

NYSE: **HIW**
3Q23

QUALITY. RESILIENCY. GROWTH.

 Highwoods® | **#BETTERTOGETHER**
NOVEMBER 2023

MIDTOWN

REI CO-OP SINCE 1938

Some of the information in this presentation may contain forward-looking statements. Such statements include, in particular, statements about our plans, strategies and prospects such as the following: the expected financial and operational results and the related assumptions underlying our expected results; the planned sales of non-core assets and expected pricing and impact with respect to such sales, including the tax impact of such sales; the anticipated total investment, projected leasing activity, estimated replacement cost and expected net operating income of acquired properties and properties to be developed; and expected future leverage of the Company. You can identify forward-looking statements by our use of forward-looking terminology such as “may,” “will,” “expect,” “anticipate,” “estimate,” “continue” or other similar words. Although we believe that our plans, intentions and expectations reflected in or suggested by such forward-looking statements are reasonable, we cannot assure you that our plans, intentions or expectations will be achieved.

Factors that could cause our actual results to differ materially from Highwoods’ current expectations include, among others, the following: the financial condition of our customers could deteriorate; our assumptions regarding potential losses related to customer financial difficulties could prove to be incorrect; counterparties under our debt instruments, particularly our revolving credit facility, may attempt to avoid their obligations thereunder, which, if successful, would reduce our available liquidity; we may not be able to lease or re-lease second generation space, defined as previously occupied space that becomes available for lease, quickly or on as favorable terms as old leases; we may not be able to lease newly constructed buildings as quickly or on as favorable terms as originally anticipated; we may not be able to complete development, acquisition, reinvestment, disposition or joint venture projects as quickly or on as favorable terms as anticipated; development activity in our existing markets could result in an excessive supply relative to customer demand; our markets may suffer declines in economic and/or office employment growth; unanticipated increases in interest rates could increase our debt service costs; unanticipated increases in operating expenses could negatively impact our operating results; natural disasters and climate change could have an adverse impact on our cash flow and operating results; we may not be able to meet our liquidity requirements or obtain capital on favorable terms to fund our working capital needs and growth initiatives or repay or refinance outstanding debt upon maturity; and the Company could lose key executive officers.

This list of risks and uncertainties, however, is not intended to be exhaustive. You should also review the other cautionary statements we make in “Risk Factors” set forth in our 2022 Annual Report on Form 10-K and subsequent SEC filings. Given these uncertainties, you should not place undue reliance on forward-looking statements. We undertake no obligation to publicly release the results of any revisions to these forward-looking statements to reflect any future events or circumstances or to reflect the occurrence of unanticipated events.

Our 2023 per share FFO outlook, as well as outlook for other metrics such as growth in same property cash NOI and year-end occupancy, reflects management’s view as of October 24, 2023 of current and future market conditions, including assumptions such as rental rates, occupancy levels, operating and general and administrative expenses, weighted average diluted shares outstanding and interest rates.

WHY HIGHWOODS?



**ATTRACTIVE
MARKETS**

**HIGH-QUALITY
PORTFOLIO**

**RESILIENT LEASING
& OPERATIONS**

**STRONG BALANCE
SHEET & FINANCIALS**

**PROVEN TRACK
RECORD**

**FUTURE GROWTH
OPPORTUNITIES**





**ATTRACTIVE
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OPPORTUNITIES**

HIW



MIDTOWN

95%
SUNBELT
(% of NOI*)

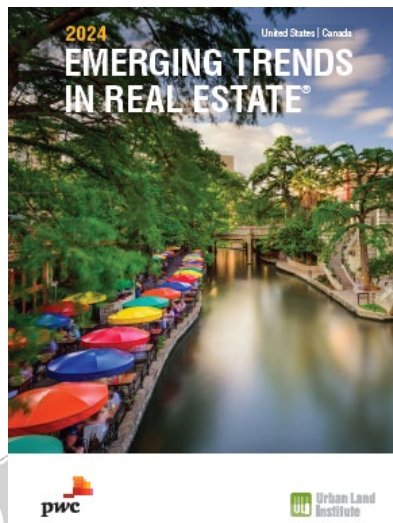
2.0x
EMPLOYMENT
GROWTH
(vs US average 2010-2022)

2.5x
POPULATION
GROWTH
(vs US average 2010-2022)

28.5M
SQUARE FEET
(As of 9/30/23)

1.6M SF
DEVELOPMENT PIPELINE
(As of 9/30/23)

ULI's 2024 TOP REAL ESTATE MARKETS



DAL
(#3)
6%

NAS
(#1)
21%

CLT
(#13)
11%

RAL
(#9)
22%

ATL
(#4)
15%

ORL
(#19)
5%

TAM
(#18)
11%

PIT
5%

RIC
4%

>90%
NOI* IN TOP 20
ULI MARKETS

WE BELIEVE THAT, IN CREATING ENVIRONMENTS AND EXPERIENCES WHERE THE BEST AND BRIGHTEST CAN ACHIEVE TOGETHER WHAT THEY CANNOT APART, HIGHWOODS CAN DELIVER GREATER VALUE TO OUR CUSTOMERS, THEIR TEAMMATES AND, IN TURN, OUR SHAREHOLDERS.



*NOI assumes stabilization of current development pipeline.

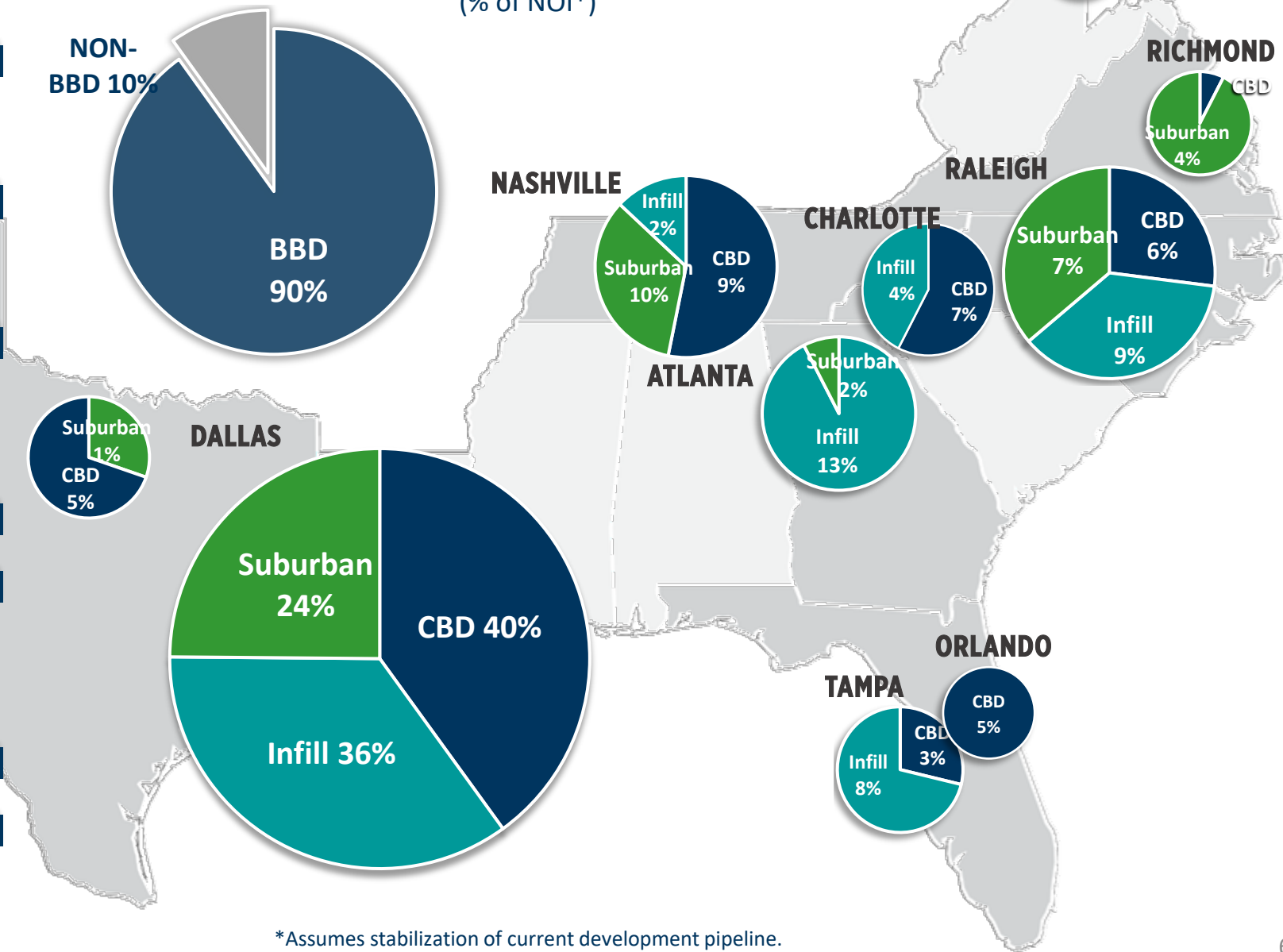


Atlanta		
Central Perimeter		✓
Cumberland/Galleria		✓
Buckhead		✓
Midtown		⊘
Charlotte		
South Park		✓
Uptown		✓
South End		=
Dallas		
Frisco/Plano		✓
Preston Center		⊘
Uptown		✓
Nashville		
Brentwood		✓
CBD		✓
Cool Springs		✓
West End		✓
Orlando		
CBD		✓
Raleigh		
Cary/Weston		✓
Raleigh CBD		✓
Glenwood/Creedmoor		✓
North Hills/Six Forks		✓
Richmond		
Innsbrook		✓
Tampa		
CBD		✓
Westshore		✓

= HIW-owned land only
 ⊘ No current HIW exposure

BBD EXPOSURE BY MARKET

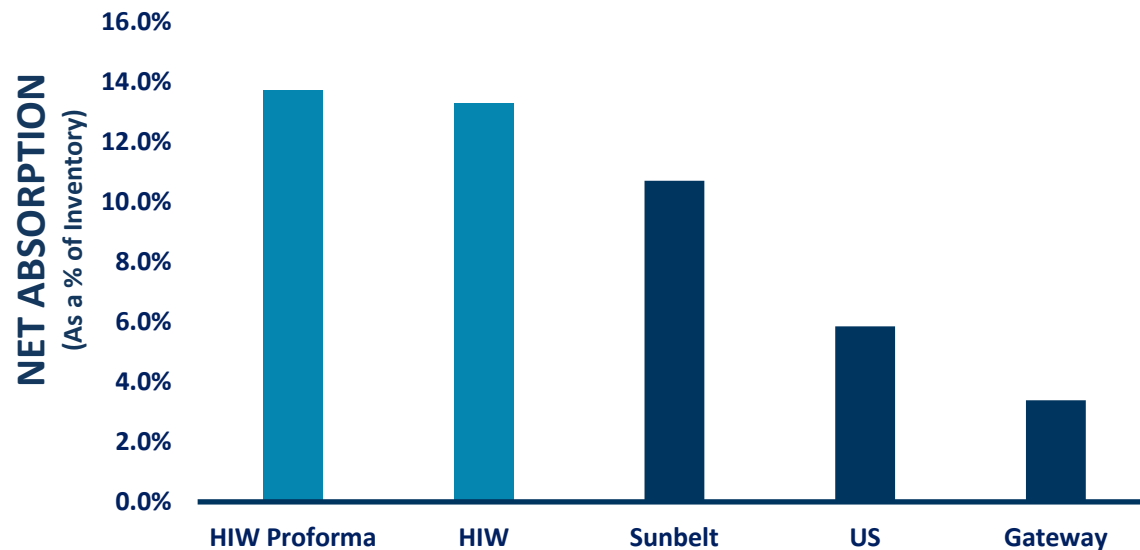
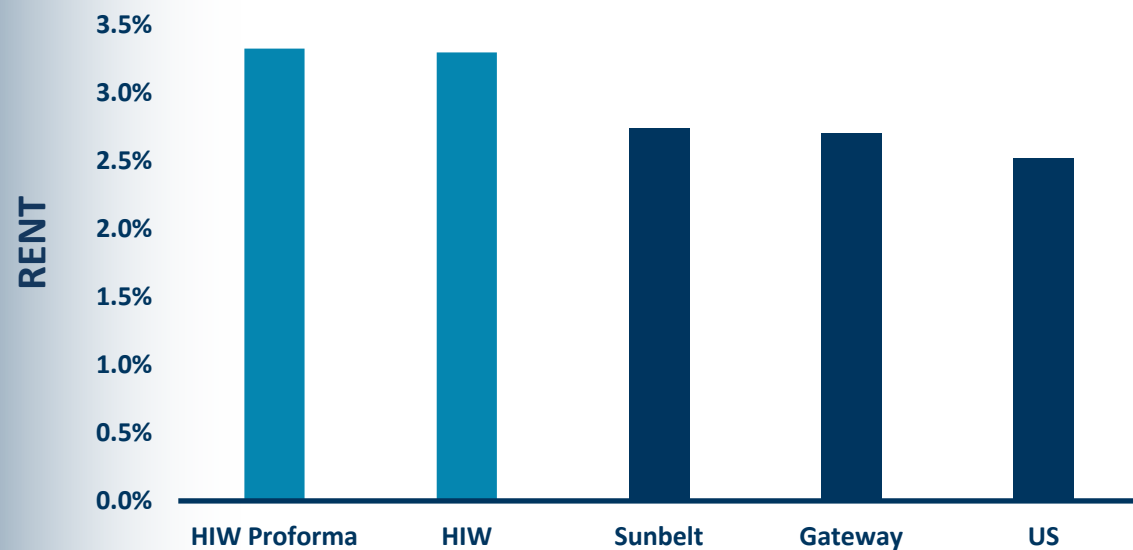
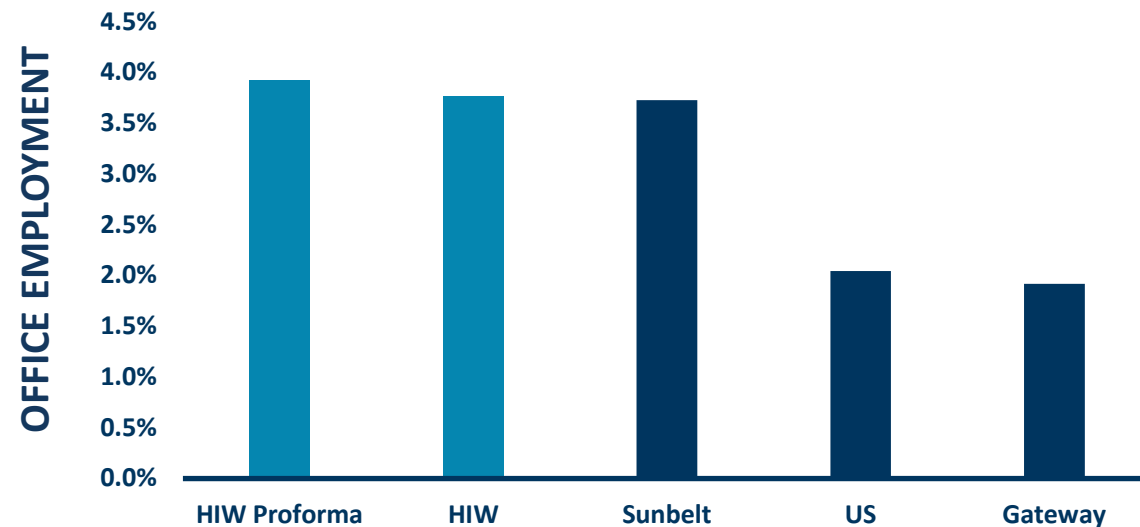
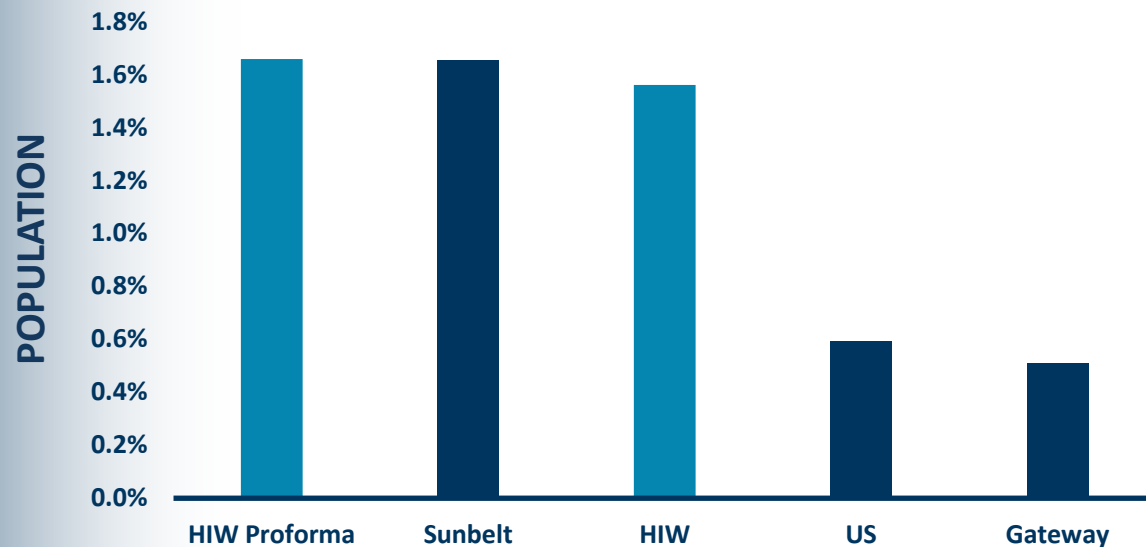
(% of NOI*)



*Assumes stabilization of current development pipeline.



DEMOGRAPHIC & MARKET TRENDS



Source: CoStar. Annual growth 2010 – 2022.

HIW - weighted average by market NOI. HIW Proforma – weighted average by market NOI assuming PIT exit and stabilization of the current development pipeline.

Sunbelt includes: ATL, AUS, CLT, DAL, DEN, HOU, NAS, ORL, PHO, RAL, TAM. Gateway includes: BOS, LA, NYC, SF, SEA, DC.



**ATTRACTIVE
MARKETS**



**HIGH-QUALITY
PORTFOLIO**



**RESILIENT LEASING
& OPERATIONS**



**STRONG BALANCE
SHEET & FINANCIALS**



**PROVEN TRACK
RECORD**



**FUTURE GROWTH
OPPORTUNITIES**

HMW



MIDTOWN



28.5M
SQUARE FEET
(As of 9/30/23)

88.7%
OCCUPANCY
(As of 9/30/23)

4.1%
RENT CAGR
(2013-3Q23)

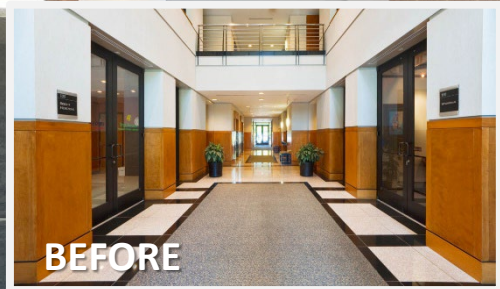
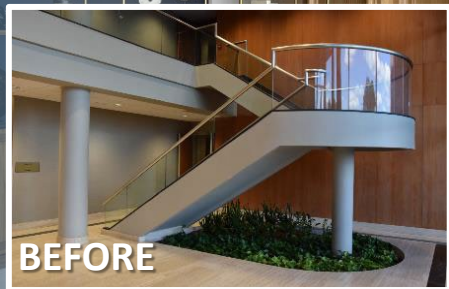
2003
AVG YEAR BUILT
(Value Weighted Average)

6.0
WALT (YEARS)
(As of 9/30/23)

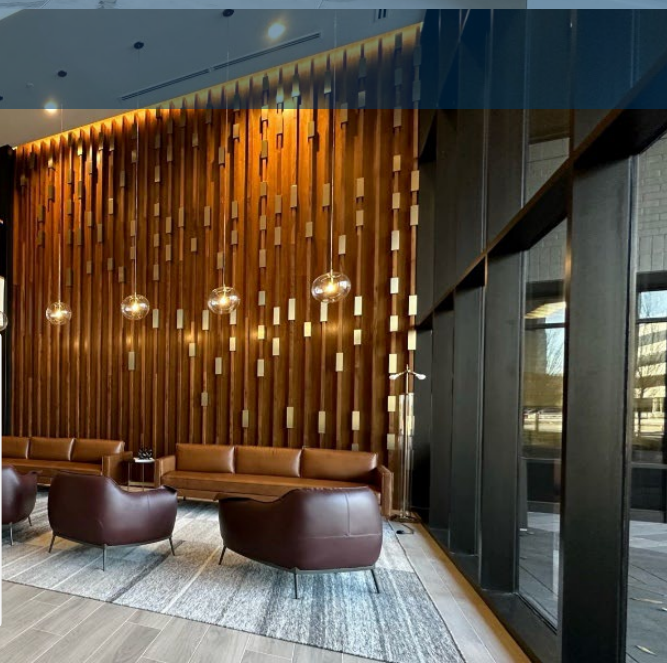
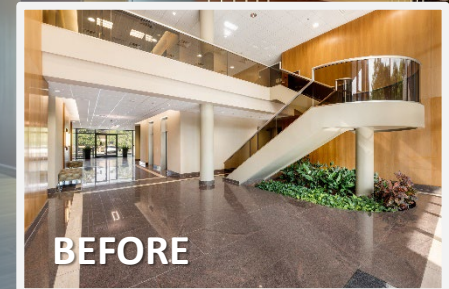




NASHVILLE



CONTINUOUS REINVESTMENT IN EXISTING PORTFOLIO





FLIGHT TO QUALITY

96.0%
94.0%
92.0%
90.0%
88.0%
86.0%
84.0%
82.0%
80.0%

2013 Q1 2013 Q2 2013 Q3 2013 Q4 2014 Q1 2014 Q2 2014 Q3 2014 Q4 2015 Q1 2015 Q2 2015 Q3 2015 Q4 2016 Q1 2016 Q2 2016 Q3 2016 Q4 2017 Q1 2017 Q2 2017 Q3 2017 Q4 2018 Q1 2018 Q2 2018 Q3 2018 Q4 2019 Q1 2019 Q2 2019 Q3 2019 Q4 2020 Q1 2020 Q2 2020 Q3 2020 Q4 2021 Q1 2021 Q2 2021 Q3 2021 Q4 2022 Q1 2022 Q2 2022 Q3 2022 Q4 2023 Q1 2023 Q2 2023 Q3

— HIW Occupancy — HIW BBDs — HIW Markets — US

Source: CoStar, Company filings

HIW occupancy 340 bps higher than US at 3/31/20

HIW occupancy 750 bps higher than US at 9/30/23



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HIW

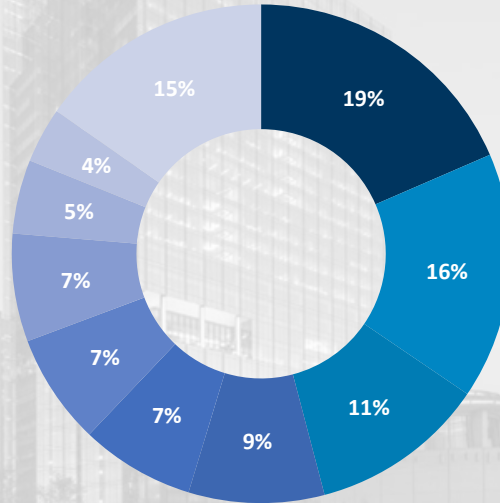


MIDTOWN

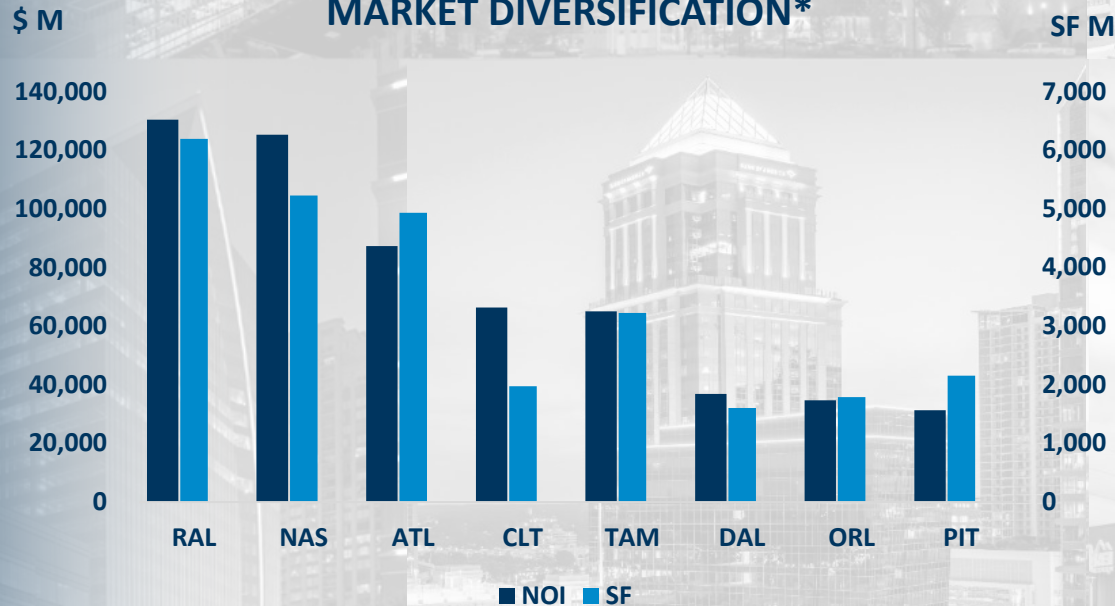


INDUSTRY DIVERSIFICATION

(% of Annualized Revenue)



MARKET DIVERSIFICATION*



*NOI is calculated based on annualized 3Q'23 GAAP NOI for HIW's share of consolidated and unconsolidated properties and assumes stabilization of current development pipeline

CUSTOMER DIVERSIFICATION

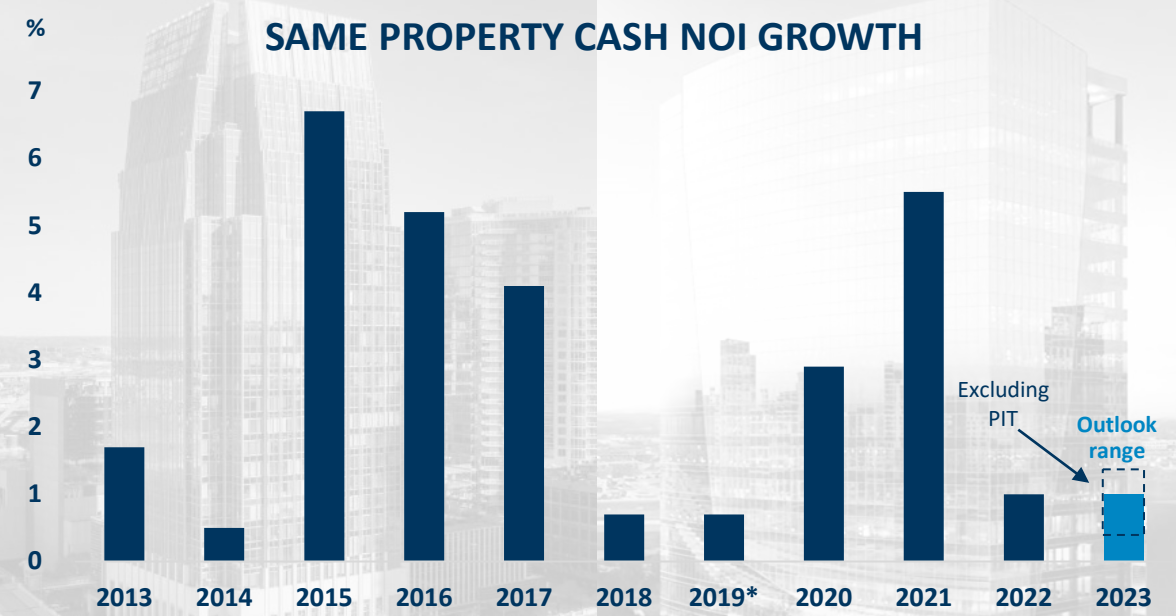
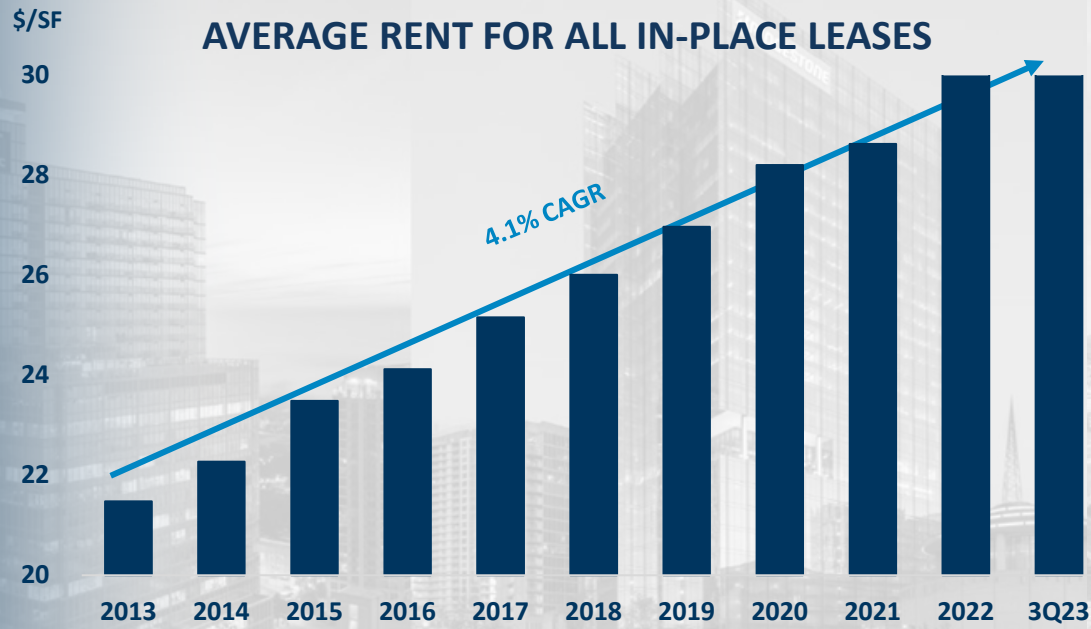
Top 10 Customers

% of Annualized
GAAP Revenue**

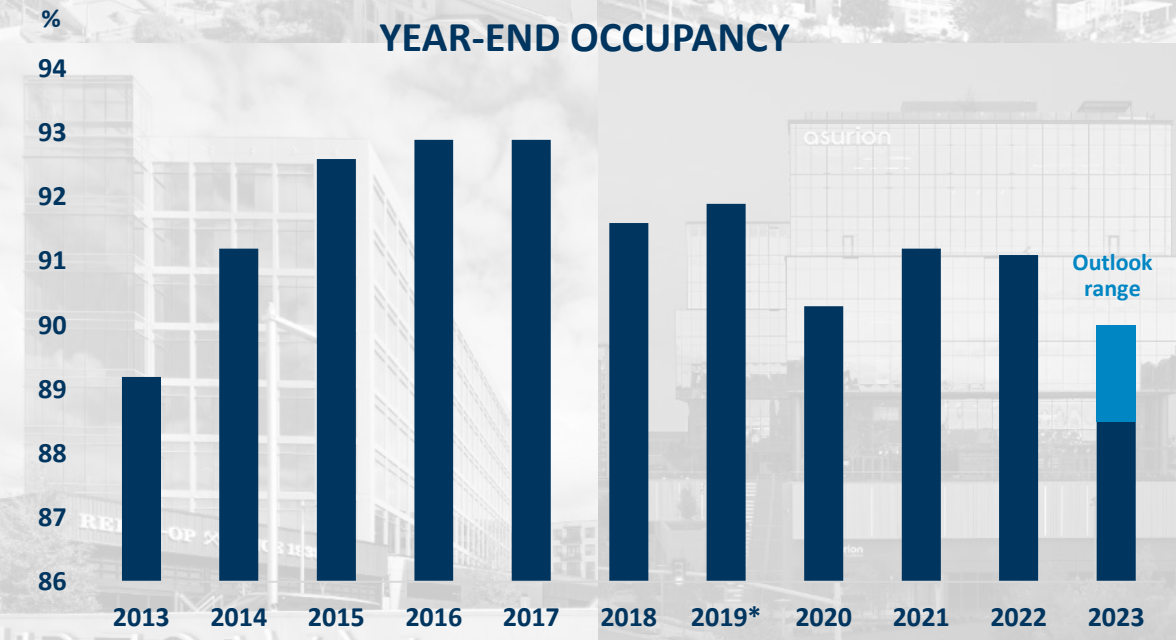
Bank of America	4.0%
Asurion	3.5%
Federal Government	2.7%
Metropolitan Life Insurance	2.6%
Bridgestone Americas	2.5%
PPG Industries	1.4%
Mars Petcare	1.2%
Vanderbilt University	1.2%
EQT	1.0%
Bass, Berry & Sims	1.0%
Total Top 10	21.0%
Total Top 20	28.4%

No WeWork exposure throughout the entire 28.5M SF portfolio and < 1% of total revenues derived from co-working.

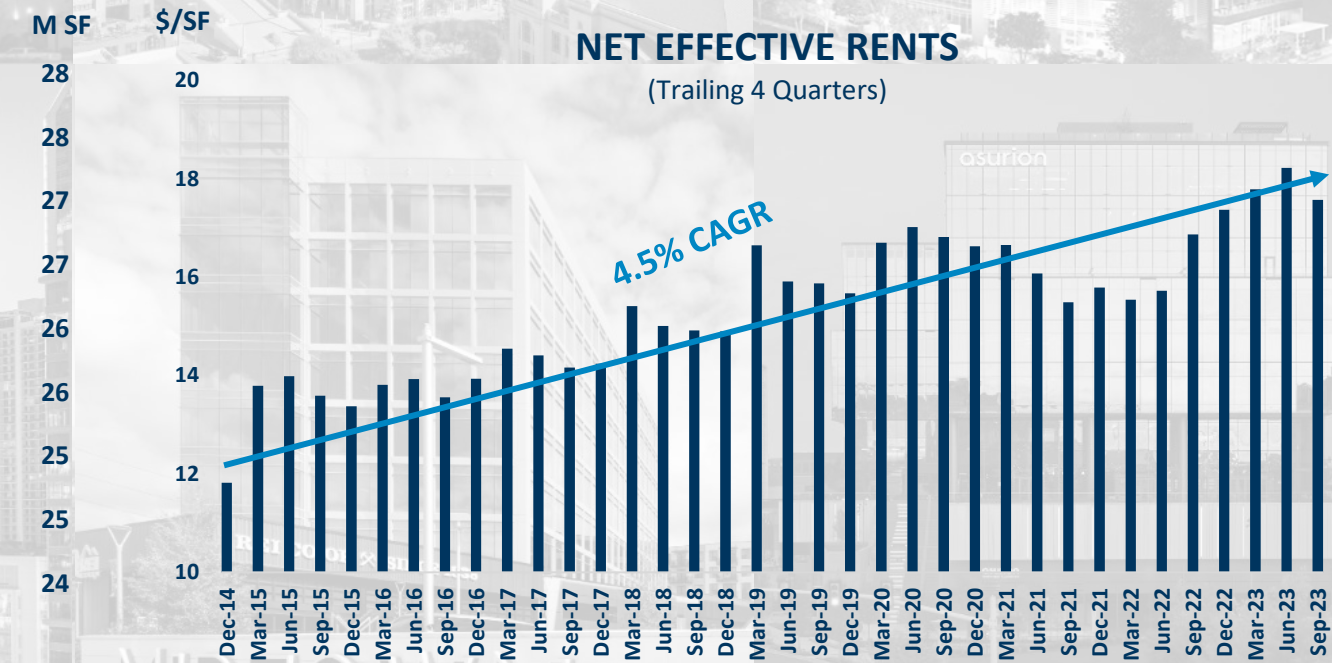
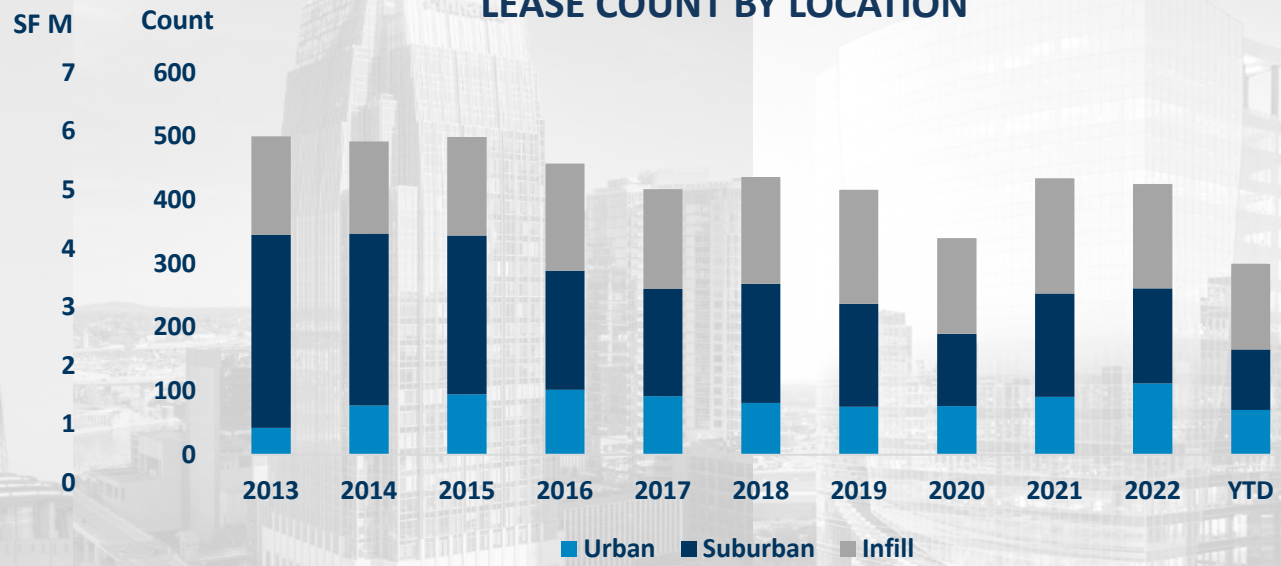
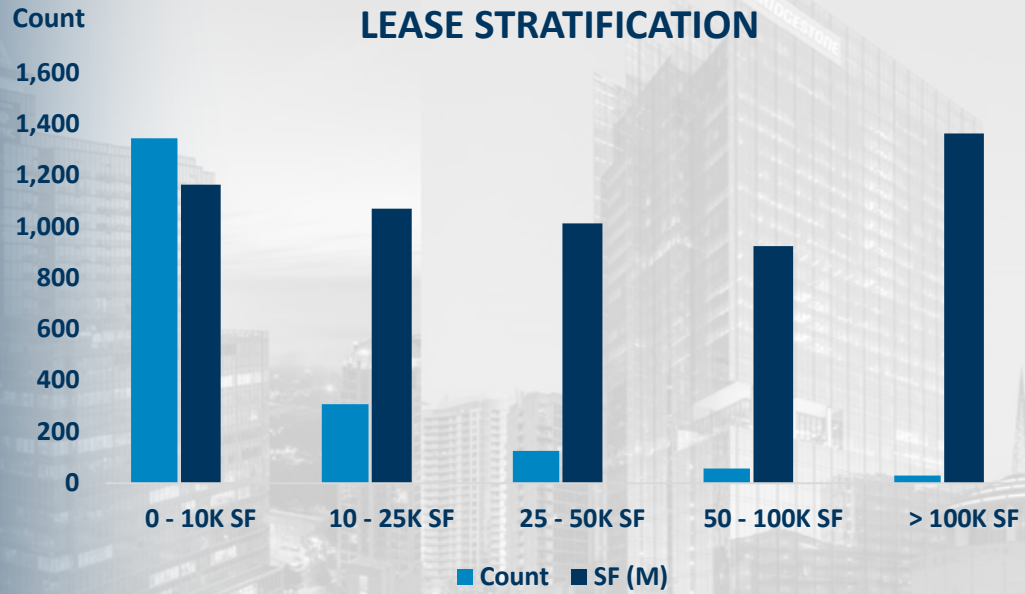
**Annualized GAAP Revenue is September 2023 GAAP rental revenue from consolidated in-service properties multiplied by 12.



*2019 FFO excludes balance sheet write-offs associated with LSI's sudden closure in Q1'19 and one-time costs associated with closure of our GBO and MEM offices.



*Calculated on GAAP basis.





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MARKETS**



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& OPERATIONS**



**STRONG BALANCE
SHEET & FINANCIALS**



**PROVEN TRACK
RECORD**



**FUTURE GROWTH
OPPORTUNITIES**





	As of 10/24/2023		ACTUAL 2022
	Low	High	
2023 FFO per Share Outlook	\$3.73	\$3.77	\$3.90*
Effects Assumed in FFO Outlook			
Growth in Same Property Cash NOI	0.0%	1.0%	1.0%
Straight-Line Rental Income	\$23.5	\$25.5	\$28.2
G&A Expenses	\$39.0	\$41.0	\$42.3
Year-End Occupancy	88.5%	90.0%	91.1%
Weighted Average Diluted Shares and Units Outstanding	107.8	107.8	107.6
Dispositions	\$51M	\$51M	\$133M
Acquisitions	\$0	\$0	\$400M
Development Announcements	\$0	\$0	\$424M
Effects Not Assumed in FFO Outlook			
Dispositions**	Up to Additional \$150M		
Acquisitions	None likely		
Development Announcements	None likely		

In millions, except per share data and figures in percentages.

*Excludes \$0.13/share of land sale gains, net of land impairment, recorded in 2022.

**Equates to total disposition outlook of up to ~\$200M for full year 2023.



STRONG BALANCE SHEET

(as of 9/30/23)

41.8%

Debt + Preferred as
% of Gross Assets

6.0x

Net Debt to
EBITDAre

4.4%

Weighted Average
Interest Rate

9.5%

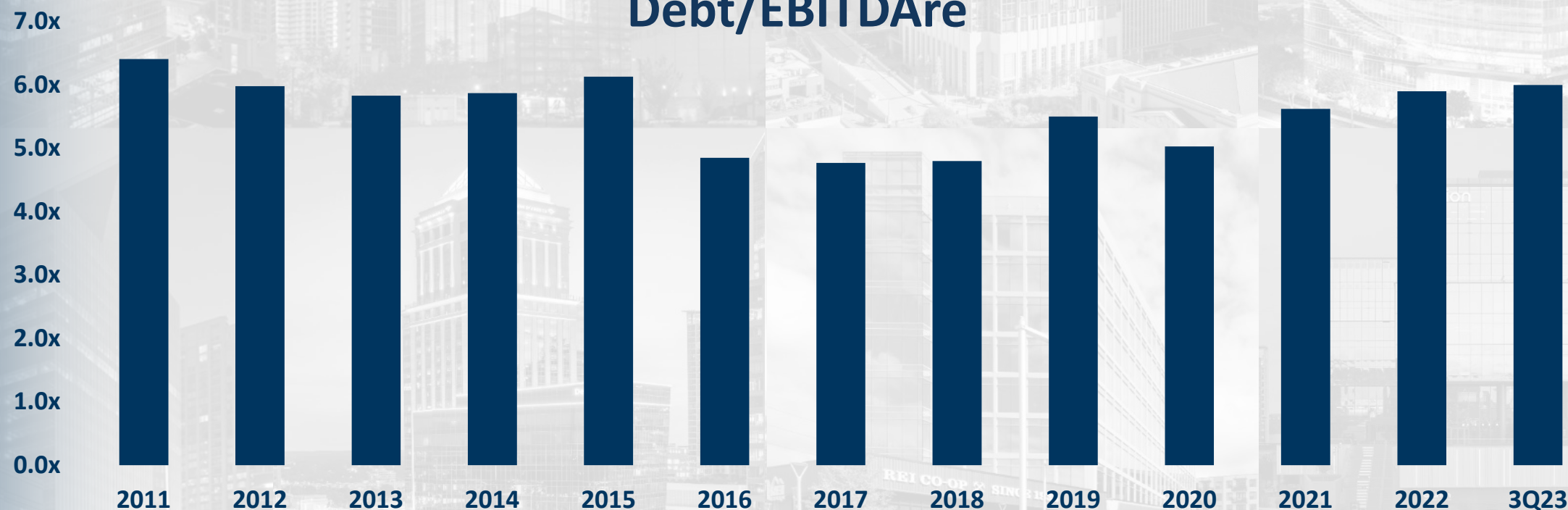
Secured Debt as
% of Gross Assets

83.4%

Unencumbered
NOI*

Moody's Baa2
S&P Global BBB
Ratings
Affirmed
Stable Outlook 1Q'23

Debt/EBITDAre

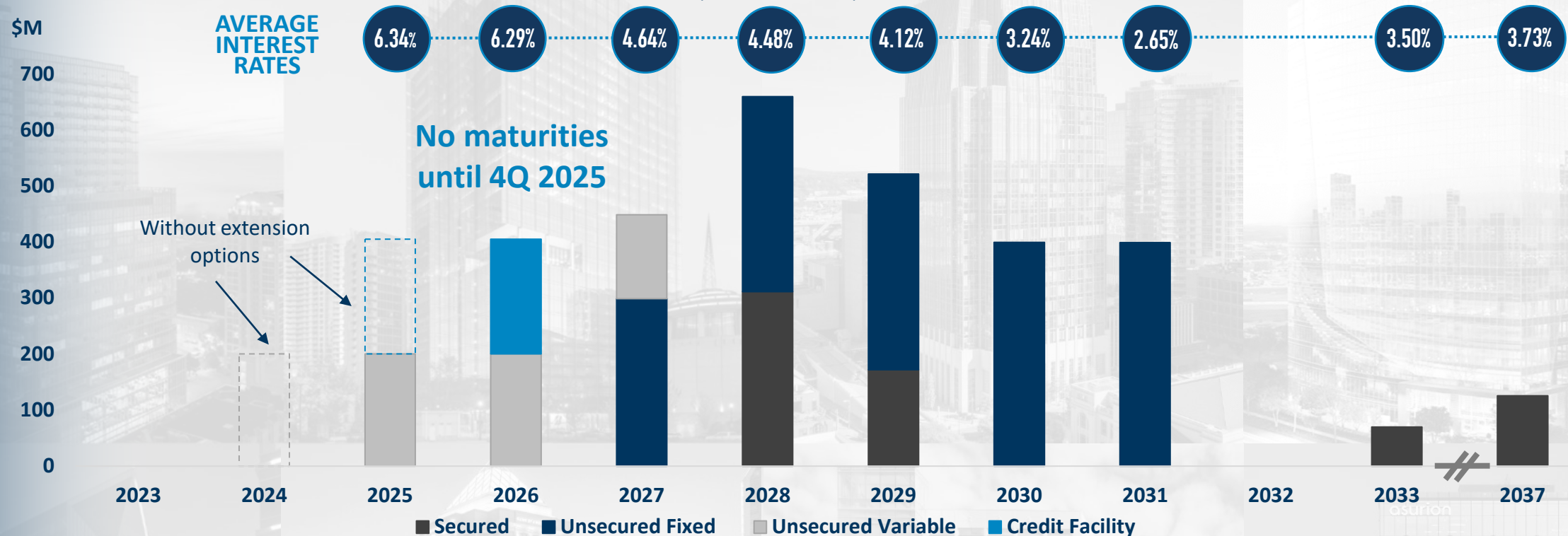


*Wholly owned properties



CONSOLIDATED MATURITY LADDER

(as of 9/30/2023)



Known Capital Uses (\$ 000s)

Debt maturities (thru 3Q'25) \$0
Development spend (270,000)

Total uses at 9/30/23 \$270,000

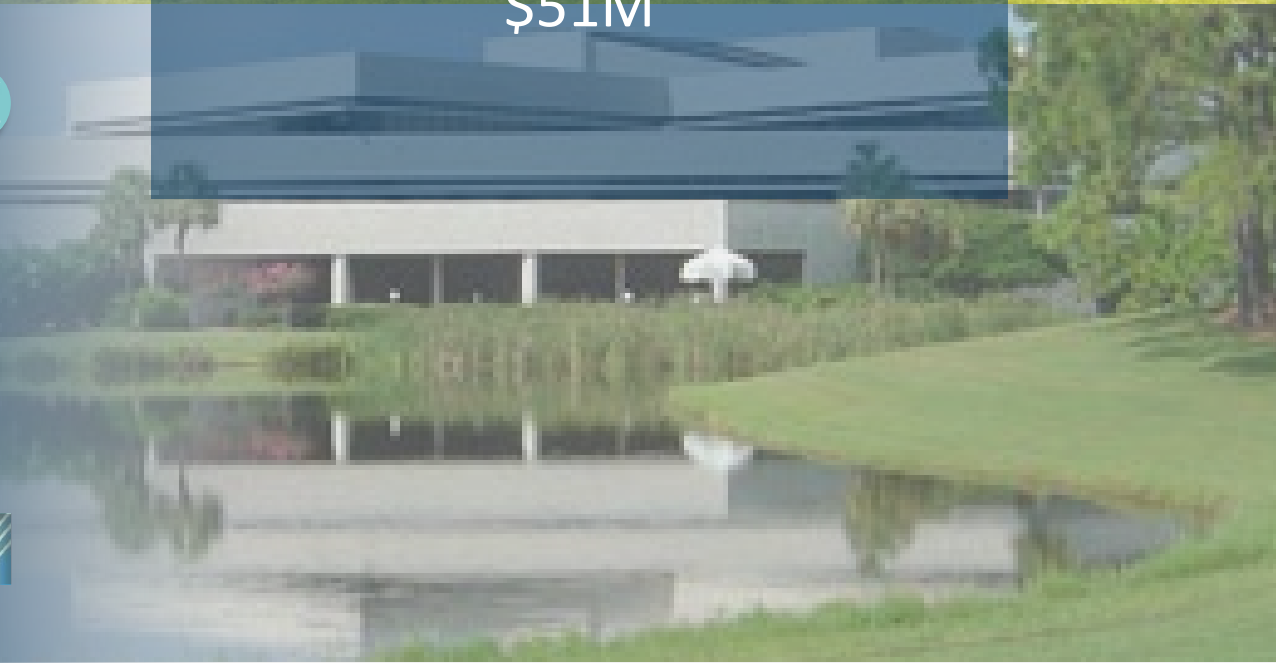
Existing Capital (\$ 000s)

LOC availability \$545,000
Undrawn availability on construction loans 165,500
Cash on hand 17,000

4Q'23 proceeds Midtown West loan \$45,000
Total existing sources at 9/30/23 \$772,500



2023 YTD DISPOSITIONS
\$51M



2023 DISPOSITION OUTLOOK
UP TO ADDITIONAL \$150M



INCLUDES NON-CORE ASSETS AND
NON-OFFICE USE LAND PARCELS



ORLANDO | CAPITAL PLAZA | 1 ACRE OWNED

TAMPA | INDEPENDENCE PARK | TOTAL ACRES 22
7 ACRES | SOLD \$6.9M
15 ACRES OWNED

TAMPA | BAY CENTER
3 ACRES | SOLD \$9.6M

NON-OFFICE LAND AS A SOURCE OF CAPITAL



HIW



RICHMOND | NORTH END | 22 ACRES | SOLD \$14.4M

NASHVILLE | OVATION | 76 ACRES OWNED
(For non-office use) 21



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**RESILIENT LEASING
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**STRONG BALANCE
SHEET & FINANCIALS**



**PROVEN TRACK
RECORD**

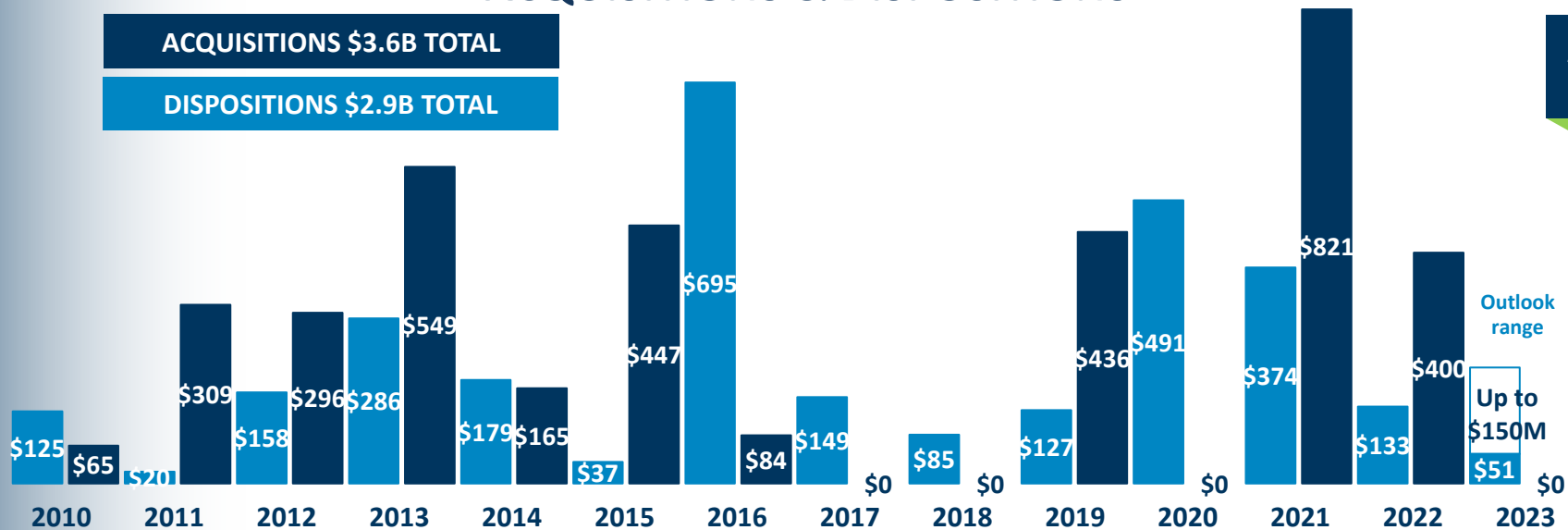


**FUTURE GROWTH
OPPORTUNITIES**





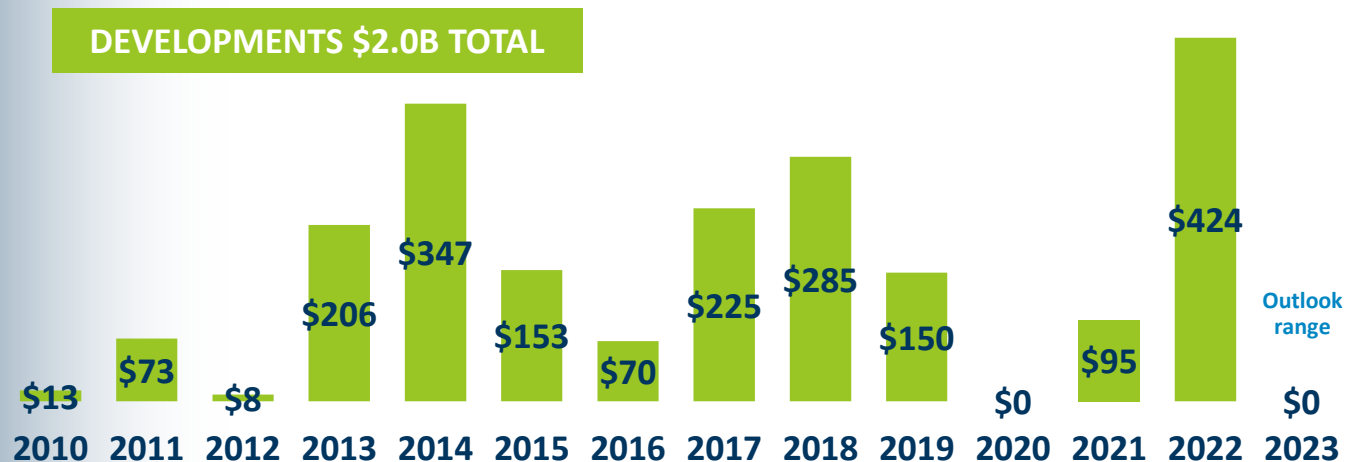
ACQUISITIONS & DISPOSITIONS



ACQUISITION
DALLAS



DEVELOPMENT ANNOUNCEMENTS



DEVELOPMENT
DALLAS





ALLIANCE CENTER (2012/2013)
ATLANTA

MCKINNEY & OLIVE (2022)
DALLAS

TRUIST PLACE (2015)
TAMPA

ACQUISITIONS

150 FAYETTEVILLE (2021)
RALEIGH

CAPTRUST TOWER (2021)
RALEIGH



CAPITOL TOWERS (2021)
CHARLOTTE

MORROCROFT CENTRE (2021)
CHARLOTTE

THE PINNACLE AT SYMPHONY PLACE (2013)
NASHVILLE

CHARTER SQUARE (2016)
RALEIGH



MIDTOWN WEST (2019)
TAMPA



BRIDGESTONE TOWER (2014)
NASHVILLE



MARS PETCARE (2017)
NASHVILLE



DEVELOPMENT

ASURION GULCH HUB (2018)
NASHVILLE



METLIFE (2013 & 2017)
RALEIGH



VIRGINIA SPRINGS II (2019)
NASHVILLE





KANSAS CITY (2016)



GREENSBORO (2019 – 2020)



GREENSBORO (2019 – 2020)



MARKET EXITS AT ATTRACTIVE VALUATIONS

MEMPHIS (2019 – 2021)



MEMPHIS (2019 – 2021)

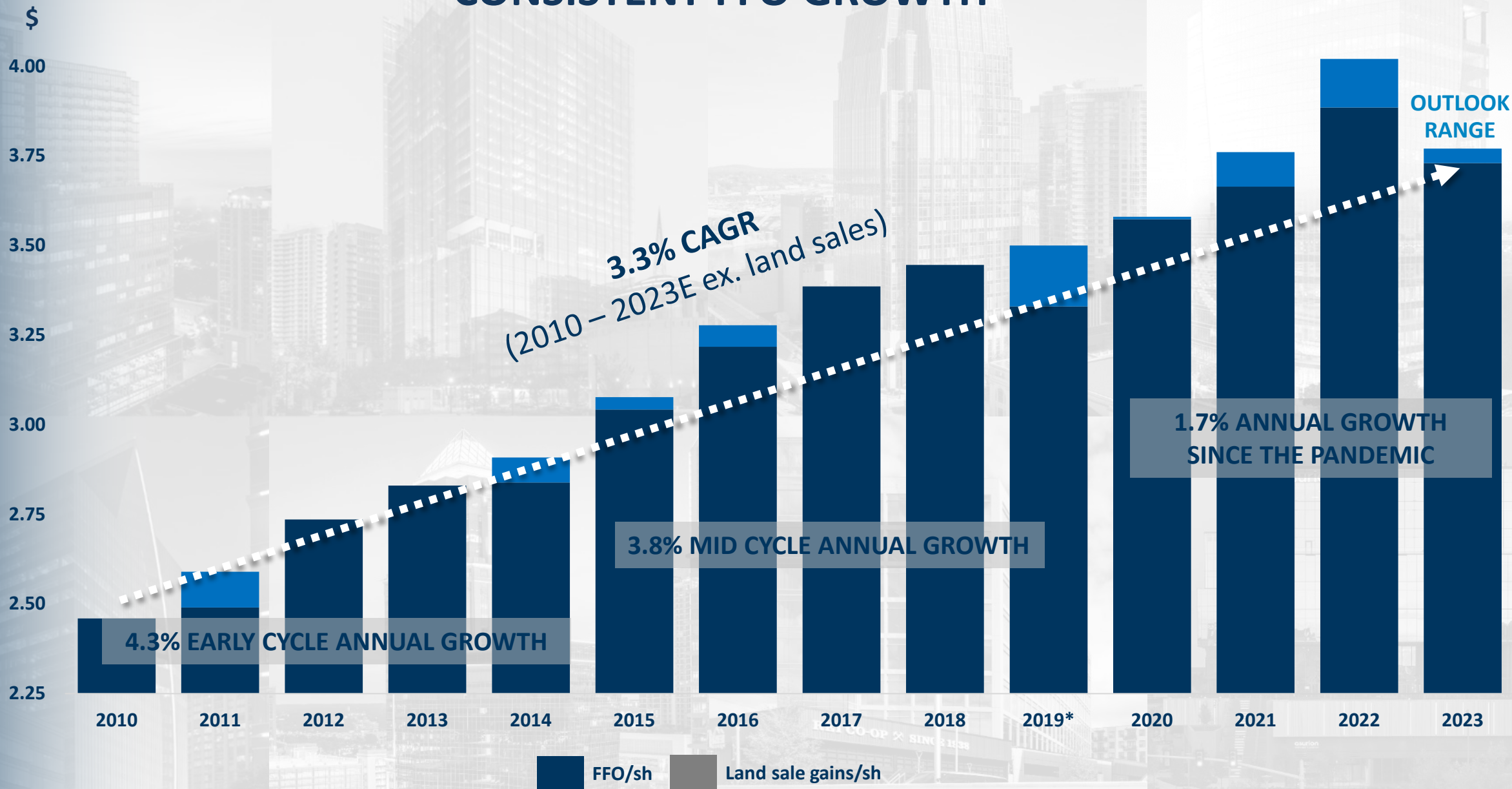


MEMPHIS (2019 – 2021)





CONSISTENT FFO GROWTH



*2019 FFO excludes balance sheet write-offs associated with LSI's sudden closure in Q1'19 and one-time costs associated with closure of our Greensboro and Memphis offices.



CONSISTENT CASH FLOW GROWTH



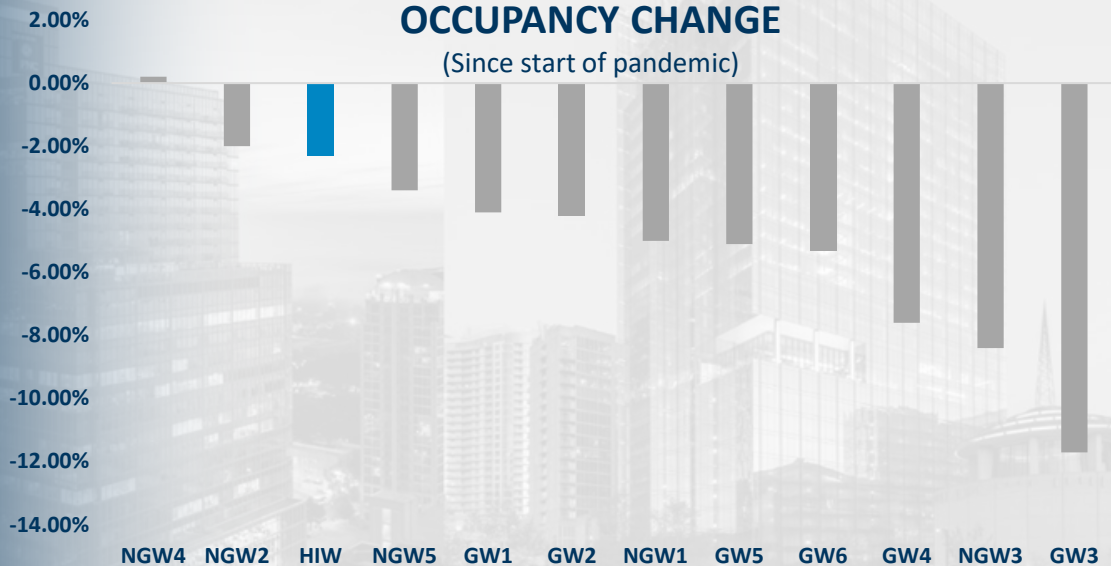
*Cash Available for Distribution means FFO as adjusted for non-cash items less non-incremental revenue generating capital expenditures incurred.



CONSISTENT FINANCIAL OUTPERFORMANCE

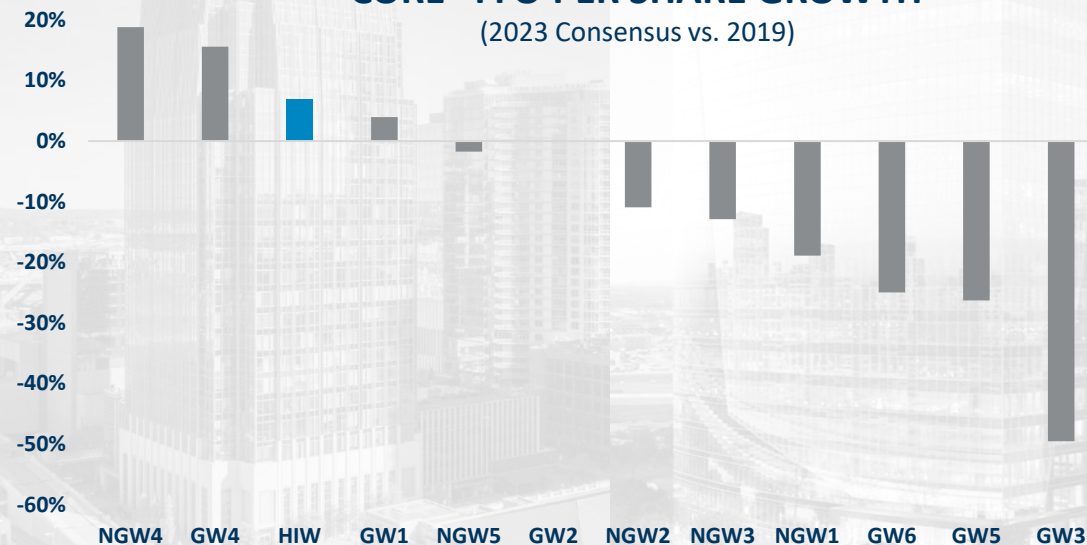
OCCUPANCY CHANGE

(Since start of pandemic)



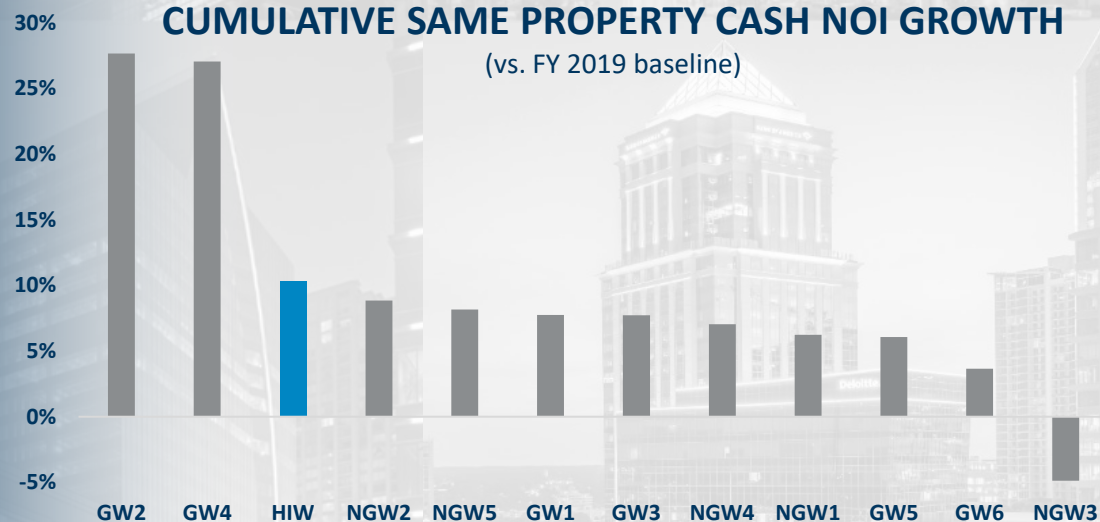
"CORE" FFO PER SHARE GROWTH*

(2023 Consensus vs. 2019)



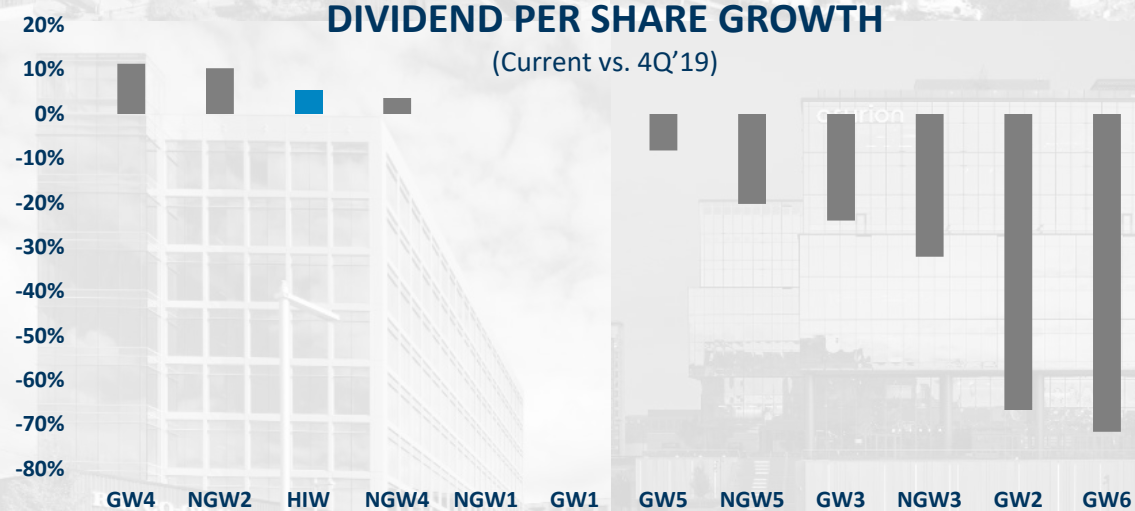
CUMULATIVE SAME PROPERTY CASH NOI GROWTH

(vs. FY 2019 baseline)



DIVIDEND PER SHARE GROWTH

(Current vs. 4Q'19)



GW = Gateway focused office REITs

NGW = Non gateway focused office REITs

*Core FFO means FFO excluding any land sale gains, non-cash charges associated with LSI's sudden closure in 2019 and one-time items relating primarily to the market rotation plan in 2019. "Core" FFO for HIW in 2019 equates to \$3.51/share.

Source: Green Street Advisors, Wells Fargo Securities, S&P Global, Company Filings

ENVIRONMENTAL

2026 SUSTAINABILITY GOALS

FROM A 2016 BASELINE

ENERGY REDUCTION

GOAL ↓ 20%
2021 ↓ 26%
2022 ↓ 26%

CARBON EMISSIONS

GOAL ↓ 20%
2021 ↓ 32%
2022 ↓ 38%

WATER USE

GOAL ↓ 10%
2021 ↓ 35%
2022 ↓ 33% ✓

SUSTAINABILITY TECHNOLOGIES



SMART IRRIGATION
CONTROLS



EV CHARGING
STATIONS



LED LIGHTING



HIGH EFFICIENCY
PLUMBING FIXTURES



VARIABLE
FREQUENCY DRIVES



CONDENSATE
RECOVERY



HIGH EFFICIENCY
CHILLERS



DDC BAS
CONTROLS

100%

OF MANAGED BUILDINGS
BENCHMARKED
IN ENERGY STAR
PORTFOLIO

\$25M

INVESTED IN ENERGY
EFFICIENCY PROJECTS
SINCE 2016

100%

OF NEW DEVELOPMENT
OFFICE PORTFOLIO
LEED CERTIFIED
SINCE 2013

SOCIAL



OUR PEOPLE ARE OUR TROPHY ASSETS

COLLEGIALITY | WORK-LIFE BALANCE
APPRENTICESHIP PROGRAM | VOLUNTEER TIME OFF
SUPPLIER DIVERSITY | INDIVIDUAL CAREER GROWTH
TRANSPARENCY | TRAINING
WELLBEING | HUMAN CAPITAL 10-K DISCLOSURES
HIGH-QUALITY WORK ENVIRONMENT
COLLABORATION | STAKEHOLDER ENGAGEMENT
PAY FOR PERFORMANCE
FUN!

GOVERNANCE

- DIRECTORS SERVE ONE-YEAR TERMS
- MAJORITY VOTE DIRECTOR RESIGNATION POLICY
- VIGOROUS CASH AND EQUITY CLAWBACK POLICY
- DOUBLE TRIGGER CHANGE-IN-CONTROLS CONTRACTS
- NO POISON PILL
- 88% INDEPENDENT DIRECTORS
- SHAREHOLDERS CAN AMEND BYLAWS
- SHAREHOLDER-ALIGNED COMPENSATION PHILOSOPHY
- ANTI-HEDGING AND ANTI-PLEDGING POLICY
- NO RELATED PARTY TRANSACTIONS
- SIMPLE CORPORATE STRUCTURE



MSCI
ESG RATINGS





**ATTRACTIVE
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**STRONG BALANCE
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RECORD**



**FUTURE GROWTH
OPPORTUNITIES**





23Springs* | **\$230M** | **642K** | **17%**
 2028 Stabilization | Investment | Square Feet | Leased

Granite Park Six* | **\$100M** | **422K** | **13%**
 2026 Stabilization | Investment | Square Feet | Leased

Midtown East* | **\$42M** | **143K** | **16%**
 2026 Stabilization | Investment | Square Feet | Leased

IN-PROCESS DEVELOPMENT

(at HIW share)

\$518M
INVESTMENT

\$270M
REMAINING TO FUND

~\$40M
STABILIZED GAAP NOI

1.6M
SQUARE FEET

25%
LEASED

2827 Peachtree* | **\$40M** | **135K** | **88%**
 2026 Stabilization | Investment | Square Feet | Leased

Four Morrocroft | **\$12M** | **18K** | **100%**
 2024 Stabilization | Investment | Square Feet | Leased

GlenLake III | **\$95M** | **218K** | **23%**
 2026 Stabilization | Investment | Square Feet | Leased





DEVELOPMENT POTENTIAL

(existing core land bank)



Estimated Build-Out

Market	Office	Mixed-use*	Total
Nashville	\$1,040,000,000	\$805,000,000	\$1,845,000,000
Atlanta	330,000,000	180,000,000	510,000,000
Raleigh	500,000,000	0	500,000,000
Charlotte	210,000,000	125,000,000	335,000,000
Orlando	40,000,000	220,000,000	260,000,000
Tampa	165,000,000	0	165,000,000
Richmond	115,000,000	0	115,000,000
TOTAL	~\$2.3B	~\$1.4B	~\$3.7B

*Includes residential, retail and hotel. Residential SF based upon an average of 1,000 SF per unit.





THANK YOU