |                               |                         |                      |
| 2018                |                     |                     |                     |                               |                         |                      |
| Northern NJ         | 98                  | 1,087,171           | 5.3                 | 30,803,423                    | 28.33                   | 6.3                  |
| Central NJ          | 74                  | 569,075             | 2.8                 | 13,816,054                    | 24.28                   | 2.8                  |
| Westchester Co., NY | 74                  | 564,893             | 2.8                 | 9,432,733                     | 16.70                   | 1.9                  |
| Manhattan           | -                   | -                   | -                   | · · · · · · · · · · · · · · · | -                       | -                    |
| Southern NJ         | 25                  | 344,186             | 1.7                 | 2,646,461                     | 7.69                    | 0.5                  |
| Fairfield, CT       | 1                   | 88,000              | 0.4                 | 1,651,760                     | 18.77                   | 0.3                  |
| Washington, DC/MD   | 25                  | 239,976             | 1.2                 | 8,580,998                     | 35.76                   | 1.7                  |
| TOTAL - 2018        | 297                 | 2,893,301           | 14.2                | 66,931,429                    | 23.13                   | 13.5                 |

Schedule continued, with footnotes, on subsequent page.

### **Details on Leasing - Expirations by Region** (continued)

|                     | •                   | Net Rentable Area   | Percentage of Total<br>Leased Square Feet | Annualized Base          | Average Annualized Base<br>Rent Per Net Rentable | Percentage of Annual |
|---------------------|---------------------|---------------------|---|--------------------------|--|----------------------|
| Year of             | Number of           | Subject to Expiring | Represented by                            | Rental Revenue Under     | Square Foot Represented                          | Base Rent Under      |
| Expiration/Market   | Leases Expiring (a) | Leases (Sq. Ft.)    | Expiring Leases (%)                       | Expiring Leases (\$) (b) | by Expiring Leases (\$)                          | Expiring Leases (%)  |
|                     |                     |                     |   |                          |  |                      |
| 2019                | 252                 | 2,459,708           | 12.1                                      | 53,078,243               | 21.58  | 10.7                 |
|                     |                     |                     |   |                          |  |                      |
| 2020                | 218                 | 1,748,600           | 8.6                                       | 38,862,232               | 22.22  | 7.9                  |
| 2021                | 156                 | 1 511 466           | 7.4                                       | 20 244 211               | 26.03  | 8.0                  |
| 2021                | 150                 | 1,511,466           | 7.4                                       | 39,344,311               | 26.03  | 8.0                  |
| 2022                | 104                 | 1,100,641           | 5.4                                       | 27,239,446               | 24.75  | 5.5                  |
|                     | 101                 | 1,100,011           | 3.1                                       | 27,233,110               | 21.73  | 5.5                  |
| 2023                | 77                  | 1,580,626           | 7.8                                       | 36,177,980               | 22.89  | 7.3                  |
|                     |                     |                     |   |                          |  |                      |
| 2024                | 63                  | 1,127,620           | 5.5                                       | 28,279,528               | 25.08  | 5.7                  |
| 2025                | 2-                  | 550 500             |   | 17.707.150               | 22.15  |                      |
| 2025                | 37                  | 679,680             | 3.3                                       | 15,737,169               | 23.15  | 3.2                  |
| 2026                | 39                  | 803,722             | 4.0                                       | 22,626,630               | 28.15  | 4.6                  |
| 2020                | 3)                  | 003,722             | 4.0                                       | 22,020,030               | 20.13  | 4.0                  |
| 2027 and thereafter | 29                  | 1,303,149           | 6.4                                       | 39,674,099               | 30.44  | 8.0                  |
| Totals/Weighted     |                     | · ·                 |   |                          |  |                      |
| Average             | 1,868               | 20,372,367 (c) (e)  | 100.0                                     | 494,426,036              | 24.27  | 100.0                |

<sup>(</sup>a) Includes office, office/flex, industrial/warehouse and stand-alone retail property tenants only. Excludes leases for amenity, retail, parking and month to month tenants. Some tenants have multiple leases.

<sup>(</sup>e) Reconciliation to Company's total net rentable square footage is as follows:

|  | Square Feet |
|--|-------------|
| Square footage leased to commercial tenants                      | 20,372,367  |
| Square footage used for corporate offices, management offices,   |             |
| building use, retail tenants, food services, other ancillary     |             |
| service tenants and occupancy adjustments                        | 492,866     |
| Square footage unleased  | 3,346,647   |
| Total net rentable square footage (does not include land leases) | 24,211,880  |

<sup>(</sup>b) Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016 annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(</sup>c) Includes leases expiring December 31, 2015 aggregating 69,522 square feet and representing annualized rent of \$1,564,211 for which no new leases were signed.

<sup>(</sup>d) Represents 0.05% or less.

## **Details on Leasing - Expirations by Type**

The following table sets forth a schedule of lease expirations for all consolidated properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options:

|                          |                     | Net Rentable Area           | Percentage of Total<br>Leased Square Feet | Annualized Base                 | Average Annualized Base<br>Rent Per Net Rentable | Percentage of Annual |
|--------------------------|---------------------|-----------------------------|---|---------------------------------|--|----------------------|
| Year of                  | Number of           | Subject to Expiring         | Represented by                            | Rental Revenue Under            | Square Foot Represented                          | Base Rent Under      |
| Expiration/Market        | Leases Expiring (a) | Leases (Sq. Ft.)            | Expiring Leases (%)                       | Expiring Leases (\$) (b)        | by Expiring Leases (\$)                          | Expiring Leases (%)  |
| 2017                     |                     |                             |   |                                 |  |                      |
| 2016<br>Core             | 122                 | 710 175                     | 2.5                                       | 19 661 773                      | 25.98  | 3.8                  |
| Waterfront               | 7                   | 718,175<br>40,645           | 3.5<br>0.2                                | 18,661,772<br>1,451,356         | 25.98<br>35.71                                   | 0.3                  |
| Flex                     | 64                  | 417,936                     | 2.1                                       | 5,924,167                       | 14.17  | 1.2                  |
| Non-Core                 | 74                  | 395,925                     | 1.9                                       | 10,008,302                      | 25.28  | 2.0                  |
| TOTAL - 2016             | 267                 | 1,572,681                   | 7.7                                       | 36,045,597                      | 22.92  | 7.3                  |
|                          |                     |                             |   |                                 |  |                      |
| <u>2017</u>              |                     |                             |   |                                 |  |                      |
| Core                     | 131                 | 1,035,492                   | 5.1                                       | 26,307,887                      | 25.41  | 5.4                  |
| Waterfront               | 27                  | 1,118,638                   | 5.5                                       | 35,746,547                      | 31.96  | 7.2                  |
| Flex                     | 86                  | 693,047                     | 3.4                                       | 9,397,887                       | 13.56  | 1.9                  |
| Non-Core                 | 85                  | 743,996                     | 3.6                                       | 18,977,051                      | 25.51  | 3.8                  |
| TOTAL – 2017             | 329                 | 3,591,173                   | 17.6                                      | 90,429,372                      | 25.18  | 18.3                 |
|                          |                     |                             |   |                                 |  |                      |
| 2018                     |                     |                             |   |                                 |  |                      |
| Core                     | 119                 | 792,034                     | 3.8                                       | 21,022,678                      | 26.54  | 4.2                  |
| Waterfront               | 12                  | 457,848                     | 2.3                                       | 15,636,645                      | 34.15  | 3.2                  |
| Flex                     | 96                  | 1,082,172                   | 5.3                                       | 13,676,487                      | 12.64  | 2.8                  |
| Non-Core<br>TOTAL – 2018 | 70<br><b>297</b>    | 561,247<br><b>2,893,301</b> | 2.8<br>14.2                               | 16,595,619<br><b>66,931,429</b> | 29.57<br><b>23.13</b>                            | 3.3<br>13.5          |
| 101AL - 2016             | 291                 | 2,093,301                   | 14,2                                      | 00,931,429                      | 23.13  | 13.5                 |
| 2019                     |                     |                             |   |                                 |  |                      |
| Core                     | 113                 | 1,084,425                   | 5.4                                       | 28,919,575                      | 26.67  | 5.9                  |
| Waterfront               | 12                  | 83,433                      | 0.4                                       | 2,926,295                       | 35.07  | 0.6                  |
| Flex                     | 67                  | 884,715                     | 4.3                                       | 12,128,929                      | 13.71  | 2.4                  |
| Non-Core                 | 60                  | 407,135                     | 2.0                                       | 9,103,444                       | 22.36  | 1.8                  |
| TOTAL - 2019             | 252                 | 2,459,708                   | 12.1                                      | 53,078,243                      | 21.58  | 10.7                 |
|                          |                     |                             |   |                                 |  |                      |
| 2020                     |                     |                             |   |                                 |  |                      |
| Core                     | 112                 | 963,065                     | 4.8                                       | 23,507,273                      | 24.41  | 4.8                  |
| Waterfront               | 8                   | 70,779                      | 0.3                                       | 2,496,120                       | 35.27  | 0.5                  |
| Flex                     | 49                  | 421,576                     | 2.1                                       | 5,727,921                       | 13.59  | 1.2                  |
| Non-Core                 | 49                  | 293,180                     | 1.4                                       | 7,130,918                       | 24.32  | 1.4                  |
| TOTAL – 2020             | 218                 | 1,748,600                   | 8.6                                       | 38,862,232                      | 22.22  | 7.9                  |
| 2021                     |                     |                             |   |                                 |  |                      |
| <u>2021</u><br>Core      | 65                  | 563,557                     | 2.8                                       | 15,364,879                      | 27.26  | 3.1                  |
| Waterfront               | 14                  | 356,904                     | 1.7                                       | 11,683,934                      | 32.74  | 2.4                  |
| Flex                     | 32                  | 276,360                     | 1.4                                       | 4,014,730                       | 14.53  | 0.8                  |
| Non-Core                 | 45                  | 314,645                     | 1.5                                       | 8,280,768                       | 26.32  | 1.7                  |
| TOTAL - 2021             | 156                 | 1,511,466                   | 7.4                                       | 39,344,311                      | 26.03  | 8.0                  |

## <u>Details on Leasing - Expirations by Type</u> (continued)

|                             |                     |                     | Percentage of Total |                          | Average Annualized Base |                      |
|-----------------------------|---------------------|---------------------|---------------------|--------------------------|-------------------------|----------------------|
|                             |                     | Net Rentable Area   | Leased Square Feet  | Annualized Base          | Rent Per Net Rentable   | Percentage of Annual |
| Year of                     | Number of           | Subject to Expiring | Represented by      | Rental Revenue Under     | Square Foot Represented | Base Rent Under      |
| Expiration/Market           | Leases Expiring (a) | Leases (Sq. Ft.)    | Expiring Leases (%) | Expiring Leases (\$) (b) | by Expiring Leases (\$) | Expiring Leases (%)  |
| •                           |                     |                     |                     |                          |                         |                      |
| 2022                        |                     | 171 500             |                     | 12 207 071               | 27.00                   | 2 -                  |
| Core                        | 50                  | 454,633             | 2.2                 | 12,287,854               | 27.03                   | 2.5                  |
| Waterfront                  | 11                  | 251,791             | 1.2                 | 7,319,219                | 29.07                   | 1.5                  |
| Flex                        | 19                  | 176,402             | 0.9                 | 2,413,182                | 13.68                   | 0.5                  |
| Non-Core                    | 24                  | 217,815             | 1.1                 | 5,219,191                | 23.96                   | 1.0                  |
| TOTAL – 2022                | 104                 | 1,100,641           | 5.4                 | 27,239,446               | 24.75                   | 5.5                  |
| 2023                        |                     |                     |                     |                          |                         |                      |
| Core                        | 34                  | 787,200             | 3.9                 | 17,479,629               | 22.20                   | 3.6                  |
| Waterfront                  | 8                   | 325,544             | 1.6                 | 10,057,848               | 30.90                   | 2.0                  |
| Flex                        | 16                  | 253,874             | 1.3                 | 3,568,242                | 14.06                   | 0.7                  |
| Non-Core                    | 19                  | 214,008             | 1.0                 | 5,072,261                | 23.70                   | 1.0                  |
| TOTAL - 2023                | 77                  | 1,580,626           | 7.8                 | 36,177,980               | 22.89                   | 7.3                  |
| 101ML - 2023                | ,,                  | 1,500,020           | 7.0                 | 30,177,700               | 22.07                   | 7.5                  |
| 2024                        |                     |                     |                     |                          |                         |                      |
| Core                        | 30                  | 598,012             | 2.9                 | 14,943,875               | 24.99                   | 3.0                  |
| Waterfront                  | 6                   | 166,111             | 0.8                 | 5,852,227                | 35.23                   | 1.2                  |
| Flex                        | 16                  | 221,274             | 1.1                 | 3,471,936                | 15.69                   | 0.7                  |
| Non-Core                    | 11                  | 142,223             | 0.7                 | 4,011,490                | 28.21                   | 0.8                  |
| TOTAL – 2024                | 63                  | 1,127,620           | 5.5                 | 28,279,528               | 25.08                   | 5.7                  |
| <u>2025</u>                 |                     |                     |                     |                          |                         |                      |
| Core                        | 13                  | 259,357             | 1.2                 | 7,214,761                | 27.82                   | 1.5                  |
| Waterfront                  | 4                   | 95,077              | 0.5                 | 3,111,798                | 32.73                   | 0.6                  |
| Flex                        | 12                  | 204,851             | 1.0                 | 2,623,586                | 12.81                   | 0.5                  |
| Non-Core                    | 8                   | 120,395             | 0.6                 | 2,787,024                | 23.15                   | 0.6                  |
| TOTAL – 2025                | 37                  | 679,680             | 3.3                 | 15,737,169               | 23.15                   | 3.2                  |
|                             |                     | ,                   |                     | ,,,,,,                   |                         |                      |
| <u>2026</u>                 |                     |                     |                     |                          |                         |                      |
| Core                        | 15                  | 348,511             | 1.7                 | 9,595,304                | 27.53                   | 1.9                  |
| Waterfront                  | 10                  | 249,548             | 1.2                 | 8,153,748                | 32.67                   | 1.7                  |
| Flex                        | 10                  | 74,129              | 0.4                 | 1,100,957                | 14.85                   | 0.2                  |
| Non-Core                    | 4                   | 131,534             | 0.7                 | 3,776,621                | 28.71                   | 0.8                  |
| TOTAL – 2026                | 39                  | 803,722             | 4.0                 | 22,626,630               | 28.15                   | 4.6                  |
| 2025 1.4 6                  |                     |                     |                     |                          |                         |                      |
| 2027 and thereafter<br>Core | 8                   | 479,718             | 2.4                 | 10,588,803               | 22.07                   | 2.1                  |
| Waterfront                  | 10                  | 395,241             | 1.9                 | 14,525,302               | 36.75                   | 2.1                  |
| Flex                        | 10                  |                     | 0.1                 | 14,525,302<br>414,220    | 20.42                   | 0.1                  |
| Non-Core                    | 10                  | 20,285<br>407,905   | 2.0                 | 14,145,774               | 34.68                   | 2.9                  |
| TOTAL – 2027 and thereafter | 29                  | 1,303,149           | <b>6.4</b>          | 39,674,099               | 30.44                   | 8.0                  |
|                             |                     | 1,505,147           | 0.4                 | 37,077,077               | 30.44                   | 6.0                  |
| Totals/Weighted<br>Average  | 1,868               | 20,372,367          | 100.0               | 494,426,036              | 24.27                   | 100.0                |

## **Details on Leasing - Expirations (Core)**

The following table sets forth a schedule of lease expirations for the core properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options:

|                            |                 |                     | Percentage of Total |                      | Average Annualized Base |                      |
|----------------------------|-----------------|---------------------|---------------------|----------------------|-------------------------|----------------------|
|                            |                 | Net Rentable Area   | Leased Square Feet  | Annualized Base      | Rent Per Net Rentable   | Percentage of Annual |
| Year of                    | Number of       | Subject to Expiring | Represented by      | Rental Revenue Under | Square Foot Represented | Base Rent Under      |
| Expiration/Market          | Leases Expiring | Leases (Sq. Ft.)    | Expiring Leases (%) | Expiring Leases (\$) | by Expiring Leases (\$) | Expiring Leases (%)  |
| 2016                       | 122             | 718,175             | 8.9                 | 18,661,772           | 25.98                   | 9.0                  |
| 2017                       | 131             | 1,035,492           | 12.9                | 26,307,887           | 25.41                   | 12.8                 |
| 2018                       | 119             | 792,034             | 9.8                 | 21,022,678           | 26.54                   | 10.2                 |
| 2019                       | 113             | 1,084,425           | 13.4                | 28,919,575           | 26.67                   | 14.0                 |
| 2020                       | 112             | 963,065             | 11.9                | 23,507,273           | 24.41                   | 11.4                 |
| 2021                       | 65              | 563,557             | 7.0                 | 15,364,879           | 27.26                   | 7.5                  |
| 2022                       | 50              | 454,633             | 5.6                 | 12,287,854           | 27.03                   | 6.0                  |
| 2023                       | 34              | 787,200             | 9.7                 | 17,479,629           | 22.20                   | 8.5                  |
| 2024                       | 30              | 598,012             | 7.4                 | 14,943,875           | 24.99                   | 7.3                  |
| 2025                       | 13              | 259,357             | 3.2                 | 7,214,761            | 27.82                   | 3.5                  |
| 2026                       | 15              | 348,511             | 4.3                 | 9,595,304            | 27.53                   | 4.7                  |
| 2027 and thereafter        | 8               | 479,718             | 5.9                 | 10,588,803           | 22.07                   | 5.1                  |
| Totals/Weighted<br>Average | 812             | 8,084,179           | 100.0               | 205,894,290          | 25.47                   | 100.0                |

#### Notes

<sup>(1)</sup> Includes tenants of core properties only. Excludes leases for amenity, retail, parking and month to month tenants. Some tenants have multiple leases.

<sup>(2)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above. Includes office/flex tenants only. Excludes leases for amenity, retail, parking and month#o month tenants. Some tenants have multiple leases.

<sup>(3)</sup> Includes leases expiring December 31, 2015 aggregating 14,597 square feet and representing annualized rent of \$286,270 for which no new leases were signed.

## **Details on Leasing - Expirations (Waterfront)**

The following table sets forth a schedule of lease expirations for the waterfront properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options.

| Year of<br>Expiration/Market | Number of<br>Leases Expiring) | Net Rentable Area<br>Subject to Expiring<br>Leases (Sq. Ft.) | Percentage of Total<br>Leased Square Feet<br>Represented by<br>Expiring Leases (%) | Annualized Base<br>Rental Revenue Under<br>Expiring Leases (\$) | Average Annualized Base<br>Rent Per Net Rentable<br>Square Foot Represented<br>by Expiring Leases (\$) | Percentage of Annual<br>Base Rent Under<br>Expiring Leases (%) |
|------------------------------|-------------------------------|--|--|---|--|--|
| 2016                         | 7                             | 40,645   | 1.1  | 1,451,356   | 35.71  | 1.2  |
| 2017                         | 27                            | 1,118,638  | 31.0   | 35,746,547  | 31.96  | 30.1   |
| 2018                         | 12                            | 457,848  | 12.7   | 15,636,645  | 34.15  | 13.1   |
| 2019                         | 12                            | 83,433   | 2.3  | 2,926,295   | 35.07  | 2.5  |
| 2020                         | 8                             | 70,779   | 2.0  | 2,496,120   | 35.27  | 2.1  |
| 2021                         | 14                            | 356,904  | 9.9  | 11,683,934  | 32.74  | 9.8  |
| 2022                         | 11                            | 251,791  | 7.0  | 7,319,219   | 29.07  | 6.2  |
| 2023                         | 8                             | 325,544  | 9.0  | 10,057,848  | 30.90  | 8.5  |
| 2024                         | 6                             | 166,111  | 4.6  | 5,852,227   | 35.23  | 4.9  |
| 2025                         | 4                             | 95,077   | 2.6  | 3,111,798   | 32.73  | 2.6  |
| 2026                         | 10                            | 249,548  | 6.9  | 8,153,748   | 32.67  | 6.9  |
| 2027 and thereafter          | 10                            | 395,241  | 10.9   | 14,525,302  | 36.75  | 12.1   |
| Totals/Weighted<br>Average   | 129                           | 3,611,559  | 100.0  | 118,961,039   | 32.94  | 100.0  |

#### Notes:

<sup>(1)</sup> Includes tenants of waterfront properties only. Excludes leases for amenity, retail, parking and month to month tenants. Some tenants have multiple leases.

<sup>(2)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, the historical results may differ from those set forth above.

<sup>(3)</sup> Includes leases expiring December 31, 2015 aggregating 11,624 square feet and representing annualized rent of \$325,472 for which no new leases were signed.

## **Details on Leasing - Expirations (Flex)**

The following table sets forth a schedule of lease expirations for the flex properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options:

| Year of<br>Expiration/Market | Number of<br>Leases Expiring | Net Rentable Area<br>Subject to Expiring<br>Leases (Sq. Ft.) | Percentage of Total<br>Leased Square Feet<br>Represented by<br>Expiring Leases (%) | Annualized Base<br>Rental Revenue Under<br>Expiring Leases (\$) | Average Annualized Base<br>Rent Per Net Rentable<br>Square Foot Represented<br>by Expiring Leases (\$) | Percentage of Annual<br>Base Rent Under<br>Expiring Leases (%) |
|------------------------------|------------------------------|--|--|---|--|--|
| 2016                         | 64                           | 417,936  | 8.8  | 5,924,167   | 14.17  | 9.2  |
| 2017                         | 86                           | 693,047  | 14.7   | 9,397,887   | 13.56  | 14.6   |
| 2018                         | 96                           | 1,082,172  | 22.9   | 13,676,487  | 12.64  | 21.2   |
| 2019                         | 67                           | 884,715  | 18.7   | 12,128,929  | 13.71  | 18.8   |
| 2020                         | 49                           | 421,576  | 8.9  | 5,727,921   | 13.59  | 8.9  |
| 2021                         | 32                           | 276,360  | 5.9  | 4,014,730   | 14.53  | 6.2  |
| 2022                         | 19                           | 176,402  | 3.7  | 2,413,182   | 13.68  | 3.8  |
| 2023                         | 16                           | 253,874  | 5.4  | 3,568,242   | 14.06  | 5.5  |
| 2024                         | 16                           | 221,274  | 4.7  | 3,471,936   | 15.69  | 5.4  |
| 2025                         | 12                           | 204,851  | 4.3  | 2,623,586   | 12.81  | 4.1  |
| 2026                         | 10                           | 74,129   | 1.6  | 1,100,957   | 14.85  | 1.7  |
| 2027 and thereafter          | 1                            | 20,285   | 0.4  | 414,220   | 20.42  | 0.6  |
| Totals/Weighted<br>Average   | 468                          | 4,726,621  | 100.0  | 64,462,244  | 13.64  | 100.0  |

#### **Notes:**

<sup>(1)</sup> Includes tenants of flex properties only. Excludes leases for amenity, retail, parking and month to month tenants. Some tenants have multiple leases.

<sup>(2)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016 annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(3)</sup> Includes leases expiring December 31, 2015 aggregating 10,835 square feet and representing annualized rent of \$128,893 for which no new leases were signed.

## **Details on Leasing - Expirations (Non-Core)**

The following table sets forth a schedule of lease expirations for the non-core properties beginning January 1, 2016, assuming that none of the tenants exercise renewal or termination options:

| Year of<br>Expiration/Market | Number of<br>Leases Expiring | Net Rentable Area<br>Subject to Expiring<br>Leases (Sq. Ft.) | Percentage of Total<br>Leased Square Feet<br>Represented by<br>Expiring Leases (%) | Annualized Base<br>Rental Revenue Under<br>Expiring Leases (\$) | Average Annualized Base<br>Rent Per Net Rentable<br>Square Foot Represented<br>by Expiring Leases (\$) | Percentage of Annual<br>Base Rent Under<br>Expiring Leases (%) |
|------------------------------|------------------------------|--|--|---|--|--|
| 2016                         | 74                           | 395,925  | 10.0   | 10,008,302  | 25.28  | 9.5  |
| 2017                         | 85                           | 743,996  | 18.9   | 18,977,051  | 25.51  | 18.0   |
| 2018                         | 70                           | 561,247  | 14.2   | 16,595,619  | 29.57  | 15.8   |
| 2019                         | 60                           | 407,135  | 10.3   | 9,103,444   | 22.36  | 8.7  |
| 2020                         | 49                           | 293,180  | 7.4  | 7,130,918   | 24.32  | 6.8  |
| 2021                         | 45                           | 314,645  | 8.0  | 8,280,768   | 26.32  | 7.9  |
| 2022                         | 24                           | 217,815  | 5.5  | 5,219,191   | 23.96  | 5.0  |
| 2023                         | 19                           | 214,008  | 5.4  | 5,072,261   | 23.70  | 4.8  |
| 2024                         | 11                           | 142,223  | 3.6  | 4,011,490   | 28.21  | 3.8  |
| 2025                         | 8                            | 120,395  | 3.1  | 2,787,024   | 23.15  | 2.6  |
| 2026                         | 4                            | 131,534  | 3.3  | 3,776,621   | 28.71  | 3.6  |
| 2027 and thereafter          | 10                           | 407,905  | 10.3   | 14,145,774  | 34.68  | 13.5   |
| Totals/Weighted<br>Average   | 459                          | 3,950,008  | 100.0  | 105,108,463   | 26.61  | 100.0  |

### **Notes:**

<sup>(1)</sup> Includes tenants of non-core properties only. Excludes leases for amenity, retail, parking and month to month tenants. Some tenants have multiple leases.

<sup>(2)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016 annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(3)</sup> Includes leases expiring December 31, 2015 aggregating 32,466 square feet and representing annualized rent of \$823,576 for which no new leases were signed.

### **Details on Earnings - FFO and Core FFO per Share**

(amounts are per diluted share, except share count in thousands) (unaudited)

|  | ,  | Three Months |              |        | Year Ende    |     |        |
|--|----|--------------|--------------|--------|--------------|-----|--------|
|  |    | December     | 31,          |        | December :   | 31, |        |
|  |    | 2015         |              | 2014   | 2015         |     | 2014   |
| Net income (loss) available to common shareholders                                       | \$ | (0.35)       | \$           | (0.10) | \$<br>(1.41) | \$  | 0.32   |
| Add: Real estate-related depreciation and amortization on continuing operations (a)      |    | 0.49         |              | 0.44   | 1.90         |     | 1.85   |
| Impairments  |    | 0.34         |              | -      | 1.97         |     | -      |
| Deduct: Realized (gains) losses and unrealized losses on disposition of rental property, |    |              |              |        |              |     |        |
| net  |    | -            |              | -      | (0.53)       |     | (0.55) |
| Gain on sale of investment in unconsolidated joint ventures                              |    | -            |              | -      | (0.06)       |     | -      |
| Noncontrolling interest/rounding adjustment  |    | (0.01)       |              | -      | 0.01         |     | 0.01   |
| Funds from operations (b)  | \$ | 0.47         | \$           | 0.34   | \$<br>1.88   | \$  | 1.63   |
|  | ÷  |              | <del>-</del> |        | <br>         | -   |        |
| Add:   |    |              |              |        |              |     |        |
| Acquisition-related costs  | \$ | 0.01         |              | -      | \$<br>0.02   | \$  | 0.02   |
| Severance/separation costs   |    | -            | \$           | 0.13   | 0.02         |     | 0.24   |
| Net effect of unusual electricity rate spikes  |    | -            |              | -      | -            |     | 0.05   |
| Deduct:  |    |              |              |        |              |     |        |
| Net real estate tax appeal proceeds  |    | (0.01)       |              | -      | (0.05)       |     | -      |
| Equity in earnings from J.V. refinancing proceeds  |    | -            |              | -      | (0.04)       |     | -      |
| Noncontrolling interest/rounding adjustment  |    | -            |              | -      | -            |     | (0.01) |
| Core FFO   | \$ | 0.47         | \$           | 0.47   | \$<br>1.83   | \$  | 1.93   |

<sup>(</sup>a) Includes the Company's share from unconsolidated joint ventures of \$0.06 and \$0.04 for the three months ended December 31, 2015 and 2014, respectively, and \$0.22 and \$0.14 for the years ended December 31, 2015 and 2014, respectively.

### **Information About FFO, Core FFO and AFFO**

Funds from operations ("FFO") is defined as net income (loss) before noncontrolling interest of unitholders, computed in accordance with generally accepted accounting principles ("GAAP"), excluding sales or disposals of depreciable rental property, and impairments related to depreciable rental property, plus real estate-related depreciation and amortization. The Company believes that FFO per share is helpful to investors as one of several measures of the performance of an equity REIT. The Company further believes that as FFO per share excludes the effect of depreciation, gains (or losses) from sales of properties and impairments related to depreciable rental property (all of which are based on historical costs which may be of limited relevance in evaluating current performance), FFO per share can facilitate comparison of operating performance between equity REITs.

FFO per share should not be considered as an alternative to net income available to common shareholders per share as an indication of the Company's performance or to cash flows as a measure of liquidity. FFO per share presented herein is not necessarily comparable to FFO per share presented by other real estate companies due to the fact that not all real estate companies use the same definition. However, the Company's FFO per share is comparable to the FFO per share of real estate companies that use the current definition of the National Association of Real Estate Investment Trusts ("NAREIT"). A reconciliation of net income per share to FFO per share is included in the financial tables above.

Core FFO is defined as FFO, as adjusted for certain items to facilitate comparative measurement of the Company's performance over time. Adjusted FFO ("AFFO") is defined as Core FFO less (i) recurring tenant improvements, leasing commissions and capital expenditures, (ii) straight-line rents and amortization of acquired below-market leases, net, and (iii) other non-cash income, plus (iv) other non-cash charges. Core FFO and AFFO are both non-GAAP financial measures that are not intended to represent cash flow and are not indicative of cash flows provided by operating activities as determined in accordance with GAAP. Core FFO and AFFO are presented solely as supplemental disclosures that the Company's management believes provide useful information regarding the Company's operating performance and its ability to fund its dividends. There are not generally accepted definitions established for Core FFO or AFFO. Therefore, the Company's measures of Core FFO and AFFO may not be comparable to the Core FFO and AFFO reported by other REITs. A reconciliation of net income per share to Core FFO and AFFO in dollars and per share are included in the financial tables on page 13.

<sup>(</sup>b) Funds from operations is calculated in accordance with the definition of FFO of the National Association of Real Estate Investment Trusts (NAREIT). See "Information About FFO, Core FFO and AFFO" below.

### **Details on Financials - Debt Stats**

(dollars in thousands)

|  |   | Effective        |                 | December 3 | 1,        | Date of    |     |
|--|---|------------------|-----------------|------------|-----------|------------|-----|
|  | Lender  | Interest Rate    | 2015            |            | 2014      | Maturity   |     |
| Senior Unsecured Notes: (a)                                |   |                  |                 |            |           |            |     |
| 5.800%, Senior Unsecured Notes                             | public debt                                     | 5.806%           | \$<br>200,010   | \$         | 200,086   | 01/15/16   | (b  |
| 2.500%, Senior Unsecured Notes                             | public debt                                     | 2.803%           | 249,446         |            | 249,150   | 12/15/17   |     |
| 7.750%, Senior Unsecured Notes                             | public debt                                     | 8.017%           | 249,227         |            | 249,013   | 08/15/19   |     |
| 4.500%, Senior Unsecured Notes                             | public debt                                     | 4.612%           | 299,624         |            | 299,565   | 04/18/22   |     |
| 3.150%, Senior Unsecured Notes                             | public debt                                     | 3.517%           | 270,537         |            | 269,930   | 05/15/23   |     |
| Total Senior Unsecured Notes:                              |   |                  | \$<br>1,268,844 | \$         | 1,267,744 |            |     |
| Revolving Credit Facilities:                               |   |                  |                 |            |           |            |     |
| Unsecured Facility (c)                                     | 17 Lenders                                      | LIBOR +1.300%    | \$<br>155,000   |            | -         | 07/31/17   |     |
| Total Revolving Credit Facilities:                         |   |                  | \$<br>155,000   |            |           |            |     |
| Property Mortgages: (d)                                    |   |                  |                 |            |           |            |     |
| Overlook - Site IIID, IIIC, IIIA & Overlook - Site IIB (e) | Wells Fargo Bank N.A.                           | _                | _               | \$         | 23.047    | _          |     |
| 10 Independence, 4 Sylvan, 210 Clay & 5 Becker (f)         | Wells Fargo CMBS                                | _                | _               | Ψ          | 58.696    | _          |     |
| 6 Becker, 85 Livingston, 75 Livingston & 20 Waterview      | Wells Fargo CMBS                                | 10.260%          | \$<br>63,279    |            | 65,035    | 08/11/2014 | (g  |
| 9200 Edmonston Road  | Principal Commercial Funding, L.L.C.            | 9.780%           | <br>3,793       |            | 3,951     | 05/01/2015 |     |
| Port Imperial South  | Wells Fargo Bank N.A.                           | LIBOR+1.75%      | 34,962          |            | 44,119    | 01/17/2016 | (i) |
| 4 Becker   | Wells Fargo CMBS                                | 9.550%           | 40,083          |            | 39,421    | 05/11/2016 |     |
| Curtis Center (j)  | CCRE & PREFG                                    | LIBOR+5.912% (k) | 64,000          |            | 64,000    | 10/09/2016 |     |
| Various (1)  | Prudential Insurance                            | 6.332%           | 143,513         |            | 145,557   | 01/15/2017 |     |
| 150 Main Street  | Webster Bank                                    | LIBOR+2.35%      | 10,937          |            | 1,193 (m) | 03/30/2017 |     |
| 23 Main Street   | JPMorgan CMBS                                   | 5.587%           | 28,541          |            | 29,210    | 09/01/2018 |     |
| Harborside Plaza 5 The Northwestern Mutual Li              | ife Insurance Co. & New York Life Insurance Co. | 6.842%           | 217,736         |            | 221,563   | 11/01/2018 |     |
| 100 Walnut Avenue  | Guardian Life Ins. Co.                          | 7.311%           | 18,273          |            | 18,542    | 02/01/2019 |     |
| One River Center (n)                                       | Guardian Life Ins. Co.                          | 7.311%           | 41,859          |            | 42,476    | 02/01/2019 |     |
| Park Square  | Wells Fargo Bank N.A.                           | LIBOR+1.872% (o) | 27,500          |            | 27,500    | 04/10/2019 |     |
| Port Imperial South 4/5 Retail                             | American General Life & A/G PC                  | 4.559%           | 4,000           |            | 4,000     | 12/01/2021 |     |
| Port Imperial South 4/5 Garage                             | American General Life & A/G PC                  | 4.853%           | 32,600          |            | 32,600    | 12/01/2029 |     |
|  |   |                  | 731.076         | \$         | 820,910   |            |     |

- (a) Includes the cost of terminated treasury lock agreements (if any), offering and other transaction costs and the discount/premium on the notes, as applicable.
- (b) On January 15, 2016, the Company repaid these notes at their maturity using proceeds from a new unsecured term loan and borrowings under the Company's unsecured revolving credit facility.
- (c) Total borrowing capacity under the facility is \$600 million, is expandable to \$1 billion and matures in July 2017. It has two six-month extension options each requiring the payment of a 7.5 basis point fee. The interest rate on outstanding borrowings (not electing the Company's competitive bid feature) and the facility fee on the current borrowing capacity payable quarterly in arrears are based upon the Operating Partnership's unsecured debt ratings.
- (d) Reflects effective rate of debt, including deferred financing costs, comprised of the cost of terminated treasury lock agreements (if any), debt initiation costs, mark-to-market adjustment of acquired debt and other transaction costs, as applicable.
- (e) On March 27, 2015, the Company repaid these loans, which had interest rates ranging from LIBOR plus 2.50 to 3.50 percent, at par, using borrowings on the Company's unsecured revolving credit facility.
- (f) During the year ended December 31, 2015, the Company transferred the deeds for these properties to the lender in satisfaction of its obligations on the loans with interest rates ranging from 10,260 percent to 19,450 percent.
- (g) Mortgage is cross collateralized by the four properties. The loan was not repaid at maturity and the Company is in discussions with the lender regarding potential options in satisfaction of its obligation.
- (h) Excess cash flow, as defined, is being held by the lender for re-leasing costs. The deed for the property was placed in escrow and is available to the lender in the event of default or non-payment at maturity. The mortgage loan was not repaid at maturity on May 1, 2015. The Company is in discussions with the lender regarding a further extension of the loan.
- (i) The loan was repaid at maturity, using borrowings from the Company's revolving credit facility.
- (j) The Company owns a 50 percent tenants-in-common interest in the Curtis Center Property. The Company's \$64.0 million loan consists of its 50 percent interest in a \$102 million senior loan with a current rate of 3.491 percent at December 31, 2015 and its 50 percent interest in a \$26 million mezzanine loan (with a maximum borrowing capacity of \$48 million) with a current rate of 9.831 percent at December 31, 2015. The senior loan rate is based on a floating rate of one-month LIBOR plus 329 basis points and the mezzanine loan rate is based on a floating rate of one-month LIBOR plus 950 basis points. The Company has entered into LIBOR caps for the periods of the loans. The loans provide for three one-year extension options.
- (k) The effective interest rate includes amortization of deferred financing costs of 1.362 percent.
- (I) Mortgage is cross collateralized by seven properties. The Company has agreed, subject to certain conditions, to guarantee repayment of \$61.1 million of the loan.
- (m) This construction loan has a maximum borrowing capacity of \$28.8 million.
- (n) Mortgage is collateralized by the three properties comprising One River Center.
- (o) The effective interest rate includes amortization of deferred financing costs of 0.122 percent.

## **Details on Financials - Joint Ventures**

The following is a summary of the financial position of the unconsolidated joint ventures in which the Company had investment interests as o December 31, 2015 and 2014, respectively: (dollars in thousands)

|  | •  |             | December 31, |           |
|--|----|-------------|--------------|-----------|
|  |    | 2015        | ·            | 2014      |
| Assets:  | •  | <u> </u>    |              |           |
| Rental property, net                             | \$ | 1,781,621   | \$           | 1,534,812 |
| Other assets                                     |    | 307,000     |              | 398,222   |
| Total assets                                     | \$ | 2,088,621   | \$           | 1,933,034 |
| Liabilities and partners'/ members' capital:     |    | <del></del> |              |           |
| Mortgages and loans payable                      | \$ | 1,298,293   | \$           | 1,060,020 |
| Other liabilities                                |    | 215,951     |              | 211,340   |
| Partners'/members' capital                       |    | 574,377     |              | 661,674   |
| Total liabilities and partners'/members' capital | \$ | 2,088,621   | \$           | 1,933,034 |

The following is a summary of the Company's investment in unconsolidated joint ventures as of December 31, 2015 and 2014, respectively: (dollars in thousands)

|  |               | December 31, |         |
|--|---------------|--------------|---------|
|  | 2015          | ŕ            | 2014    |
| Multi-family   |               |              |         |
| Marbella RoseGarden, L.L.C./ Marbella (c)                                | \$<br>15,569  | \$           | 15,779  |
| RoseGarden Monaco Holdings, L.L.C./ Monaco (c)                           | 937           |              | 2,161   |
| Rosewood Lafayette Holdings, L.L.C./ Highlands at Morristown Station (e) | -             |              | 62      |
| PruRose Port Imperial South 15, LLC /RiversEdge at Port Imperial (c)     | -             |              | -       |
| Rosewood Morristown, L.L.C. / Metropolitan at 40 Park (c)                | 5,723         |              | 6,029   |
| Overlook Ridge JV 2C/3B, L.L.C./The Chase at Overlook Ridge (c)          | 2,039         |              | 2,524   |
| PruRose Riverwalk G, L.L.C./ RiverTrace at Port Imperial (c)             | -             |              | 955     |
| Elmajo Urban Renewal Associates, LLC / Lincoln Harbor (Bldg A&C) (c)     | -             |              | -       |
| Crystal House Apartments Investors LLC / Crystal House                   | 28,114        |              | 27,051  |
| Portside Master Company, L.L.C./ Portside at Pier One - Bldg 7 (c)       | -             |              | 1,747   |
| PruRose Port Imperial South 13, LLC / RiverParc at Port Imperial (c)     | -             |              | 1,087   |
| Roseland/Port Imperial Partners, L.P./ Riverwalk C (c)                   | 1,678         |              | 1,800   |
| RoseGarden Marbella South, L.L.C./ Marbella II                           | 16,728        |              | 11,282  |
| Estuary Urban Renewal Unit B, LLC / Lincoln Harbor (Bldg B) (c)          | -             |              | -       |
| Riverpark at Harrison I, L.L.C./ Riverpark at Harrison                   | 2,544         |              | 4,744   |
| Capitol Place Mezz LLC / Station Townhouses                              | 46,267        |              | 49,327  |
| Harborside Unit A Urban Renewal, L.L.C. / URL Harborside                 | 96,799        |              | 34,954  |
| RoseGarden Monaco, L.L.C./ San Remo Land                                 | 1,339         |              | 1,283   |
| Grand Jersey Waterfront URA, L.L.C./ Liberty Landing                     | 337           |              | 337     |
| Office Office  |               |              |         |
| Red Bank Corporate Plaza, L.L.C./ Red Bank                               | 4,140         |              | 3,963   |
| 12 Vreeland Associates, L.L.C./ 12 Vreeland Road                         | 5,890         |              | 5,620   |
| BNES Associates III / Offices at Crystal Lake                            | 2,295         |              | 1,993   |
| Hillsborough 206 Holdings, L.L.C./ Hillsborough 206                      | 1,962         |              | 1,962   |
| KPG-P 100 IMW JV, LLC / 100 Independence Mall West                       | -             |              | -       |
| Keystone-Penn (c)  | -             |              | -       |
| Keystone-TriState (c) (d)  | 3,958         |              | 6,140   |
| KPG-MCG Curtis JV, L.L.C./ Curtis Center (a)                             | 59,858        |              | 59,911  |
| <u>Other</u>   |               |              |         |
| Plaza VIII & IX Associates, L.L.C./ Vacant land (parking operations)     | 4,055         |              | 4,022   |
| Roseland/North Retail, L.L.C./ Riverwalk at Port Imperial (c)            | 1,758         |              | 1,828   |
| South Pier at Harborside / Hyatt Regency Jersey City on the Hudson (b)   | -             |              | -       |
| Other  | 1,467         |              | 907     |
| Company's investment in unconsolidated joint ventures                    | \$<br>303,457 | \$           | 247,468 |

<sup>(</sup>a) Includes undivided interests in the same manner as investments in noncontrolled partnerships, pursuant to ASC 810.

<sup>(</sup>b) The negative investment balance for this joint venture of \$3,317 and \$1,854 as of December 31, 2015 and December 31, 2014, respectively, were included in accounts payable, accrued expenses and other liabilities.

<sup>(</sup>c) The Company's ownership interests in this venture are subordinate to its partner's preferred capital balance and the Company is not expected to meaningfully participate in the venture's cash flows in the near term.

<sup>(</sup>d) Includes Company's pari-passu interests in five properties.

<sup>(</sup>e) Company's interests in the unconsolidated joint ventures were sold during the quarter ended June 30, 2015.

## **Details on Financials - Joint Ventures**

The following is a summary of the results of operations of the unconsolidated joint ventures for the period in which the Company had investment interests for the three months and years ended December 31, 2015 and 2014, respectively: (dollars in thousands)

|                               | Thr           | ee Months Endo | ed       | Year Ended     |    |           |
|-------------------------------|---------------|----------------|----------|----------------|----|-----------|
|                               | ]             | December 31,   | De       | cember 31,     |    |           |
|                               | 2015          |                | 2014     | 2015           |    | 2014      |
| Total revenues                | \$<br>80,842  | \$             | 80,212   | \$<br>318,980  | \$ | 305,034   |
| Operating and other expenses  | (51,704)      |                | (59,678) | (220,982)      |    | (233,320) |
| Depreciation and amortization | (20,079)      |                | (11,270) | (71,711)       |    | (42,985)  |
| Interest expense              | (13,692)      |                | (6,439)  | (52,972)       |    | (32,862)  |
| Net loss                      | \$<br>(4,633) | \$             | 2,825    | \$<br>(26,685) | \$ | (4,133)   |

The following is a summary of the Company's equity in earnings (loss) of unconsolidated joint ventures for the three months and years ended December 31, 2015 and 2014, respectively: (dollars in thousands)

|  | Thr         | ree Months Ended |       |               | ar Ended  |         |
|--|-------------|------------------|-------|---------------|-----------|---------|
|  |             | December 31,     |       |               | ember 31, |         |
|  | 2015        |                  | 2014  | 2015          |           | 2014    |
| <u>Multi-family</u>  |             |                  |       |               |           |         |
| Marbella RoseGarden, L.L.C./ Marbella (a)                                | \$<br>45    | \$               | (6)   | \$<br>231     | \$        | (19)    |
| RoseGarden Monaco Holdings, L.L.C./ Monaco (a)                           | (299)       |                  | (276) | (1,224)       |           | (1,040) |
| Rosewood Lafayette Holdings, L.L.C./ Highlands at Morristown Station (a) | -           |                  | (214) | (62)          |           | (853)   |
| PruRose Port Imperial South 15, LLC /RiversEdge at Port Imperial (a)     | -           |                  | -     | -             |           | -       |
| Rosewood Morristown, L.L.C. / Metropolitan at 40 Park (a)                | (86)        |                  | (81)  | (364)         |           | (345)   |
| Overlook Ridge JV 2C/3B, L.L.C./The Chase at Overlook Ridge (a)          | (108)       |                  | (229) | (371)         |           | (384)   |
| PruRose Riverwalk G, L.L.C./ RiverTrace at Port Imperial (a)             | (274)       |                  | (373) | (955)         |           | (2,139) |
| Elmajo Urban Renewal Associates, LLC / Lincoln Harbor (Bldg A&C) (a)     | -           |                  | -     | -             |           | (203)   |
| Crystal House Apartments Investors LLC / Crystal House                   | (82)        |                  | 67    | (123)         |           | (139)   |
| Portside Master Company, L.L.C./ Portside at Pier One - Bldg 7 (a)       | -           |                  | (502) | (1,736)       |           | (1,163) |
| PruRose Port Imperial South 13, LLC / RiverParc Port Imperial (a)        | -           |                  | (225) | (988)         |           | (863)   |
| Roseland/Port Imperial Partners, L.P./ Riverwalk C (a)                   | (81)        |                  | (128) | (474)         |           | (646)   |
| RoseGarden Marbella South, L.L.C./ Marbella II                           | 1           |                  | -     | -             |           | -       |
| Estuary Urban Renewal Unit B, LLC / Lincoln Harbor (Bldg B) (a)          | -           |                  | -     | 1             |           | (15)    |
| Riverpark at Harrison I, L.L.C./ Riverpark at Harrison                   | 14          |                  | (150) | (363)         |           | (150)   |
| Capitol Place Mezz LLC / Station Townhouses                              | (1,045)     |                  | (75)  | (3,687)       |           | (75)    |
| Harborside Unit A Urban Renewal, L.L.C. / URL Harborside                 | _           |                  | (6)   | -             |           | (218)   |
| RoseGarden Monaco, L.L.C./ San Remo Land                                 | -           |                  | ` _   | -             |           | _       |
| Grand Jersey Waterfront URA, L.L.C./ Liberty Landing                     | -           |                  | -     | (32)          |           | (54)    |
| Office   |             |                  |       |               |           |         |
| Red Bank Corporate Plaza, L.L.C./ Red Bank                               | 59          |                  | 74    | 392           |           | 380     |
| 12 Vreeland Associates, L.L.C./ 12 Vreeland Road                         | 159         |                  | (59)  | 270           |           | 106     |
| BNES Associates III / Offices at Crystal Lake                            | (18)        |                  | (33)  | 115           |           | 240     |
| Hillsborough 206 Holdings, L.L.C./ Hillsborough 206                      | -           |                  | (5)   | (5)           |           | (10)    |
| KPG-P 100 IMW JV, LLC / 100 Independence Mall West                       | -           |                  | (339) | (800)         |           | (1.887) |
| Keystone-Penn (a)  | 150         |                  | -     | 3,812         |           | -       |
| Keystone-TriState (a)  | (419)       |                  | 415   | (2,182)       |           | (318)   |
| KPG-MCG Curtis JV, L.L.C./ Curtis Center                                 | (280)       |                  | 260   | 475           |           | 624     |
| Other  |             |                  |       |               |           |         |
| Plaza VIII & IX Associates, L.L.C./ Vacant land (parking operations)     | 86          |                  | 100   | 344           |           | 320     |
| Roseland/North Retail, L.L.C./ Riverwalk at Port Imperial (a)            | (18)        |                  | (21)  | (70)          |           | (102)   |
| South Pier at Harborside / Hyatt Regency Jersey City on the Hudson       | 1,101       |                  | 728   | 3,036         |           | 2,602   |
| Stamford SM LLC / Senior Mezzanine Loan                                  | , <u>-</u>  |                  | -     | _             |           | 2,337   |
| Other  | 646         |                  | 715   | 1,588         |           | 1,591   |
| Company's equity in earnings (loss) of unconsolidated joint ventures     | \$<br>(449) | \$               | (363) | \$<br>(3,172) | \$        | (2,423) |

<sup>(</sup>a) The Company's ownership interests in this venture are subordinate to its partner's preferred capital balance and the Company is not expected to meaningfully participate in the venture's cash flows in the near term.

# **Details on Financials - Joint Ventures**

The following is a summary of the Company's funds from operations of unconsolidated joint ventures for the three months and years ended December 31, 2015 and 2014, respectively: (dollars in thousands)

|  |    |         | nths Ended                            |                | ear Ended  |
|--|----|---------|---------------------------------------|----------------|------------|
|  |    |         | iber 31,                              |                | cember 31, |
| M W 6 '1   |    | 2015    | 2014                                  | 2015           | 2014       |
| Multi-family Marbella RoseGarden, L.L.C./ Marbella (a)                   | \$ | 306     | \$ 251                                | \$ 1.268       | \$ 985     |
| , , , ,  | Э  |         | · · · · · · · · · · · · · · · · · · · | \$ 1,268<br>32 |            |
| RoseGarden Monaco Holdings, L.L.C./ Monaco (a)                           |    | 17      | (17)                                  |                | (82)       |
| Rosewood Lafayette Holdings, L.L.C./ Highlands at Morristown Station (a) |    | -       | 11                                    | 6              | 45         |
| PruRose Port Imperial South 15, LLC /RiversEdge at Port Imperial (a)     |    | 68<br>9 | -                                     | 68             | -          |
| Rosewood Morristown, L.L.C. / Metropolitan at 40 Park (a)                |    | 9       | 13                                    | 15             | 30         |
| Overlook Ridge JV, L.L.C./ Quarrystone at Overlook Ridge (a)             |    | -       | -                                     | -              | -          |
| Overlook Ridge JV 2C/3B, L.L.C./The Chase at Overlook Ridge (a)          |    | 222     | 64                                    | 978            | 114        |
| PruRose Riverwalk G, L.L.C./ RiverTrace at Port Imperial (a)             |    | (274)   | (153)                                 | (271)          | (1,303)    |
| Elmajo Urban Renewal Associates, LLC / Lincoln Harbor (Bldg A&C) (a)     |    | 118     | -                                     | 356            | (167)      |
| Crystal House Apartments Investors LLC / Crystal House                   |    | 211     | 351                                   | 1,049          | 1,024      |
| Portside Master Company, L.L.C./ Portside at Pier One - Bldg 7 (a)       |    | -       | (416)                                 | (970)          | (1,077)    |
| PruRose Port Imperial South 13, LLC / RiverParc Port Imperial (a)        |    | -       | (225)                                 | (875)          | (863)      |
| Roseland/Port Imperial Partners, L.P./ Riverwalk C (a)                   |    | (80)    | (128)                                 | (475)          | (646)      |
| RoseGarden Marbella South, L.L.C./ Marbella II                           |    | -       | -                                     | -              | -          |
| Estuary Urban Renewal Unit B, LLC / Lincoln Harbor (Bldg B) (a)          |    | 34      | -                                     | 67             | (15)       |
| Riverpark at Harrison I, L.L.C./ Riverpark at Harrison                   |    | 114     | (68)                                  | 16             | (68)       |
| Capitol Place Mezz LLC / Station Townhouses                              |    | 216     | (75)                                  | (1,039)        | (75)       |
| Harborside Unit A Urban Renewal, L.L.C. / URL Harborside                 |    | -       | (6)                                   | -              | (218)      |
| RoseGarden Monaco, L.L.C./ San Remo Land                                 |    | -       | -                                     | -              | -          |
| Grand Jersey Waterfront URA, L.L.C./ Liberty Landing                     |    | -       | -                                     | (32)           | (54)       |
| <u>Office</u>  |    |         |                                       |                |            |
| Red Bank Corporate Plaza, L.L.C./ Red Bank                               |    | 176     | 191                                   | 857            | 846        |
| 12 Vreeland Associates, L.L.C./ 12 Vreeland Road                         |    | 221     | 25                                    | 530            | 442        |
| BNES Associates III / Offices at Crystal Lake                            |    | 10      | (10)                                  | 229            | 410        |
| Hillsborough 206 Holdings, L.L.C./ Hillsborough 206                      |    | -       | (5)                                   | (5)            | (10)       |
| KPG-P 100 IMW JV, LLC / 100 Independence Mall West                       |    | 398     | (109)                                 | (124)          | (1,078)    |
| Keystone-Penn (a)  |    | 150     | <u>-</u>                              | 3,813          | <u>-</u>   |
| Keystone-TriState (a)  |    | 113     | 600                                   | 618            | (5)        |
| KPG-MCG Curtis JV, L.L.C./ Curtis Center                                 |    | 754     | 1,318                                 | 4,319          | 3,131      |
| Other  |    |         | ·                                     | ·              |            |
| Plaza VIII & IX Associates, L.L.C./ Vacant land (parking operations)     |    | 92      | 106                                   | 367            | 343        |
| Roseland/North Retail, L.L.C./ Riverwalk at Port Imperial (a)            |    | 3       | 1                                     | 14             | (18)       |
| South Pier at Harborside / Hyatt Regency Jersey City on the Hudson       |    | 1,845   | 1,497                                 | 6,074          | 5,647      |
| Stamford SM LLC / Senior Mezzanine Loan                                  |    | -       | -                                     | -              | 2,338      |
| Other  |    | 646     | 714                                   | 1,590          | 1,590      |
| Company's funds from operations of unconsolidated joint ventures         | \$ | 5,369   | \$ 3,930                              | \$ 18,475      | \$ 11,266  |

<sup>(</sup>a) The Company's ownership interests in this venture are subordinate to its partner's preferred capital balance and the Company is not expected to meaningfully participate in the venture's cash flows in the near term.

## **Details on Portfolio - Stats**

(as of December 31, 2015)

### **Breakdown by Number of Consolidated Properties**

|                      | •      | ·     |             | •     |             | •     | Stand- | ·     |        | •     | ·      | •     |          |        |
|----------------------|--------|-------|-------------|-------|-------------|-------|--------|-------|--------|-------|--------|-------|----------|--------|
|                      |        | % of  |             | % of  | Industrial/ | % of  | Alone  | % of  | Land   | % of  | Multi- | % of  | Totals   | % of   |
| STATE                | Office | Total | Office/Flex | Total | Warehouse   | Total | Retail | Total | Leases | Total | Family | Total | By State | Total  |
| New Jersey           | 88     | 39.5% | 48          | 21.6% | -           | -     | 1      | 0.4%  | -      | -     | 3      | 1.4%  | 140      | 62.9%  |
| New York             | 13     | 5.8%  | 41          | 18.4% | 6           | 2.7%  | 2      | 0.9%  | 2      | 0.9%  | -      | -     | 64       | 28.7%  |
| Connecticut          | -      | -     | 5           | 2.2%  | -           | -     | -      | -     | -      | -     | -      | -     | 5        | 2.2%   |
| Wash., D.C./Maryland | 10     | 4.5%  | -           | -     | -           | -     | -      | -     | 1      | 0.4%  | -      | -     | 11       | 4.9%   |
| Massachusetts        | -      | -     | -           | -     | -           | -     | -      | -     | -      | -     | 3      | 1.3%  | 3        | 1.3%   |
| TOTALS               |        |       |             |       |             |       |        |       |        |       |        |       |          |        |
| By Type:             | 111    | 49.8% | 94          | 42.2% | 6           | 2.7%  | 3      | 1.3%  | 3      | 1.3%  | 6      | 2.7%  | 223      | 100.0% |

<sup>(</sup>a) Excludes 52 operating properties, aggregating approximately 5.7 million of commercial square feet and 4,343 apartment homes, which are not consolidated by the Company.

### **Breakdown by Square Footage for Consolidated Commercial Properties**

|                      |            |       |             |       |             |       | Stand- |       |            |        |
|----------------------|------------|-------|-------------|-------|-------------|-------|--------|-------|------------|--------|
|                      |            | % of  |             | % of  | Industrial/ | % of  | Alone  | % of  | Totals     | % of   |
| STATE                | Office     | Total | Office/Flex | Total | Warehouse   | Total | Retail | Total | By State   | Total  |
| New Jersey           | 16,035,084 | 66.2% | 2,167,931   | 9.0%  | -           | -     | 16,736 | 0.1%  | 18,219,751 | 75.3%  |
| New York             | 1,666,876  | 6.9%  | 2,348,812   | 9.7%  | 387,400     | 1.6%  | 17,300 | 0.1%  | 4,420,388  | 18.3%  |
| Connecticut          | -          | -     | 273,000     | 1.1%  | -           | -     | -      | -     | 273,000    | 1.1%   |
| Wash., D.C./Maryland | 1,292,807  | 5.3%  | -           | -     | -           | -     | -      | -     | 1,292,807  | 5.3%   |
| TOTALS               |            |       |             |       |             |       |        |       |            |        |
| By Type:             | 18,994,767 | 78.4% | 4,789,743   | 19.8% | 387,400     | 1.6%  | 34,036 | 0.2%  | 24,205,946 | 100.0% |

<sup>(</sup>a) Excludes six consolidated operating multi-family properties, aggregating 1,301 apartment homes; as well as 52 operating properties, aggregating approximately 5.7 million commercial square feet and 4,343 apartment homes, which are not consolidated by the Company.

### **Details on Portfolio - Stats**

(for year ended December 31, 2015)

### Breakdown by Base Rental Revenue (a)

(dollars in thousands)

|                      |            |       |           |       |           |       | Stand- |       |        |       |           |       |               |          |
|----------------------|------------|-------|-----------|-------|-----------|-------|--------|-------|--------|-------|-----------|-------|---------------|----------|
|                      |            | % of  | Office/   | % of  | Indust./  | % of  | Alone  | % of  | Land   | % of  | Multi-    | % of  | Totals        | % of     |
| STATE                | Office     | Total | Flex      | Total | Warehouse | Total | Retail | Total | Leases | Total | Family    | Total | By State      | Total    |
|                      |            |       |           |       |           |       |        |       |        |       |           |       |               | _        |
| New Jersey           | \$ 323,076 | 67.4% | \$ 18,010 | 3.8%  | -         | -     | -      | -     | -      | -     | \$ 7,203  | 1.5%  | \$ 348,289    | 72.7%    |
| New York             | 43,612     | 9.1%  | 33,993    | 7.1%  | \$ 4,419  | 0.9%  | \$ 372 | 0.1%  | \$ 357 | 0.1%  | -         | -     | 82,753        | 17.3%    |
| Connecticut          | -          | -     | 4,096     | 0.8%  | -         | -     | -      | -     | -      | -     | -         | -     | 4,096         | 0.8%     |
| Wash., D.C./Maryland | 27,639     | 5.8%  | -         | -     | -         | -     | -      | -     | 153    | -     | -         | -     | 27,792        | 5.8%     |
| Massachusetts        | -          | -     | -         | -     | -         | -     | -      | -     | -      | -     | 16,346    | 3.4%  | 16,346        | 3.4%     |
| TOTALS               |            |       |           |       |           |       |        |       |        |       |           |       |               |          |
| By Type:             | \$ 394,327 | 82.3% | \$ 56,099 | 11.7% | \$ 4,419  | 0.9%  | \$ 372 | 0.1%  | \$ 510 | 0.1%  | \$ 23,549 | 4.9%  | \$ 479,276 (b | ) 100.0% |

- (a) Excludes 52 operating properties, aggregating approximately 5.7 million commercial square feet and 4,343 apartment homes, which are not consolidated by the Company.

  Total base rent for the year ended December 31, 2015, determined in accordance with GAAP. Substantially all of the commercial leases provide for annual base rents plus recoveries and escalation charges based upon the tenants' proportionate share of and/or increases in real estate taxes and certain costs, as defined, and the pass through of charges for electrical usage.
- (b) Excludes \$7.8 million from properties which were sold during the year ended December 31, 2015.

### **Breakdown by Percentage Leased for Commercial Properties**

| STATE                      | Office | Office/Flex | Industrial/Warehouse | Stand-Alone Retail | Weighted Avg.<br>By State |
|----------------------------|--------|-------------|----------------------|--------------------|---------------------------|
| New Jersey                 | 85.0%  | 89.2%       | -                    | 61.2%              | 85.5%                     |
| New York                   | 91.2%  | 93.1%       | 97.9%                | 100.0%             | 92.8%                     |
| Connecticut                | -      | 96.3%       | <del>-</del>         | -                  | 96.3%                     |
| Washington, D.C./ Maryland | 71.6%  | -           | -                    | -                  | 71.6%                     |
|                            |        |             |                      |                    |                           |
| WEIGHTED AVG. By Type:     | 84.6%  | 91.5%       | 97.9%                | 80.9%              | 86.2%                     |

(a) Excludes six consolidated operating multi-family properties, aggregating 1,301 apartment homes; as well as 52 operating properties, aggregating approximately 5.7 million commercial square feet and 4,343 apartment homes, which are not consolidated by the Company, and parcels of land leased to others.

Percentage leased includes all commercial leases in effect as of the period end date, some of which have commencement dates in the future as well as leases expiring December 31, 2015, aggregating 69,522 square feet for which no new leases were signed.

# **Details on Portfolio - Land for Commercial Development**

(as of December 31, 2015)

|                                      |                          |                      | Potential       |  |
|--------------------------------------|--------------------------|----------------------|-----------------|--|
|                                      |                          |                      | Commercial      |  |
| Property                             | Location                 | Type of space        | Square Feet (a) | Comments   |
| Office:                              |                          | <u> </u>             | ()              |  |
| Harborside                           | Jersey City, NJ          | Office               | 1,067,000       | Adjacent to URL J.V. development. Fully entitled.                          |
| Plaza VIII & IX Associates, LLC (b)  | Jersey City, NJ          | Office               | 1,225,000       | Adjacent to URL J.V. development. Zoning approved.                         |
| Princeton Metro                      | West Windsor, NJ         | Office               | 97,000          | Land adjacent to Princeton train station. Fully entitled.                  |
| Princeton Overlook II                | West Windsor, NJ         | Office               | 149,500         | Land adjacent to existing same-size building. Fully entitled.              |
| Mack-Cali Princeton Executive Park   | West Windsor, NJ         | Office/Hotel         | 760,000         | Large development parcel with mixed-use potential. Fully entitled.         |
| Mack-Cali Business Campus            | Parsippany & Hanover, NJ | Office/Retail        | 274,000         | Adjacent to existing office park. Partially Entitled.                      |
| AAA Drive and South Gold Drive (c)   | Hamilton Township, NJ    | Office               | 219,000         | Land part of existing office park. Zoning in place. Concept plans done.    |
| Hillsborough 206 (b)                 | Hillsborough, NJ         | Office               | 160,000         | Concept plans done.  |
| Capital Office Park/Eastpoint II     | Greenbelt & Lanham, MD   | Office/Hotel         | 717,000         | Various parcels, offer flexibility of building size/type. Fully entitled.  |
| Total Office:                        |                          |                      | 4,668,500       |  |
|                                      |                          |                      |                 |  |
| Flex:                                |                          |                      |                 |  |
| Horizon Center                       | Hamilton Township, NJ    | Flex                 | 68,000          | Land part of existing office park. Zoning in place. Concept plans done.    |
| Mack-Cali Commercenter               | Totowa, NJ               | Flex                 | 30,000          | Land part of existing office park. Fully entitled.                         |
| Mid-Westchester Executive Park and   |                          |                      |                 |  |
| South Westchester Executive Park (d) | Hawthorne & Yonkers, NY  | Flex                 | 482,250         | Land part of existing office park. Partially entitled. Concept plans done. |
| Total Flex:                          |                          |                      | 580,250         |  |
|                                      |                          |                      |                 |  |
| Industrial/Warehouse:                |                          |                      |                 |  |
| Elmsford Distribution Center (d)     | Elmsford, NY             | Industrial/Warehouse | 100,000         | Land part of existing office park. Concept plans done.                     |
| Total Industrial/Warehouse:          |                          |                      | 100,000         |  |
|                                      |                          |                      |                 |  |
| Total:                               |                          |                      | 5,348,750       |  |
|                                      |                          |                      |                 |  |

<sup>(</sup>a) Amount of square feet is subject to change.

<sup>(</sup>b) Land owned or controlled by joint venture in which Mack-Cali is an equity partner.

<sup>(</sup>c) These land parcels also includes existing office buildings totaling 35,270 and 33,962 square feet.

<sup>(</sup>d) Mack-Cali holds an option to purchase this land.

# **Details on Portfolio - Significant Tenants**

The following table sets forth a schedule of the Company's 50 largest tenants for the Consolidated Commercial Properties as of December 31, 2015, based upon annualized base rental revenue:

|   |            |                  | Percentage of      |           |                    |             |
|---|------------|------------------|--------------------|-----------|--------------------|-------------|
|   |            | Annualized       | Company            | Square    | Percentage         | Year of     |
|   | Number of  | Base Rental      | Annualized Base    | Feet      | Total Company      | Lease       |
|   | Properties | Revenue (\$) (a) | Rental Revenue (%) | Leased    | Leased Sq. Ft. (%) | Expiration  |
| DB Services New Jersey, Inc.                            | 2          | 12,335,216       | 2.5                | 409,166   | 2.0                | 2017        |
| National Union Fire Insurance Company of Pittsburgh, PA | 2          | 11,191,057       | 2.3                | 388,651   | 1.9                | (b)         |
| Bank Of Tokyo-Mitsubishi FUJI, Ltd.                     | 1          | 10,540,716       | 2.3                | 282,606   | 1.4                |             |
| United States of America-GSA                            | 12         | 9,357,707        | 1.9                | 287,169   | 1.4                | (c)         |
|   | 12         | 9,070,892        | 1.9                |           | 1.4                | (d)<br>2017 |
| Forest Research Institute, Inc.                         | 2          |                  | 1.5                | 215,659   |                    |             |
| ICAP Securities USA, LLC                                | 7          | 7,608,702        | 1.5                | 180,946   | 0.9<br>1.5         | (e)         |
| Montefiore Medical Center                               | 3          | 7,432,828        |                    | 314,049   |                    | (f)         |
| KPMG, LLP   | 3          | 6,483,411        | 1.3                | 224,364   | 1.1                | (g)         |
| Daiichi Sankyo, Inc.                                    | 1          | 6,381,982        | 1.3                | 171,900   | 0.8                | 2022        |
| TD Ameritrade Online Holdings                           | 1          | 6,223,323        | 1.3                | 188,776   | 0.9                | 2020        |
| Merrill Lynch Pierce Fenner                             | 2          | 6,173,816        | 1.2                | 303,545   | 1.5                | (h)         |
| CohnReznick, LLP  | 3          | 4,983,681        | 1.0                | 170,141   | 0.8                | (i)         |
| New Cingular Wireless PCS, LLC                          | 2          | 4,841,564        | 1.0                | 212,816   | 1.0                | (j)         |
| HQ Global Workplaces, LLC                               | 15         | 4,691,873        | 0.9                | 244,120   | 1.2                | (k)         |
| Vonage America, Inc.                                    | 1          | 4,515,000        | 0.9                | 350,000   | 1.7                | 2023        |
| Arch Insurance Company                                  | 1          | 4,005,563        | 0.8                | 106,815   | 0.5                | 2024        |
| AECOM Technology Corporation                            | 1          | 3,707,752        | 0.7                | 91,414    | 0.4                | 2029        |
| Brown Brothers Harriman & Co.                           | 1          | 3,673,536        | 0.7                | 114,798   | 0.6                | 2026        |
| Morgan Stanley Smith Barney                             | 3          | 3,665,965        | 0.7                | 129,896   | 0.6                | (1)         |
| UBS Financial Services, Inc.                            | 3          | 3,606,759        | 0.7                | 127,429   | 0.6                | (m)         |
| Allstate Insurance Company                              | 5          | 3,250,962        | 0.7                | 135,816   | 0.7                | (n)         |
| SunAmerica Asset Management, LLC                        | 1          | 3,167,756        | 0.6                | 69,621    | 0.3                | 2018        |
| Alpharma, LLC   | 1          | 3,142,580        | 0.6                | 112,235   | 0.6                | 2018        |
| Tullett Prebon Holdings Corp.                           | 1          | 3,127,970        | 0.6                | 100,759   | 0.5                | 2023        |
| TierPoint New York, LLC                                 | 2          | 3,014,150        | 0.6                | 131,078   | 0.6                | 2024        |
| E*Trade Financial Corporation                           | 1          | 2,930,757        | 0.6                | 106,573   | 0.5                | 2022        |
| Natixis North America, Inc.                             | 1          | 2,823,569        | 0.6                | 89,907    | 0.4                | 2021        |
| AAA Mid-Atlantic, Inc.                                  | 2          | 2,779,829        | 0.6                | 129,784   | 0.6                | (0)         |
| SUEZ Water Management & Services Inc.                   | 1          | 2,727,383        | 0.6                | 121,217   | 0.6                | (p)         |
| Plymouth Rock Management Company of New Jersey          | 2          | 2,725,811        | 0.6                | 106,618   | 0.5                | 2020        |
| Tradeweb Markets, LLC                                   | 1          | 2,721,070        | 0.6                | 65,242    | 0.3                | 2027        |
| New Jersey Turnpike Authority                           | 1          | 2,605,798        | 0.5                | 100,223   | 0.5                | 2017        |
| Continental Casualty Company                            | 2          | 2,596,584        | 0.5                | 94,224    | 0.5                | (q)         |
| Lowenstein Sandler LLP                                  | 1          | 2,565,602        | 0.5                | 98,677    | 0.5                | 2017        |
| Connell Foley, LLP                                      | 2          | 2,475,314        | 0.5                | 95,130    | 0.5                | (r)         |
| Bunge Management Services, Inc.                         | 1          | 2,372,387        | 0.5                | 91,509    | 0.4                | (s)         |
| Movado Group, Inc.                                      | 1          | 2,359,824        | 0.5                | 98,326    | 0.5                | 2018        |
| Bozzuto & Associates, Inc.                              | 1          | 2,359,542        | 0.5                | 104,636   | 0.5                | 2025        |
| Herzfeld & Rubin, P.C.                                  | 1          | 2,337,363        | 0.5                | 56,322    | 0.3                | 2023        |
| AMTrust Financial Services, Inc.                        | 1          | 2,306,760        | 0.5                | 76,892    | 0.3                | 2023        |
|   | 1          |                  | 0.5                |           | 0.4                | 2025        |
| Savvis Communications Corporation                       | 1          | 2,287,168        |                    | 71,474    |                    |             |
| Norris, McLaughlin & Marcus, PA                         | I          | 2,259,738        | 0.5                | 86,913    | 0.4                | 2017        |
| Barr Laboratories, Inc.                                 | 1          | 2,209,107        | 0.4                | 89,510    | 0.4                | 2016        |
| Sumitomo Mitsui Banking Corp.                           | 2          | 2,170,167        | 0.4                | 71,153    | 0.3                | 2021        |
| New Jersey City University                              | 1          | 2,084,614        | 0.4                | 68,348    | 0.3                | 2035        |
| Sun Chemical Management, LLC                            | 1          | 2,034,798        | 0.4                | 66,065    | 0.3                | 2019        |
| Syncsort, Inc.  | 1          | 1,991,439        | 0.4                | 73,757    | 0.4                | 2018        |
| Jeffries, LLC   | 1          | 1,945,653        | 0.4                | 62,763    | 0.3                | 2023        |
| American General Life Insurance Company                 | 1          | 1,854,975        | 0.4                | 74,199    | 0.4                | 2024        |
| Bressler, Amery & Ross, P.C.                            | 1          | 1,766,850        | 0.4                | 70,674    | 0.3                | 2023        |
| Totals  |            | 205,486,863      | 41.5               | 7,233,905 | 35.1               |             |

See footnotes on subsequent page.

### **Details on Portfolio - Significant Tenants**

#### **Footnotes for prior page:**

- (a) Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.
- (b) 271,533 square feet expire in 2018; 117,118 square feet expire in 2019.
- (c) 20,649 square feet expire in 2018; 24,607 square feet expire in 2019; 237,350 square feet expire in 2029.
- (d) 70,163 square feet expire in 2016; 147,606 square feet expire in 2018; 28,102 square feet expire in 2020; 21,596 square feet expire in 2022; 19,702 square feet expire in 2023.
- (e) 159,834 square feet expire in 2017; 21,112 square feet expire in 2025.
- (f) 26,535 square feet expire in 2016; 75,814 square feet expire in 2017; 36,385 square feet expire in 2018; 133,763 square feet expire in 2019; 8,600 square feet expire in 2020; 14,842 square feet expire in 2021; 9,610 square feet expire in 2022; 8,500 square feet expire in 2023.
- (g) 88,652 square feet expire in 2017; 81,371 square feet expire in 2019; 54,341 square feet expire in 2026.
- (h) 294,189 square feet expire in 2017; 9,356 square feet expire in 2019.
- (i) 15,085 square feet expire in 2017; 1,021 square feet expire in 2018; 154,035 square feet expire in 2020.
- (j) 65,751 square feet expire in 2016; 147,065 square feet expire in 2018.
- (k) 12,407 square feet expire in 2017; 41,549 square feet expire in 2019; 21,008 square feet expire in 2020; 32,579 square feet expire in 2021; 15,523 square feet expire in 2023; 105,646 square feet expire in 2024; 15,408 square feet expire in 2027.
- (1) 26,262 square feet expire in 2018; 61,239 square feet expire in 2025; 42,395 square feet expire in 2026.
- (m) 42,360 square feet expire in 2016; 13,340 square feet expire in 2022; 26,713 square feet expire in 2024; 45,016 square feet expire in 2026.
- (n) 4,014 square feet expire in 2016; 75,740 square feet expire in 2017; 51,606 square feet expire in 2018; 4,456 square feet expire in 2019.
- 9,784 square feet expire in 2017; 120,000 square feet expire in 2027.
- (p) 4,857 square feet expire in 2016; 116,360 square feet expire in 2035.
- (q) 19,416 square feet expire in 2016; 74,808 square feet expire in 2031.
- (r) 77,719 square feet expire in 2016; 17,411 square feet expire in 2026.
- (s) 25,206 square feet expire in 2016; 66,303 square feet expire in 2025.

### **Details on Portfolio - Markets**

As noted below, the Company's top four markets currently account for over 73 percent of its annualized base rental revenue.

The following table lists the Company's markets based on annualized commercial contractual base rent of the Consolidated Commercial In-Service Properties:

|  |                        | Percentage of | ·              |                   |
|--|------------------------|---------------|----------------|-------------------|
|  |                        | Company       |                |                   |
|  |                        | Annualized    | Total Property |                   |
|  | <b>Annualized Base</b> | Base Rental   | Size Rentable  | Percentage of     |
| Market                                   | Rental Revenue (\$)    | Revenue (%)   | Area           | Rentable Area (%) |
| Jersey City, NJ                          | 119,195,761            | 24.1          | 4,334,714      | 17.9              |
| Newark, NJ (Essex-Morris-Union Counties) | 110,195,104            | 22.3          | 5,420,940      | 22.4              |
| Westchester-Rockland, NY                 | 69,084,337             | 14.0          | 3,895,912      | 16.1              |
| Bergen-Passaic, NJ                       | 63,016,235             | 12.7          | 3,315,518      | 13.7              |
| Middlesex-Somerset-Hunterdon, NJ         | 29,242,482             | 5.9           | 1,316,655      | 5.4               |
| Monmouth-Ocean, NJ                       | 28,543,735             | 5.8           | 1,620,863      | 6.7               |
| Washington, DC-MD-VA-WV                  | 26,863,635             | 5.4           | 1,292,807      | 5.3               |
| Trenton, NJ                              | 18,347,675             | 3.7           | 956,597        | 4.0               |
| New York (Manhattan)                     | 17,966,697             | 3.6           | 524,476        | 2.2               |
| Southern NJ                              | 7,746,322              | 1.6           | 1,260,398      | 5.2               |
| Stamford-Norwalk, CT                     | 4,224,053              | 0.9           | 273,000        | 1.1               |
|  |                        |               | ·              |                   |
| Totals                                   | 494,426,036            | 100.0         | 24,211,880     | 100.0             |

#### Notes

<sup>(1)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(2)</sup> Includes leases in effect as of the period end date, some of which have commencement dates in the future, and leases expiring December 31, 2015 aggregating 69,522 square feet and representing annualized rent of \$1,564,211 for which no new leases were signed.

<sup>(3)</sup> Includes office, office/flex, industrial/warehouse and stand-alone retail tenants only. Excludes leases for amenity, retail, parking and month-to-month tenants. Some tenants have multiple leases.

### **Details on Portfolio - Industries**

The 10 largest of the Company's commercial tenant industries currently account for over 66 percent of the Company's annualized base rental revenue. The financial and insurance industries remain the two largest industries for the Company's tenants.

The following table lists the Company's 30 largest industry classifications based on annualized commercial contractual base rent of the Consolidated Commercial Properties:

|  |              | Percentage of      | ·           | Percentage of        |
|--|--------------|--------------------|-------------|----------------------|
|  | Annualized   | Company            |             | <b>Total Company</b> |
|  | Base Rental  | Annualized Base    | Square      | Leased               |
| Industry Classification (a)                        | Revenue (\$) | Rental Revenue (%) | Feet Leased | Sq. Ft. (%)          |
| Securities, Commodity Contracts & Other Financial  | 73,300,946   | 14.8               | 2,411,919   | 11.8                 |
| Insurance Carriers & Related Activities            | 53,005,697   | 10.7               | 1,909,858   | 9.4                  |
| Manufacturing                                      | 37,064,034   | 7.5                | 1,727,033   | 8.5                  |
| Legal Services                                     | 33,985,830   | 6.9                | 1,256,507   | 6.2                  |
| Credit Intermediation & Related Activities         | 31,980,298   | 6.5                | 1,043,929   | 5.1                  |
| Computer System Design Services                    | 23,435,938   | 4.7                | 998,329     | 4.9                  |
| Accounting/Tax Prep.                               | 22,512,824   | 4.6                | 811,535     | 4.0                  |
| Health Care & Social Assistance                    | 21,929,119   | 4.4                | 1,141,578   | 5.6                  |
| Wholesale Trade                                    | 17,043,454   | 3.4                | 1,145,478   | 5.6                  |
| Telecommunications                                 | 16,633,309   | 3.4                | 904,012     | 4.4                  |
| Scientific Research/Development                    | 15,345,895   | 3.1                | 506,622     | 2.5                  |
| Public Administration                              | 15,001,287   | 3.0                | 532,084     | 2.6                  |
| Architectural/Engineering                          | 13,795,448   | 2.8                | 535,368     | 2.6                  |
| Admin & Support, Waste Mgt. & Remediation Services | 13,677,967   | 2.8                | 669,030     | 3.3                  |
| Management/Scientific                              | 11,518,092   | 2.3                | 440,580     | 2.2                  |
| Other Services (except Public Administration)      | 11,505,422   | 2.3                | 464,951     | 2.3                  |
| Other Professional                                 | 10,851,013   | 2.2                | 495,727     | 2.4                  |
| Real Estate & Rental & Leasing                     | 8,304,371    | 1.7                | 441,061     | 2.2                  |
| Advertising/Related Services                       | 7,942,701    | 1.6                | 286,754     | 1.4                  |
| Retail Trade                                       | 7,842,352    | 1.6                | 467,833     | 2.3                  |
| Utilities  | 7,376,726    | 1.5                | 325,889     | 1.6                  |
| Transportation                                     | 6,309,982    | 1.3                | 315,484     | 1.5                  |
| Construction                                       | 4,983,050    | 1.0                | 276,448     | 1.4                  |
| Educational Services                               | 4,651,356    | 0.9                | 192,576     | 0.9                  |
| Data Processing Services                           | 3,963,335    | 0.8                | 144,947     | 0.7                  |
| Publishing Industries                              | 3,776,840    | 0.8                | 185,577     | 0.9                  |
| Arts, Entertainment & Recreation                   | 3,300,499    | 0.7                | 240,102     | 1.2                  |
| Agriculture, Forestry, Fishing & Hunting           | 2,372,387    | 0.5                | 91,509      | 0.4                  |
| Information Services                               | 2,031,789    | 0.4                | 67,021      | 0.3                  |
| Broadcasting                                       | 1,812,224    | 0.4                | 52,732      | 0.3                  |
| Other  | 7,171,851    | 1.4                | 289,894     | 1.5                  |
| Totals   | 494,426,036  | 100.0              | 20,372,367  | 100.0                |

<sup>(1)</sup> The Company's tenants are classified according to the U.S. Government's North American Industrial Classification System (NAICS).

<sup>(2)</sup> Annualized base rental revenue is based on actual December 2015 billings times 12. For leases whose rent commences after January 1, 2016, annualized base rental revenue is based on the first full month's billing times 12. As annualized base rental revenue is not derived from historical GAAP results, historical results may differ from those set forth above.

<sup>(3)</sup> Includes leases in effect as of the period end date, some of which have commencement dates in the future, and leases expiring December 31, 2015 aggregating 69,522 square feet and representing annualized rent of \$1,564,211 for which no new leases were signed.

<sup>(4)</sup> Includes office, office/flex, industrial/warehouse and stand-alone retail tenants only. Excludes leases for amenity, retail, parking and month-to-month tenants. Some tenants have multiple leases.

### **Analysts, Company Information and Executive Officers**

### **Equity Research Coverage**

**Barclays Capital** 

Ross L. Smotrich / Peter Siciliano (212) 526-2306 / (212) 526-3098

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James C. Feldman / Scott Freitag (646) 855-5808 / (646) 855-3197

Citigroup

Michael Bilerman / Emmanuel Korchman (212) 816-1383 / (212) 816-1382

**Cowen and Company** 

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**Deutsche Bank North America** 

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Evercore ISI

Steve Sakwa / Gabe Hilmoe (212) 446-9462 / (212) 446-9459

**Green Street Advisors** 

John Bejjani (949) 640-8780

JP Morgan

Anthony Paolone (212) 622-6682

Stifel Nicolaus & Company, Inc.

John Guinee / Erin Aslakson (443) 224-1307 / 443-224-1350 SunTrust Robinson Humphrey, Inc.

Michael R. Lewis (212) 319-5659

**UBS Investment Research** 

Ross T. Nussbaum (212) 713-2484

Any opinions, estimates, forecasts or predictions regarding Mack-Cali Realty Corporation's performance made by these analysts are theirs alone and do not represent opinions, estimates, forecasts or predictions of Mack-Cali Realty Corporation or its management. Mack-Cali does not by its reference above or distribution imply its endorsement of or concurrence with such opinions, estimates, forecasts or predictions.

#### **Company Information**

**Corporate Headquarters** 

343 Thornall Street Edison, New Jersey 08837-2206 (732) 590-1000 **Stock Exchange Listing** 

New York Stock Exchange

**Trading Symbol** 

Common Shares: CLI

**Contact Information** 

Mack-Cali Realty Corporation Investor Relations Department

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Edison, New Jersey 08837-2206

Deidre Crockett, Director of Investor Relations

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### **Executive Officers**

Mitchell E. Rudin

Chief Executive Officer

**Anthony Krug** *Chief Financial Officer* 

Michael J. DeMarco

President and Chief Operating Officer

Gary Wagner

Chief Legal Officer and Secretary

Marshall Tycher

President, Roseland Residential Trust

Ricardo Cardoso

EVP and Chief Investment Officer

### **DISCLOSURE REGARDING FORWARD-LOOKING STATEMENTS**

The Company considers portions of this information to be forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended. The Company intends such forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in Section 21E of such act. Such forward-looking statements relate to, without limitation, the Company's future economic performance, plans and objectives for future operations and projections of revenue and other financial items. Forward-looking statements can be identified by the use of words such as "may," "will," "plan," "potential," "projected," "should," "expect," "anticipate," "estimate," "continue" or comparable terminology. Forward-looking statements are inherently subject to risks and uncertainties, many of which the Company cannot predict with accuracy and some of which the Company might not even anticipate. Although the Company believes that the expectations reflected in such forward-looking statements are based upon reasonable assumptions at the time made, the Company can give no assurance that such expectations will be achieved. Future events and actual results, financial and otherwise, may differ materially from the results discussed in the forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements.

Among the factors about which the Company has made assumptions are:

- risks and uncertainties affecting the general economic climate and conditions, which in turn may have a negative effect on the fundamentals of the Company's business and the financial condition of the Company's tenants and residents;
- the value of the Company's real estate assets, which may limit the Company's ability to dispose of assets at attractive prices or obtain or maintain debt financing secured by the Company's properties or on an unsecured basis;
- the extent of any tenant bankruptcies or of any early lease terminations;
- the Company's ability to lease or re-lease space at current or anticipated rents;
- changes in the supply of and demand for the Company's properties;
- changes in interest rate levels and volatility in the securities markets;
- the Company's ability to complete construction and development activities on time and within budget, including without limitation obtaining regulatory permits and the availability and cost of materials, labor and equipment;
- forward-looking financial and operational information, including information relating to future development projects, potential acquisitions or dispositions, and projected revenue and income;
- changes in operating costs;
- the Company's ability to obtain adequate insurance, including coverage for terrorist acts;
- the Company's credit worthiness and the availability of financing on attractive terms or at all, which may adversely impact the Company's ability to pursue acquisition and development opportunities and refinance existing debt and the Company's future interest expense;
- changes in governmental regulation, tax rates and similar matters; and
- other risks associated with the development and acquisition of properties, including risks that the development may not be completed on schedule, that the tenants or residents will not take occupancy or pay rent, or that development or operating costs may be greater than anticipated.

For further information on factors which could impact the Company and the statements contained herein, see Item 1A: Risk Factors in the Company's Annual Report on Form 10-K for the year ended December 31, 2015. The Company assumes no obligation to update and supplement forward-looking statements that become untrue because of subsequent events, new information or otherwise.

This Supplemental Operating and Financial Data is not an offer to sell or solicitation to buy any securities of the Company. Any offers to sell or solicitations of the Company shall be made by means of a prospectus. The information in this Supplemental Package must be read in conjunction with, and is modified in its entirety by, the Annual Report on Form 10-K (the "10-K") filed by the Company for the same period with the Securities and Exchange Commission (the "SEC") and all of the Company's other public filings with the SEC (the "Public Filings"). In particular, the financial information contained herein is subject to and qualified by reference to the financial statements contained in the 10-K, the footnotes thereto and the limitations set forth therein. Investors may not rely on the Supplemental Package without reference to the 10-K and the Public Filings. Any investors' receipt of, or access to, the information contained herein is subject to this qualification.

#### MARKET DATA

Certain market data and forecasts were obtained from independent industry sources as well as from research reports prepared for other purposes. Neither the Company nor its affiliates have independently verified the data obtained from these sources and they cannot give any assurance of the accuracy or completeness of the data. Forecasts and other forward-looking information obtained from these sources are subject to the same qualifications and the additional uncertainties regarding the other forward-looking statements described above.