

## Section 1: 8-K (8-K)

**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

**Pursuant to Section 13 OR 15 (d) of the Securities Exchange Act of 1934**

Date of Report (Date of earliest event reported):  
**February 4, 2019**

**KILROY REALTY CORPORATION**  
(Exact name of registrant as specified in its charter)

**Maryland**  
(State or other jurisdiction  
of incorporation)

**1-12675**  
(Commission File Number)

**95-4598246**  
(IRS Employer  
Identification No.)

**12200 W. Olympic Boulevard, Suite 200,  
Los Angeles, California**  
(Address of principal executive offices)

**90064**  
(Zip Code)

Registrant's telephone number, including area code:  
**(310) 481-8400**

**N/A**  
(Former name or former address, if changed since last report.)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Indicate by check mark whether the registrant is an emerging growth company as defined in Rule 405 of the Securities Act of 1933 (17 CFR §230.405) or Rule 12b-2 of the Securities Exchange Act of 1934 (17 CFR §240.12b-2).

Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

**Item 2.02 Results of Operations and Financial Condition.**

On February 4, 2019, Kilroy Realty Corporation issued a press release announcing its earnings for the quarter and full year ended December 31, 2018 and distributed certain supplemental financial information. On February 4, 2019, Kilroy Realty Corporation also posted the supplemental information on its website located at [www.kilroyrealty.com](http://www.kilroyrealty.com). The text of the supplemental information and the related press release are furnished herewith as Exhibits 99.1 and 99.2, respectively, and are incorporated by reference herein.

Exhibits 99.1 and 99.2 are being furnished pursuant to Item 2.02 and shall not be deemed “filed” for any purpose, including for the purposes of Section 18 of the Securities Exchange Act of 1934, as amended (the “Exchange Act”), or otherwise subject to the liabilities of that section. The information in this Current Report on Form 8-K shall not be deemed incorporated by reference into any filing under the Securities Act of 1933, as amended (the “Securities Act”), or the Exchange Act regardless of any general incorporation language in such filing.

**Item 7.01 Regulation FD Disclosure.**

As discussed in Item 2.02 above, Kilroy Realty Corporation issued a press release announcing its earnings for the quarter and full year ended December 31, 2018 and distributed certain supplemental information. On February 4, 2019, Kilroy Realty Corporation also posted the supplemental information on its website located at [www.kilroyrealty.com](http://www.kilroyrealty.com).

The information being furnished pursuant to Item 7.01 shall not be deemed “filed” for any purpose, including for the purposes of Section 18 of the Exchange Act, or otherwise subject to the liabilities of that section. The information in this Current Report on Form 8-K shall not be deemed incorporated by reference into any filing under the Securities Act or the Exchange Act regardless of any general incorporation language in such filing.

**Item 9.01 Financial Statements and Exhibits.**

- (a) Financial statements of businesses acquired: None.
- (b) Pro forma financial information: None.
- (c) Shell company transactions: None.
- (d) Exhibits:

The following exhibits are furnished with this Current Report on Form 8-K:

| <b>Exhibit No.</b> | <b>Description</b>  |
|--------------------|---|
| 99.1**             | Supplemental Operating and Financial Data for the quarter ended December 31, 2018 |
| 99.2**             | Press Release dated February 4, 2019 regarding fourth quarter 2018 earnings       |

\*\* Furnished herewith.

## SIGNATURES

Pursuant to the requirements of the Exchange Act, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Kilroy Realty Corporation

Date: February 4, 2019

By: /s/ Heidi R. Roth  
Heidi R. Roth  
Executive Vice President  
and Chief Accounting Officer

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## Section 2: EX-99.1 (EXHIBIT 99.1)

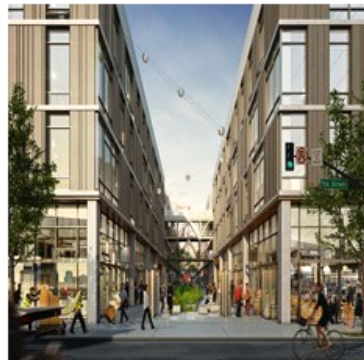
Exhibit 99.1



## Q4 2018 Supplemental Financial Report



One Paseo  
(Del Mar, San Diego)



100 Hooper  
(San Francisco)



2100 Kettner  
(Little Italy, San Diego)



Hollywood Mixed-Use Project  
(Los Angeles)

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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*This Supplemental Financial Report contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. These statements include, among other things, information concerning lease expirations, debt maturities, potential investments, development and redevelopment activity, projected construction costs, dispositions and other forward-looking financial data. In some instances, forward-looking statements can be identified by the use of forward-looking terminology such as "expect," "future," "will," "would," "pursue," or "project" and variations of such words and similar expressions that do not relate to historical matters. Forward-looking statements are based on Kilroy Realty Corporation's current expectations, beliefs and assumptions, and are not guarantees of future performance. Forward-looking statements are inherently subject to uncertainties, risks, changes in circumstances, trends and factors that are difficult to predict, many of which are outside of Kilroy Realty Corporation's control. Accordingly, actual performance, results and events may vary materially from those indicated or implied in the forward-looking statements, and you should not rely on the forward-looking statements as predictions of future performance, results or events. Numerous factors could cause actual future performance, results and events to differ materially from those indicated in the forward-looking statements, including, among others: global market and general economic conditions and their effect on our liquidity and financial conditions and those of our tenants; adverse economic or real estate conditions generally, and specifically, in the States of California and Washington; risks associated with our investment in real estate assets, which are illiquid, and with trends in the real estate industry; defaults on or non-renewal of leases by tenants; any significant downturn in tenants' businesses; our ability to re-lease property at or above current market rates; costs to comply with government regulations, including environmental remediation; the availability of cash for distribution and debt service and exposure to risk of default under debt obligations; increases in interest rates and our ability to manage interest rate exposure; the availability of financing on attractive terms or at all, which may adversely impact our future interest expense and our ability to pursue development, redevelopment and acquisition opportunities and refinance existing debt; a decline in real estate asset valuations, which may limit our ability to dispose of assets at attractive prices or obtain or maintain debt financing, and which may result in write-offs or impairment charges; significant competition, which may decrease the occupancy and rental rates of properties; potential losses that may not be covered by insurance; the ability to successfully complete acquisitions and dispositions on announced terms; the ability to successfully operate acquired, developed and redeveloped properties; the ability to successfully complete development and redevelopment projects on schedule and within budgeted amounts; delays or refusals in obtaining all necessary zoning, land use and other required entitlements, governmental permits and authorizations for our development and redevelopment properties; increases in anticipated capital expenditures, tenant improvement and/or leasing costs; defaults on leases for land on which some of our properties are located; adverse changes to, or enactment or implementations of, tax laws or other applicable laws, regulations or legislation, as well as business and consumer reactions to such changes; risks associated with joint venture investments, including our lack of sole decision-making authority, our reliance on co-venturers' financial condition and disputes between us and our co-venturers; environmental uncertainties and risks related to natural disasters; and our ability to maintain our status as a REIT. These factors are not exhaustive and additional factors could adversely affect our business and financial performance. For a discussion of additional factors that could materially adversely affect Kilroy Realty Corporation's business and financial performance, see the factors included under the caption "Risk Factors" in Kilroy Realty Corporation's annual report on Form 10-K for the year ended December 31, 2017, and its other filings with the Securities and Exchange Commission. All forward-looking statements are based on currently available information and speak only as of the dates on which they are made. Kilroy Realty Corporation assumes no obligation to update any forward-looking statement made in this Supplemental Financial Report that becomes untrue because of subsequent events, new information or otherwise, except to the extent we are required to do so in connection with our ongoing requirements under federal securities laws.*

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Company Background

Kilroy Realty Corporation (*NYSE: KRC*), a publicly traded real estate investment trust and member of the S&P MidCap 400 Index, is one of the West Coast's premier landlords. The Company has over 70 years of experience developing, acquiring and managing office and mixed-use real estate assets. At December 31, 2018, the Company's stabilized portfolio totaled approximately 13.2 million square feet of office space that was 94.4% occupied, located in the coastal regions of Los Angeles, Orange County, San Diego, the San Francisco Bay Area and Greater Seattle and 200 residential units located in the Hollywood submarket of Los Angeles.

| Board of Directors                             | Executive Management Team  | Investor Relations   |
|--|--|--|
| John Kilroy <i>Chairman</i>                    | John Kilroy <i>President and CEO</i>                                       | 12200 W. Olympic Blvd., Suite 200  |
| Edward F. Brennan, PhD <i>Lead Independent</i> | John T. Fucci <i>Executive VP, Asset Management</i>                        | Los Angeles, CA 90064  |
| Jolie Hunt                                     | Jeffrey C. Hawken <i>Executive VP and COO</i>                              | (310) 481-8400   |
| Scott S. Ingraham                              | Tracy Murphy <i>Executive VP, Life Science</i>                             | Web: <a href="http://www.kilroyrealty.com">www.kilroyrealty.com</a>                                |
| Gary R. Stevenson                              | Robert Paratte <i>Executive VP, Leasing and Business Development</i>       | E-mail: <a href="mailto:investorrelations@kilroyrealty.com">investorrelations@kilroyrealty.com</a> |
| Peter B. Stoneberg                             | Tyler H. Rose <i>Executive VP and CFO</i>                                  |  |
|  | Steve Rosetta <i>Executive VP and CIO</i>                                  |  |
|  | Heidi R. Roth <i>Executive VP and CAO</i>                                  |  |
|  | Justin W. Smart <i>Executive VP, Development and Construction Services</i> |  |

### Equity Research Coverage

| Bank of America Merrill Lynch         | Green Street Advisors                 |
|---------------------------------------|---------------------------------------|
| James Feldman (646) 855-5808          | Daniel Ismail (949) 640-8780          |
| <b>BMO Capital Markets Corp.</b>      | <b>J.P. Morgan</b>                    |
| John P. Kim (212) 885-4115            | Anthony Paolone (212) 622-6682        |
| <b>BTIG</b>                           | <b>KeyBanc Capital Markets</b>        |
| Thomas Catherwood (212) 738-6140      | Craig Mailman (917) 368-2316          |
| <b>Citigroup Investment Research</b>  | <b>RBC Capital Markets</b>            |
| Michael Bilerman (212) 816-1383       | Mike Carroll (440) 715-2649           |
| <b>D. A. Davidson</b>                 | <b>Robert W. Baird &amp; Co.</b>      |
| Barry Oxford (212) 240-9871           | David B. Rodgers (216) 737-7341       |
| <b>Deutsche Bank Securities, Inc.</b> | <b>Scotiabank</b>                     |
| Derek Johnston (210) 250-5683         | Nicholas Yulico (212) 225-6904        |
| <b>Evercore ISI</b>                   | <b>Stifel, Nicolaus &amp; Company</b> |
| Steve Sakwa (212) 446-9462            | John W. Guinee III (443) 224-1307     |
| <b>Goldman Sachs &amp; Co.</b>        | <b>Wells Fargo</b>                    |
| Andrew Rosivach (212) 902-2796        | Blaine Heck (443) 263-6529            |

*Kilroy Realty Corporation is followed by the analysts listed above. Please note that any opinions, estimates or forecasts regarding Kilroy Realty Corporation's performance made by these analysts are theirs alone and do not represent opinions, forecasts or predictions of Kilroy Realty Corporation or its management. Kilroy Realty Corporation does not by its reference above or distribution imply its endorsement of or concurrence with such information, conclusions or recommendations.*

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Executive Summary

#### Quarterly Financial Highlights

- Net income available to common stockholders per share of \$1.58 and FFO per share of \$0.78 included the following on a per share basis:
  - Charge of \$0.13 (\$0.12 for FFO) related to the early redemption of the 6.625% unsecured senior notes due June 2020
  - Total gains on real estate sales of \$1.53, comprised of a land gain of \$0.12 (\$0.11 for FFO) and operating property gains of \$1.41 (gains on sales of operating properties are not included in FFO)
  - Non-cash charge of \$0.12 related to accrued potential future executive retirement benefits
- Revenues of \$190.8 million
- Same Store GAAP NOI increased 3.0% compared to the prior year
- Same Store Cash NOI decreased 0.9% compared to the prior year

#### Quarterly Operating Highlights

- Stabilized portfolio was 94.4% occupied and 96.6% leased at quarter-end
- 717,308 square feet of leases commenced in the stabilized portfolio
- 767,917 square feet of leases executed in the stabilized portfolio
  - GAAP rents increased approximately 51.4% from prior levels
  - Cash rents increased approximately 25.1% from prior levels

#### Capital Markets Highlights

- In October, drew the entire \$200.0 million of eight-year, 4.35% unsecured senior notes privately offered in May 2018
- In November, completed a public offering of \$400.0 million of 10-year senior unsecured notes at 4.750% due December 2028
- In December, completed the early redemption of all \$250.0 million of 6.625% unsecured senior notes due June 2020 for a make whole cash redemption price of approximately \$261.8 million
- As of the date of this report, \$15.0 million was outstanding on our unsecured revolving credit facility

#### Strategic Highlights

- In October, commenced GAAP revenue recognition on all 312,000 square feet of office space 100% leased to Adobe at 100 Hooper in San Francisco's SOMA district
- In November, signed a long-term lease with Netflix for 100% of the 355,000 square feet of office space at the Hollywood mixed-use project in Los Angeles
- In December, commenced construction on the residential component of the Hollywood mixed-used project in Los Angeles and the office component of the One Paseo mixed-use project in the Del Mar submarket of San Diego
  - The residential component of the Hollywood development encompasses 193 residential units and represents a total estimated investment of \$195.0 million
  - The office component of One Paseo encompasses 285,000 square feet and represents a total estimated investment of \$205.0 million. It is approximately 42% pre-leased
- In November and December, completed three dispositions totaling approximately 772,000 rentable square feet for total gross proceeds of \$373.0 million and total gains on sales of \$154.8 million in the Sunnyvale submarket of San Francisco, Kirkland submarket of Seattle, and the 101 Corridor submarket of Los Angeles
- In December, acquired 345 Brannan Street, a 110,000 square foot office building located in San Francisco's SOMA district, for \$146.0 million. The property is one of three adjacent KRC buildings, all of which are 100% leased to GM Cruise

Note: Definitions for commonly used terms in this Supplemental Financial Report are on pages 33-34 "Definitions Included in Supplemental."

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Financial Highlights

(unaudited, \$ in thousands, except per share amounts)

|   | Three Months Ended        |              |                          |              |                           |
|---|---------------------------|--------------|--------------------------|--------------|---------------------------|
|   | 12/31/2018 <sup>(1)</sup> | 9/30/2018    | 6/30/2018 <sup>(1)</sup> | 3/31/2018    | 12/31/2017 <sup>(1)</sup> |
| <b>INCOME ITEMS:</b>  |                           |              |                          |              |                           |
| Revenues  | \$ 190,842                | \$ 186,562   | \$ 187,072               | \$ 182,822   | \$ 177,561                |
| Lease Termination Fees, net   | 1,293                     | 431          | 1,093                    | 60           | 198                       |
| Net Operating Income <sup>(2)</sup>   | 137,636                   | 131,020      | 129,465                  | 132,709      | 127,522                   |
| Capitalized Interest and Debt Costs   | 19,519                    | 19,156       | 15,811                   | 13,582       | 13,436                    |
| Net Income Available to Common Stockholders   | 160,220                   | 34,400       | 27,549                   | 36,246       | 28,529                    |
| EBITDA, as adjusted <sup>(2) (3)</sup>  | 113,883                   | 112,085      | 108,473                  | 117,184      | 112,565                   |
| Funds From Operations <sup>(3) (4) (5) (6)</sup>                                      | 81,330                    | 94,247       | 88,629                   | 96,285       | 86,539                    |
| Net Income Available to Common Stockholders per common share – diluted <sup>(5)</sup> | \$ 1.58                   | \$ 0.33      | \$ 0.27                  | \$ 0.36      | \$ 0.28                   |
| Funds From Operations per common share – diluted <sup>(3) (5) (6)</sup>               | \$ 0.78                   | \$ 0.90      | \$ 0.86                  | \$ 0.94      | \$ 0.85                   |
| <b>LIQUIDITY ITEMS:</b>   |                           |              |                          |              |                           |
| Funds Available for Distribution <sup>(4) (5) (7)</sup>                               | \$ 51,792                 | \$ 68,758    | \$ 51,953                | \$ 75,537    | \$ 51,177                 |
| Dividends per common share <sup>(5)</sup>   | \$ 0.455                  | \$ 0.455     | \$ 0.455                 | \$ 0.425     | \$ 0.425                  |
| <b>RATIOS:</b>  |                           |              |                          |              |                           |
| Net Operating Income Margins  | 72.1%                     | 70.2%        | 69.2%                    | 72.6%        | 71.8%                     |
| Interest Coverage Ratio   | 3.7x                      | 3.8x         | 3.9x                     | 4.5x         | 4.2x                      |
| Fixed Charge Coverage Ratio   | 3.7x                      | 3.8x         | 3.9x                     | 4.5x         | 4.2x                      |
| FFO Payout Ratio <sup>(3) (6)</sup>   | 57.5%                     | 49.6%        | 52.7%                    | 44.5%        | 49.5%                     |
| FAD Payout Ratio <sup>(7)</sup>   | 90.3%                     | 68.0%        | 89.9%                    | 56.8%        | 83.6%                     |
| <b>ASSETS:</b>  |                           |              |                          |              |                           |
| Real Estate Held for Investment before Depreciation                                   | \$ 8,426,632              | \$ 8,329,580 | \$ 8,138,413             | \$ 7,645,666 | \$ 7,417,777              |
| Total Assets  | 7,765,707                 | 7,562,236    | 7,384,784                | 6,965,932    | 6,802,838                 |
| <b>CAPITALIZATION: <sup>(8)</sup></b>   |                           |              |                          |              |                           |
| Total Debt  | \$ 2,955,811              | \$ 2,891,725 | \$ 2,807,627             | \$ 2,563,517 | \$ 2,364,395              |
| Total Common Equity and Noncontrolling Interests in the Operating Partnership         | 6,462,321                 | 7,367,745    | 7,762,978                | 7,160,602    | 7,517,070                 |
| Total Market Capitalization   | 9,418,132                 | 10,259,470   | 10,570,605               | 9,724,119    | 9,881,465                 |
| Total Debt / Total Market Capitalization  | 31.4%                     | 28.2%        | 26.6%                    | 26.4%        | 23.9%                     |

Note: Definitions for commonly used terms in this Supplemental Financial Report are on pages 33-34 "Definitions Included in Supplemental."

- (1) Net Income Available to Common Stockholders includes \$142.9 million of gains on sales of depreciable operating properties, a \$11.8 million gain on sale of land and a \$12.6 million loss on early extinguishment of debt for the three months ended December 31, 2018, \$5.6 million of provision for bad debts for the three months ended June 30, 2018 and a \$5.3 million loss on early extinguishment of debt for the three months ended December 31, 2017.
- (2) Please refer to pages 35-36 for reconciliations of GAAP Net Income Available to Common Stockholders to Net Operating Income and EBITDA, as adjusted.
- (3) EBITDA, as adjusted, and Funds From Operations include a \$11.8 million gain on sale of land and \$5.6 million of provision for bad debts for the three months ended December 31, 2018 and June 30, 2018, respectively. The Company's calculation of EBITDA, as adjusted, is the same as EBITDAre, as defined by NAREIT, as the Company does not have any unconsolidated joint ventures.
- (4) Please refer to page 8 for reconciliations of GAAP Net Income Available to Common Stockholders to Funds From Operations available to common stockholders and unitholders and Funds Available for Distribution to common stockholders and unitholders and page 9 for a reconciliation of GAAP Net Cash Provided by Operating Activities to Funds Available for Distribution to common stockholders and unitholders.
- (5) Reported amounts are attributable to common stockholders, common unitholders and restricted stock unit holders.
- (6) Funds From Operations for the three months ended December 31, 2018 and 2017 include a \$12.6 million and \$5.3 million loss on early extinguishment of debt, respectively.
- (7) Funds Available for Distribution for the three months ended December 31, 2018 and 2017 include a \$11.8 million and \$5.0 million cash loss on early extinguishment of debt, respectively.
- (8) Please refer to page 27 for additional information regarding our capital structure.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Net Income Available to Common Stockholders / FFO Guidance and Outlook (unaudited, \$ and shares/units in thousands, except per share amounts)

The Company is providing an initial guidance range of NAREIT-defined FFO per diluted share for its fiscal year 2019 of \$3.58 to \$3.78 per share with a midpoint of \$3.68 per share.

|  | Full Year 2019 Range |                   |
|--|----------------------|-------------------|
|  | Low End              | High End          |
| <b>Net income available to common stockholders per share - diluted</b>                               | \$ 1.51              | \$ 1.71           |
| <b>Weighted average common shares outstanding - diluted (1)</b>                                      | 106,000              | 106,000           |
| <b>Net income available to common stockholders</b>   | \$ 160,000           | \$ 181,000        |
| Adjustments:   |                      |                   |
| Net income attributable to noncontrolling common units of the Operating Partnership                  | 3,400                | 3,800             |
| Net income attributable to noncontrolling interests in consolidated property partnerships            | 20,000               | 23,000            |
| Depreciation and amortization of real estate assets  | 232,500              | 232,500           |
| Gains on sales of depreciable real estate  | —                    | —                 |
| Funds From Operations attributable to noncontrolling interests in consolidated property partnerships | (29,500)             | (32,500)          |
| <b>Funds From Operations (2)</b>   | <u>\$ 386,400</u>    | <u>\$ 407,800</u> |
| <b>Weighted average common shares and units outstanding - diluted (3)</b>                            | 108,000              | 108,000           |
| <b>FFO per common share/unit - diluted (3)</b>   | <u>\$ 3.58</u>       | <u>\$ 3.78</u>    |

Key 2019 assumptions include:

- Dispositions of approximately \$150.0 million to \$350.0 million
- Flat same store cash net operating income (2)
- Year-end occupancy of 94.0% to 95.0%
- Total development spending of approximately \$500.0 million to \$600.0 million

(1) Calculated based on estimated weighted average shares outstanding including non-participating share-based awards.

(2) See pages 30-32 for Management Statements on Funds From Operations and Same Store Cash Net Operating Income.

(3) Calculated based on weighted average shares outstanding including participating and non-participating share-based awards, dilutive impact of stock options, contingently issuable shares, and shares issuable under forward equity sale agreements and assuming the exchange of all common limited partnership units outstanding. Reported amounts are attributable to common stockholders, common unitholders and restricted stock unitholders.

The Company's guidance estimates for the full year 2019, and the reconciliation of net income available to common stockholders per share - diluted and FFO per share and unit - diluted included within this report, reflect management's views on current and future market conditions, including assumptions with respect to rental rates, occupancy levels, and the earnings impact of the events referenced in this report. Although these guidance estimates reflect the impact on the Company's operating results of an assumed range of future disposition activity, these guidance estimates do not include any estimates of possible future gains or losses from possible future dispositions because the magnitude of gains or losses on sales of depreciable operating properties, if any, will depend on the sales price and depreciated cost basis of the disposed assets at the time of disposition, information that is not known at the time the Company provides guidance, and the timing of any gain recognition will depend on the closing of the dispositions, information that is also not known at the time the Company provides guidance and may occur after the relevant guidance period. We caution you not to place undue reliance on our assumed range of future disposition activity because any potential future disposition transactions will ultimately depend on the market conditions and other factors, including but not limited to the Company's capital needs, the particular assets being sold and the Company's ability to defer some or all of the taxable gain on the sales. These guidance estimates also do not include the impact on operating results from potential future acquisitions, possible capital markets activity, possible future impairment charges or any events outside of the Company's control. There can be no assurance that the Company's actual results will not differ materially from these estimates.



# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Common Stock Data (NYSE: KRC)

|  | Three Months Ended |                |                |                |                |
|--|--------------------|----------------|----------------|----------------|----------------|
|  | 12/31/2018         | 9/30/2018      | 6/30/2018      | 3/31/2018      | 12/31/2017     |
| High Price   | \$ 72.34           | \$ 76.67       | \$ 77.34       | \$ 74.27       | \$ 76.18       |
| Low Price  | \$ 59.46           | \$ 69.67       | \$ 68.96       | \$ 63.72       | \$ 70.17       |
| Closing Price  | \$ 62.88           | \$ 71.69       | \$ 75.64       | \$ 70.96       | \$ 74.65       |
| Dividends per share – annualized                           | \$ 1.82            | \$ 1.82        | \$ 1.82        | \$ 1.70        | \$ 1.70        |
| Closing common shares (in 000's) <sup>(1)</sup>            | 100,747            | 100,747        | 100,560        | 98,840         | 98,620         |
| Closing common partnership units (in 000's) <sup>(1)</sup> | 2,025              | 2,025          | 2,071          | 2,071          | 2,077          |
|  | <u>102,772</u>     | <u>102,772</u> | <u>102,631</u> | <u>100,911</u> | <u>100,697</u> |

<sup>(1)</sup> As of the end of the period.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Consolidated Balance Sheets

(unaudited, \$ in thousands)

|   | 12/31/2018          | 9/30/2018           | 6/30/2018           | 3/31/2018           | 12/31/2017          |
|---|---------------------|---------------------|---------------------|---------------------|---------------------|
| <b>ASSETS:</b>  |                     |                     |                     |                     |                     |
| Land and improvements   | \$ 1,160,138        | \$ 1,127,100        | \$ 1,127,100        | \$ 1,127,100        | \$ 1,076,172        |
| Buildings and improvements  | 5,207,984           | 5,056,050           | 5,017,999           | 4,987,617           | 4,908,797           |
| Undeveloped land and construction in progress                         | 2,058,510           | 2,146,430           | 1,993,314           | 1,530,949           | 1,432,808           |
| Total real estate assets held for investment                          | 8,426,632           | 8,329,580           | 8,138,413           | 7,645,666           | 7,417,777           |
| Accumulated depreciation and amortization                             | (1,391,368)         | (1,411,529)         | (1,361,811)         | (1,312,612)         | (1,264,162)         |
| Total real estate assets held for investment, net                     | 7,035,264           | 6,918,051           | 6,776,602           | 6,333,054           | 6,153,615           |
| Cash and cash equivalents   | 51,604              | 86,517              | 50,817              | 53,069              | 57,649              |
| Restricted cash   | 119,430             | —                   | —                   | —                   | 9,149               |
| Marketable securities   | 21,779              | 23,353              | 22,519              | 21,572              | 20,674              |
| Current receivables, net  | 20,176              | 17,519              | 15,144              | 17,602              | 16,926              |
| Deferred rent receivables, net  | 267,007             | 261,003             | 256,558             | 251,744             | 246,391             |
| Deferred leasing costs and acquisition-related intangible assets, net | 197,574             | 183,118             | 186,649             | 181,567             | 183,728             |
| Prepaid expenses and other assets, net                                | 52,873              | 72,675              | 76,495              | 107,324             | 114,706             |
| <b>TOTAL ASSETS</b>   | <b>\$ 7,765,707</b> | <b>\$ 7,562,236</b> | <b>\$ 7,384,784</b> | <b>\$ 6,965,932</b> | <b>\$ 6,802,838</b> |
| <b>LIABILITIES AND EQUITY:</b>  |                     |                     |                     |                     |                     |
| <i>Liabilities:</i>   |                     |                     |                     |                     |                     |
| Secured debt, net   | \$ 335,531          | \$ 336,866          | \$ 338,189          | \$ 339,501          | \$ 340,800          |
| Unsecured debt, net   | 2,552,070           | 2,207,049           | 2,156,521           | 2,155,794           | 2,006,263           |
| Unsecured line of credit  | 45,000              | 330,000             | 295,000             | 50,000              | —                   |
| Accounts payable, accrued expenses and other liabilities              | 374,415             | 360,674             | 278,508             | 223,973             | 249,637             |
| Accrued dividends and distributions                                   | 47,559              | 47,411              | 47,348              | 43,512              | 43,448              |
| Deferred revenue and acquisition-related intangible liabilities, net  | 149,646             | 149,059             | 146,741             | 149,563             | 145,890             |
| Rents received in advance and tenant security deposits                | 60,225              | 56,258              | 58,604              | 56,117              | 56,484              |
| Total liabilities   | 3,564,446           | 3,487,317           | 3,320,911           | 3,018,460           | 2,842,522           |
| <i>Equity:</i>  |                     |                     |                     |                     |                     |
| <i>Stockholders' Equity</i>   |                     |                     |                     |                     |                     |
| Common stock  | 1,007               | 1,007               | 1,006               | 988                 | 986                 |
| Additional paid-in capital  | 3,976,953           | 3,965,405           | 3,951,289           | 3,816,385           | 3,822,492           |
| Distributions in excess of earnings                                   | (48,053)            | (161,654)           | (149,368)           | (130,514)           | (122,685)           |
| Total stockholders' equity  | 3,929,907           | 3,804,758           | 3,802,927           | 3,686,859           | 3,700,793           |
| <i>Noncontrolling Interests</i>                                       |                     |                     |                     |                     |                     |
| Common units of the Operating Partnership                             | 78,991              | 76,486              | 78,223              | 77,240              | 77,948              |
| Noncontrolling interests in consolidated property partnerships        | 192,363             | 193,675             | 182,723             | 183,373             | 181,575             |
| Total noncontrolling interests  | 271,354             | 270,161             | 260,946             | 260,613             | 259,523             |
| Total equity  | 4,201,261           | 4,074,919           | 4,063,873           | 3,947,472           | 3,960,316           |
| <b>TOTAL LIABILITIES AND EQUITY</b>                                   | <b>\$ 7,765,707</b> | <b>\$ 7,562,236</b> | <b>\$ 7,384,784</b> | <b>\$ 6,965,932</b> | <b>\$ 6,802,838</b> |

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Consolidated Statements of Operations

*(unaudited, \$ and shares in thousands, except per share amounts)*

|   | Three Months Ended December 31, |            | Year Ended December 31, |            |
|---|---------------------------------|------------|-------------------------|------------|
|   | 2018                            | 2017       | 2018                    | 2017       |
| <b>REVENUES</b>   |                                 |            |                         |            |
| Rental income   | \$ 166,957                      | \$ 158,369 | \$ 656,631              | \$ 633,896 |
| Tenant reimbursements   | 20,511                          | 18,331     | 80,982                  | 76,559     |
| Other property income   | 3,374                           | 861        | 9,685                   | 8,546      |
| Total revenues  | 190,842                         | 177,561    | 747,298                 | 719,001    |
| <b>EXPENSES</b>   |                                 |            |                         |            |
| Property expenses   | 34,386                          | 32,356     | 133,787                 | 129,971    |
| Real estate taxes   | 18,399                          | 15,571     | 70,820                  | 66,449     |
| Provision for bad debts   | (1,029)                         | 526        | 5,685                   | 3,269      |
| Ground leases   | 1,450                           | 1,586      | 6,176                   | 6,337      |
| General and administrative expenses   | 33,872                          | 16,831     | 90,471                  | 60,581     |
| Depreciation and amortization   | 64,860                          | 60,149     | 254,281                 | 245,886    |
| Total expenses  | 151,938                         | 127,019    | 561,220                 | 512,493    |
| <b>OTHER (EXPENSES) INCOME</b>  |                                 |            |                         |            |
| Interest income and other net investment (loss) gain                                      | (1,706)                         | 1,874      | (559)                   | 5,503      |
| Interest expense  | (12,436)                        | (14,564)   | (49,721)                | (66,040)   |
| Loss on early extinguishment of debt  | (12,623)                        | (5,312)    | (12,623)                | (5,312)    |
| Gain on sales of land   | 11,825                          | —          | 11,825                  | 449        |
| Gains on sales of depreciable operating properties  | 142,926                         | —          | 142,926                 | 39,507     |
| Total other (expenses) income   | 127,986                         | (18,002)   | 91,848                  | (25,893)   |
| <b>NET INCOME</b>   |                                 |            |                         |            |
|   | 166,890                         | 32,540     | 277,926                 | 180,615    |
| Net income attributable to noncontrolling common units of the Operating Partnership       | (3,185)                         | (590)      | (5,193)                 | (3,223)    |
| Net income attributable to noncontrolling interests in consolidated property partnerships | (3,485)                         | (3,421)    | (14,318)                | (12,780)   |
| Total income attributable to noncontrolling interests                                     | (6,670)                         | (4,011)    | (19,511)                | (16,003)   |
| <b>NET INCOME ATTRIBUTABLE TO KILROY REALTY CORPORATION</b>                               |                                 |            |                         |            |
|   | 160,220                         | 28,529     | 258,415                 | 164,612    |
| Preferred dividends   | —                               | —          | —                       | (5,774)    |
| Original issuance costs of redeemed preferred stock                                       | —                               | —          | —                       | (7,589)    |
| Total preferred dividends   | —                               | —          | —                       | (13,363)   |
| <b>NET INCOME AVAILABLE TO COMMON STOCKHOLDERS</b>  |                                 |            |                         |            |
|   | \$ 160,220                      | \$ 28,529  | \$ 258,415              | \$ 151,249 |
| Weighted average common shares outstanding – basic  | 100,747                         | 98,424     | 99,972                  | 98,114     |
| Weighted average common shares outstanding – diluted                                      | 101,380                         | 99,128     | 100,482                 | 98,727     |
| <b>NET INCOME AVAILABLE TO COMMON STOCKHOLDERS PER SHARE</b>                              |                                 |            |                         |            |
| Net income available to common stockholders per share – basic                             | \$ 1.59                         | \$ 0.28    | \$ 2.56                 | \$ 1.52    |
| Net income available to common stockholders per share – diluted                           | \$ 1.58                         | \$ 0.28    | \$ 2.55                 | \$ 1.51    |

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Funds From Operations and Funds Available for Distribution (unaudited, \$ in thousands, except per share amounts)

|  | Three Months Ended December 31, |                  | Year Ended December 31, |                   |
|--|---------------------------------|------------------|-------------------------|-------------------|
|  | 2018                            | 2017             | 2018                    | 2017              |
| <b>FUNDS FROM OPERATIONS: <sup>(1)</sup></b>   |                                 |                  |                         |                   |
| Net income available to common stockholders  | \$ 160,220                      | \$ 28,529        | \$ 258,415              | \$ 151,249        |
| Adjustments:   |                                 |                  |                         |                   |
| Net income attributable to noncontrolling common units of the Operating Partnership                  | 3,185                           | 590              | 5,193                   | 3,223             |
| Net income attributable to noncontrolling interests in consolidated property partnerships            | 3,485                           | 3,421            | 14,318                  | 12,780            |
| Depreciation and amortization of real estate assets  | 63,640                          | 59,987           | 249,882                 | 241,862           |
| Gains on sales of depreciable real estate  | (142,926)                       | —                | (142,926)               | (39,507)          |
| Funds From Operations attributable to noncontrolling interests in consolidated property partnerships | (6,274)                         | (5,988)          | (24,391)                | (22,820)          |
| Funds From Operations <sup>(1)(2)</sup>  | <u>\$ 81,330</u>                | <u>\$ 86,539</u> | <u>\$ 360,491</u>       | <u>\$ 346,787</u> |
| Weighted average common shares/units outstanding – basic <sup>(3)</sup>                              | 103,892                         | 101,707          | 103,167                 | 101,443           |
| Weighted average common shares/units outstanding – diluted <sup>(4)</sup>                            | 104,524                         | 102,411          | 103,677                 | 102,056           |
| FFO per common share/unit – basic <sup>(1)</sup>   | <u>\$ 0.78</u>                  | <u>\$ 0.85</u>   | <u>\$ 3.49</u>          | <u>\$ 3.42</u>    |
| FFO per common share/unit – diluted <sup>(1)</sup>   | <u>\$ 0.78</u>                  | <u>\$ 0.85</u>   | <u>\$ 3.48</u>          | <u>\$ 3.40</u>    |
| <b>FUNDS AVAILABLE FOR DISTRIBUTION: <sup>(1)</sup></b>  |                                 |                  |                         |                   |
| Funds From Operations <sup>(1)(2)</sup>  | \$ 81,330                       | \$ 86,539        | \$ 360,491              | \$ 346,787        |
| Adjustments:   |                                 |                  |                         |                   |
| Recurring tenant improvements, leasing commissions and capital expenditures                          | (35,474)                        | (32,742)         | (110,540)               | (91,287)          |
| Amortization of deferred revenue related to tenant-funded tenant improvements <sup>(2)(5)</sup>      | (4,749)                         | (4,373)          | (18,429)                | (16,767)          |
| Net effect of straight-line rents  | (12,199)                        | (7,432)          | (26,811)                | (31,523)          |
| Amortization of net below market rents <sup>(6)</sup>  | (2,101)                         | (2,502)          | (9,748)                 | (8,528)           |
| Amortization of deferred financing costs and net debt discount/premium                               | 1,068                           | 634              | 1,884                   | 1,895             |
| Non-cash executive compensation expense <sup>(7)</sup>   | 21,133                          | 5,429            | 40,034                  | 19,046            |
| Original issuance costs of redeemed preferred stock  | —                               | —                | —                       | 7,589             |
| Other lease related adjustments, net <sup>(8)</sup>  | (1,494)                         | 2,376            | 2,507                   | 1,778             |
| Adjustments attributable to noncontrolling interests in consolidated property partnerships           | 4,278                           | 3,248            | 8,652                   | 6,495             |
| Funds Available for Distribution <sup>(1)(9)</sup>   | <u>\$ 51,792</u>                | <u>\$ 51,177</u> | <u>\$ 248,040</u>       | <u>\$ 235,485</u> |

(1) See page 32 for Management Statements on Funds From Operations and Funds Available for Distribution. Reported per common share/unit amounts are attributable to common stockholders, common unitholders and restricted stock unit holders.

(2) FFO available to common stockholders and unitholders includes amortization of deferred revenue related to tenant-funded tenant improvements of \$4.7 million and \$4.4 million for the three months ended December 31, 2018 and 2017, respectively, and \$18.4 million and \$16.8 million for the twelve months ended December 31, 2018 and 2017, respectively. These amounts are adjusted out of FFO in our calculation of FAD.

(3) Calculated based on weighted average shares outstanding including participating share-based awards and assuming the exchange of all common limited partnership units outstanding.

(4) Calculated based on weighted average shares outstanding including participating and non-participating share-based awards, dilutive impact of stock options, contingently issuable shares, and shares issuable under forward equity sale agreements and assuming the exchange of all common limited partnership units outstanding.

(5) Represents revenue recognized during the period as a result of the amortization of deferred revenue recorded for tenant-funded tenant improvements.

(6) Represents the non-cash adjustment related to the acquisition of buildings with above and/or below market rents.

(7) Includes non-cash amortization of share-based compensation and accrued potential future executive retirement benefits.

(8) Includes other cash and non-cash adjustments attributable to lease-related GAAP revenue recognition timing differences.

(9) For the three months and years ended December 31, 2018 and 2017, Funds Available for Distribution included a \$11.8 million and \$5.0 million cash loss on early extinguishment of debt, respectively.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Reconciliation of GAAP Net Cash Provided by Operating Activities to Funds Available for Distribution (unaudited, \$ in thousands)

|  | Three Months Ended December 31, |                  | Twelve Months Ended December 31, |                   |
|--|---------------------------------|------------------|----------------------------------|-------------------|
|  | 2018                            | 2017             | 2018                             | 2017              |
| <b>GAAP Net Cash Provided by Operating Activities</b>                                | \$ 92,828                       | \$ 70,470        | \$ 410,043                       | \$ 347,012        |
| Adjustments:   |                                 |                  |                                  |                   |
| Recurring tenant improvements, leasing commissions and capital expenditures          | (35,474)                        | (32,742)         | (110,540)                        | (91,287)          |
| Loss on early extinguishment of debt   | (11,823)                        | (5,312)          | (11,823)                         | (5,312)           |
| Net gain on sale of land   | 11,825                          | —                | 11,825                           | 449               |
| Preferred dividends  | —                               | —                | —                                | (5,774)           |
| Depreciation of non-real estate furniture, fixtures and equipment                    | (1,221)                         | (162)            | (4,400)                          | (4,024)           |
| Provision for uncollectible tenant receivables                                       | (487)                           | (220)            | (5,520)                          | (1,517)           |
| Net changes in operating assets and liabilities <sup>(1)</sup>                       | (2,254)                         | 23,566           | (17,310)                         | 20,566            |
| Noncontrolling interests in consolidated property partnerships' share of FFO and FAD | (1,996)                         | (2,740)          | (15,739)                         | (16,325)          |
| Cash adjustments related to investing and financing activities                       | 394                             | (1,683)          | (8,496)                          | (8,303)           |
| <b>Funds Available for Distribution <sup>(2)</sup></b>                               | <b>\$ 51,792</b>                | <b>\$ 51,177</b> | <b>\$ 248,040</b>                | <b>\$ 235,485</b> |

(1) Primarily includes changes in the following assets and liabilities: marketable securities; current receivables; prepaid expenses and other assets; accounts payable, accrued expenses and other liabilities; and rents received in advance and tenant security deposits.

(2) Please refer to page 32 for a Management Statement on Funds Available for Distribution.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Same Store Analysis <sup>(1)</sup> (unaudited, \$ in thousands)

|                                   | Three Months Ended December 31, |            |          | Year Ended December 31, |            |          |
|-----------------------------------|---------------------------------|------------|----------|-------------------------|------------|----------|
|                                   | 2018                            | 2017       | % Change | 2018                    | 2017       | % Change |
| <b>Total Same Store Portfolio</b> |                                 |            |          |                         |            |          |
| <i>Office Portfolio</i>           |                                 |            |          |                         |            |          |
| Number of properties              | 87                              | 87         |          | 87                      | 87         |          |
| Square Feet                       | 12,611,661                      | 12,611,661 |          | 12,611,661              | 12,611,661 |          |
| Percent of Stabilized Portfolio   | 95.3%                           | 91.9%      |          | 95.3%                   | 91.9%      |          |
| Average Occupancy                 | 94.2%                           | 94.1%      |          | 94.1%                   | 94.5%      |          |
| <b>Operating Revenues:</b>        |                                 |            |          |                         |            |          |
| Rental income                     | \$ 148,797                      | \$ 146,421 | 1.6 %    | \$ 596,479              | \$ 577,084 | 3.4 %    |
| Tenant reimbursements             | 18,371                          | 16,926     | 8.5 %    | 73,094                  | 69,659     | 4.9 %    |
| Other property income             | 3,159                           | 844        | 274.3 %  | 9,243                   | 7,221      | 28.0 %   |
| Total operating revenues          | 170,327                         | 164,191    | 3.7 %    | 678,816                 | 653,964    | 3.8 %    |
| <b>Operating Expenses:</b>        |                                 |            |          |                         |            |          |
| Property expenses                 | 31,005                          | 29,776     | 4.1 %    | 121,663                 | 117,816    | 3.3 %    |
| Real estate taxes                 | 15,610                          | 13,895     | 12.3 %   | 62,648                  | 58,554     | 7.0 %    |
| Provision for bad debts           | 283                             | 480        | (41.0)%  | 5,742                   | 2,962      | 93.9 %   |
| Ground leases                     | 1,450                           | 1,586      | (8.6)%   | 6,176                   | 6,337      | (2.5)%   |
| Total operating expenses          | 48,348                          | 45,737     | 5.7 %    | 196,229                 | 185,669    | 5.7 %    |
| <b>GAAP Net Operating Income</b>  | \$ 121,979                      | \$ 118,454 | 3.0 %    | \$ 482,587              | \$ 468,295 | 3.1 %    |

| <b>Same Store Analysis (Cash Basis) <sup>(2)</sup></b> |                                 |            |          |                         |            |          |
|--|---------------------------------|------------|----------|-------------------------|------------|----------|
|  | Three Months Ended December 31, |            |          | Year Ended December 31, |            |          |
|  | 2018                            | 2017       | % Change | 2018                    | 2017       | % Change |
| Total operating revenues                               | \$ 158,669                      | \$ 156,802 | 1.2 %    | \$ 636,440              | \$ 615,501 | 3.4 %    |
| Total operating expenses                               | 48,067                          | 45,233     | 6.3 %    | 190,486                 | 182,555    | 4.3 %    |
| <b>Cash Net Operating Income</b>                       | \$ 110,602                      | \$ 111,569 | (0.9)%   | \$ 445,954              | \$ 432,946 | 3.0 %    |

(1) Same Store is defined as all properties owned and included in our stabilized portfolio as of January 1, 2017 and still owned and included in the stabilized portfolio as of December 31, 2018. Same Store includes 100% of consolidated property partnerships as well as the residential tower at Columbia Square.

(2) Please refer to page 35 for a reconciliation of GAAP Net Income Available to Common Stockholders to Same Store GAAP Net Operating Income and Same Store Cash Net Operating Income.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Stabilized Portfolio Occupancy Overview by Region

| STABILIZED OFFICE PORTFOLIO              | Buildings | Portfolio Breakdown |               |                    | Occupied at                   |                          | Leased at    |
|--|-----------|---------------------|---------------|--------------------|-------------------------------|--------------------------|--------------|
|  |           | YTD NOI %           | SF %          | Total SF           | 12/31/2018                    | 9/30/2018 <sup>(1)</sup> | 12/31/2018   |
| <i>Greater Los Angeles</i>               |           |                     |               |                    |                               |                          |              |
| 101 Corridor                             | 1         | 0.2%                | 0.5%          | 84,098             | 80.5%                         | 90.7%                    | 80.5%        |
| El Segundo                               | 5         | 5.5%                | 8.2%          | 1,093,050          | 99.5%                         | 99.3%                    | 99.5%        |
| Hollywood                                | 6         | 6.4%                | 6.1%          | 806,557            | 99.0%                         | 97.3%                    | 99.0%        |
| Long Beach                               | 7         | 3.3%                | 7.2%          | 949,942            | 92.1%                         | 91.3%                    | 95.9%        |
| West Hollywood                           | 4         | 2.0%                | 1.4%          | 178,699            | 95.9%                         | 95.4%                    | 95.9%        |
| West Los Angeles                         | 10        | 7.3%                | 6.4%          | 844,151            | 90.3%                         | 91.5%                    | 94.4%        |
| <b>Total Greater Los Angeles</b>         | <b>33</b> | <b>24.7%</b>        | <b>29.8%</b>  | <b>3,956,497</b>   | <b>95.1%</b>                  | <b>94.7%</b>             | <b>96.9%</b> |
| <b>Total Orange County</b>               | <b>1</b>  | <b>1.3%</b>         | <b>2.1%</b>   | <b>271,556</b>     | <b>89.6%</b>                  | <b>89.6%</b>             | <b>92.6%</b> |
| <i>San Diego County</i>                  |           |                     |               |                    |                               |                          |              |
| Del Mar                                  | 14        | 9.6%                | 10.2%         | 1,349,747          | 93.1%                         | 99.6%                    | 93.6%        |
| I-15 Corridor                            | 5         | 2.5%                | 4.1%          | 540,892            | 77.5%                         | 74.4%                    | 82.5%        |
| Point Loma                               | 1         | 0.5%                | 0.8%          | 107,456            | 100.0%                        | 100.0%                   | 100.0%       |
| University Towne Center                  | 1         | 0.2%                | 0.4%          | 47,846             | 91.4%                         | 91.4%                    | 91.4%        |
| <b>Total San Diego County</b>            | <b>21</b> | <b>12.8%</b>        | <b>15.5%</b>  | <b>2,045,941</b>   | <b>89.3%</b>                  | <b>92.6%</b>             | <b>90.9%</b> |
| <i>San Francisco Bay Area</i>            |           |                     |               |                    |                               |                          |              |
| Menlo Park                               | 7         | 3.2%                | 2.9%          | 378,358            | 99.1%                         | 95.7%                    | 100.0%       |
| Mountain View                            | 4         | 5.3%                | 4.0%          | 542,235            | 100.0%                        | 100.0%                   | 100.0%       |
| Palo Alto                                | 2         | 1.8%                | 1.3%          | 165,585            | 100.0%                        | 100.0%                   | 100.0%       |
| Redwood City                             | 2         | 4.3%                | 2.6%          | 347,269            | 99.1%                         | 99.1%                    | 100.0%       |
| San Francisco                            | 9         | 26.6%               | 22.1%         | 2,918,132          | 94.9%                         | 90.0%                    | 98.5%        |
| South San Francisco                      | 3         | 1.1%                | 1.1%          | 145,530            | 78.5%                         | 78.5%                    | 78.5%        |
| Sunnyvale                                | 4         | 5.7%                | 5.0%          | 663,460            | 100.0%                        | 100.0%                   | 100.0%       |
| <b>Total San Francisco Bay Area</b>      | <b>31</b> | <b>48.0%</b>        | <b>39.0%</b>  | <b>5,160,569</b>   | <b>96.4%</b>                  | <b>93.8%</b>             | <b>98.5%</b> |
| <i>Greater Seattle</i>                   |           |                     |               |                    |                               |                          |              |
| Bellevue                                 | 2         | 6.1%                | 6.9%          | 917,027            | 89.5%                         | 86.5%                    | 97.5%        |
| Lake Union                               | 6         | 7.1%                | 6.7%          | 880,990            | 97.8%                         | 94.4%                    | 97.8%        |
| <b>Total Greater Seattle</b>             | <b>8</b>  | <b>13.2%</b>        | <b>13.6%</b>  | <b>1,798,017</b>   | <b>93.6%</b>                  | <b>91.5%</b>             | <b>97.7%</b> |
| <b>TOTAL STABILIZED OFFICE PORTFOLIO</b> | <b>94</b> | <b>100.0%</b>       | <b>100.0%</b> | <b>13,232,580</b>  | <b>94.4%</b>                  | <b>93.5%</b>             | <b>96.6%</b> |
| <b>RESIDENTIAL PROPERTY</b>              |           |                     |               |                    |                               |                          |              |
|  |           | Submarket           | Buildings     | Total No. of Units | Average Residential Occupancy |                          |              |
|  |           |                     |               |                    | Quarter-to-Date               | Year-to-Date             |              |
| <i>Greater Los Angeles</i>               |           |                     |               |                    |                               |                          |              |
| 1550 N. El Centro Avenue                 |           | Hollywood           | 1             | 200                | 69.2%                         | 79.7%                    |              |

| Average Office Occupancy |              |
|--------------------------|--------------|
| Quarter-to-Date          | Year-to-Date |
| 94.2%                    | 94.1%        |

(1) Represents occupancy for properties in the stabilized portfolio as of the date presented, including properties sold subsequent to the date presented.

**Kilroy Realty Corporation**  
**Fourth Quarter 2018 Supplemental Financial Report**

**Stabilized Office Portfolio Occupancy Overview by Region, continued**

|  | Submarket        | Square Feet      | Occupied     |
|--|------------------|------------------|--------------|
| <b>Greater Los Angeles, California</b> |                  |                  |              |
| 2829 Townsgate Road                    | 101 Corridor     | 84,098           | 80.5%        |
| 2240 E. Imperial Highway               | El Segundo       | 122,870          | 100.0%       |
| 2250 E. Imperial Highway               | El Segundo       | 298,728          | 100.0%       |
| 2260 E. Imperial Highway               | El Segundo       | 298,728          | 100.0%       |
| 909 N. Pacific Coast Highway           | El Segundo       | 244,136          | 99.5%        |
| 999 N. Pacific Coast Highway           | El Segundo       | 128,588          | 96.9%        |
| 1500 N. El Centro Avenue               | Hollywood        | 104,504          | 100.0%       |
| 1525 N. Gower Street                   | Hollywood        | 9,610            | 100.0%       |
| 1575 N. Gower Street                   | Hollywood        | 251,245          | 100.0%       |
| 6115 W. Sunset Boulevard               | Hollywood        | 26,105           | 100.0%       |
| 6121 W. Sunset Boulevard               | Hollywood        | 91,173           | 100.0%       |
| 6255 W. Sunset Boulevard               | Hollywood        | 323,920          | 97.6%        |
| 3750 Kilroy Airport Way                | Long Beach       | 10,457           | 100.0%       |
| 3760 Kilroy Airport Way                | Long Beach       | 165,278          | 94.0%        |
| 3780 Kilroy Airport Way                | Long Beach       | 219,777          | 78.9%        |
| 3800 Kilroy Airport Way                | Long Beach       | 192,476          | 96.1%        |
| 3840 Kilroy Airport Way                | Long Beach       | 136,026          | 100.0%       |
| 3880 Kilroy Airport Way                | Long Beach       | 96,035           | 100.0%       |
| 3900 Kilroy Airport Way                | Long Beach       | 129,893          | 91.4%        |
| 8560 W. Sunset Boulevard               | West Hollywood   | 71,875           | 100.0%       |
| 8570 W. Sunset Boulevard               | West Hollywood   | 43,603           | 99.2%        |
| 8580 W. Sunset Boulevard               | West Hollywood   | 7,126            | 100.0%       |
| 8590 W. Sunset Boulevard               | West Hollywood   | 56,095           | 87.6%        |
| 12100 W. Olympic Boulevard             | West Los Angeles | 152,048          | 100.0%       |
| 12200 W. Olympic Boulevard             | West Los Angeles | 150,832          | 91.9%        |
| 12233 W. Olympic Boulevard             | West Los Angeles | 151,029          | 94.3%        |
| 12312 W. Olympic Boulevard             | West Los Angeles | 76,644           | 100.0%       |
| 1633 26th Street                       | West Los Angeles | 43,857           | 0.0%         |
| 2100/2110 Colorado Avenue              | West Los Angeles | 102,864          | 100.0%       |
| 3130 Wilshire Boulevard                | West Los Angeles | 90,074           | 96.0%        |
| 501 Santa Monica Boulevard             | West Los Angeles | 76,803           | 82.7%        |
| <b>Total Greater Los Angeles</b>       |                  | <b>3,956,497</b> | <b>95.1%</b> |



**Kilroy Realty Corporation**  
**Fourth Quarter 2018 Supplemental Financial Report**

**Stabilized Office Portfolio Occupancy Overview by Region, continued**

|                                  | Submarket               | Square Feet      | Occupied     |
|----------------------------------|-------------------------|------------------|--------------|
| <b>Orange County, California</b> |                         |                  |              |
| 2211 Michelson Drive             | Irvine                  | 271,556          | 89.6%        |
| <b>Total Orange County</b>       |                         | <b>271,556</b>   | <b>89.6%</b> |
| <b>San Diego, California</b>     |                         |                  |              |
| 12225 El Camino Real             | Del Mar                 | 58,401           | 100.0%       |
| 12235 El Camino Real             | Del Mar                 | 53,751           | 88.9%        |
| 12340 El Camino Real             | Del Mar                 | 89,272           | 45.8%        |
| 12390 El Camino Real             | Del Mar                 | 70,140           | 44.9%        |
| 12348 High Bluff Drive           | Del Mar                 | 38,806           | 100.0%       |
| 12780 El Camino Real             | Del Mar                 | 140,591          | 100.0%       |
| 12790 El Camino Real             | Del Mar                 | 78,836           | 100.0%       |
| 12770 El Camino Real             | Del Mar                 | 73,032           | 100.0%       |
| 12400 High Bluff Drive           | Del Mar                 | 209,220          | 100.0%       |
| 3579 Valley Centre Drive         | Del Mar                 | 52,418           | 100.0%       |
| 3611 Valley Centre Drive         | Del Mar                 | 129,656          | 100.0%       |
| 3661 Valley Centre Drive         | Del Mar                 | 128,364          | 100.0%       |
| 3721 Valley Centre Drive         | Del Mar                 | 115,193          | 100.0%       |
| 3811 Valley Centre Drive         | Del Mar                 | 112,067          | 100.0%       |
| 13280 Evening Creek Drive South  | I-15 Corridor           | 41,196           | 100.0%       |
| 13290 Evening Creek Drive South  | I-15 Corridor           | 61,180           | 100.0%       |
| 13480 Evening Creek Drive North  | I-15 Corridor           | 154,157          | 94.4%        |
| 13500 Evening Creek Drive North  | I-15 Corridor           | 137,658          | 24.2%        |
| 13520 Evening Creek Drive North  | I-15 Corridor           | 146,701          | 94.2%        |
| 2305 Historic Decatur Road       | Point Loma              | 107,456          | 100.0%       |
| 4690 Executive Drive             | University Towne Center | 47,846           | 91.4%        |
| <b>Total San Diego County</b>    |                         | <b>2,045,941</b> | <b>89.3%</b> |

**Kilroy Realty Corporation**  
**Fourth Quarter 2018 Supplemental Financial Report**

**Stabilized Office Portfolio Occupancy Overview by Region, continued**

|   | Submarket           | Square Feet      | Occupied     |
|---|---------------------|------------------|--------------|
| <b>San Francisco Bay Area, California</b> |                     |                  |              |
| 4100 Bohannon Drive                       | Menlo Park          | 47,379           | 100.0%       |
| 4200 Bohannon Drive                       | Menlo Park          | 45,451           | 100.0%       |
| 4300 Bohannon Drive                       | Menlo Park          | 63,079           | 100.0%       |
| 4400 Bohannon Drive                       | Menlo Park          | 48,146           | 100.0%       |
| 4500 Bohannon Drive                       | Menlo Park          | 63,078           | 100.0%       |
| 4600 Bohannon Drive                       | Menlo Park          | 48,147           | 93.0%        |
| 4700 Bohannon Drive                       | Menlo Park          | 63,078           | 100.0%       |
| 1290-1300 Terra Bella Avenue              | Mountain View       | 114,175          | 100.0%       |
| 331 Fairchild Drive                       | Mountain View       | 87,147           | 100.0%       |
| 680 E. Middlefield Road                   | Mountain View       | 170,090          | 100.0%       |
| 690 E. Middlefield Road                   | Mountain View       | 170,823          | 100.0%       |
| 1701 Page Mill Road                       | Palo Alto           | 128,688          | 100.0%       |
| 3150 Porter Drive                         | Palo Alto           | 36,897           | 100.0%       |
| 900 Jefferson Avenue                      | Redwood City        | 228,505          | 100.0%       |
| 900 Middlefield Road                      | Redwood City        | 118,764          | 97.3%        |
| 100 First Street                          | San Francisco       | 467,095          | 97.5%        |
| 303 Second Street                         | San Francisco       | 740,047          | 91.3%        |
| 201 Third Street                          | San Francisco       | 346,538          | 98.8%        |
| 360 Third Street                          | San Francisco       | 429,796          | 84.5%        |
| 250 Brannan Street                        | San Francisco       | 100,850          | 100.0%       |
| 301 Brannan Street                        | San Francisco       | 82,834           | 100.0%       |
| 333 Brannan Street                        | San Francisco       | 185,602          | 100.0%       |
| 345 Brannan Street                        | San Francisco       | 110,030          | 99.7%        |
| 350 Mission Street                        | San Francisco       | 455,340          | 99.7%        |
| 345 Oyster Point Boulevard                | South San Francisco | 40,410           | 100.0%       |
| 347 Oyster Point Boulevard                | South San Francisco | 39,780           | 100.0%       |
| 349 Oyster Point Boulevard                | South San Francisco | 65,340           | 52.2%        |
| 505 Mathilda Avenue                       | Sunnyvale           | 212,322          | 100.0%       |
| 555 Mathilda Avenue                       | Sunnyvale           | 212,322          | 100.0%       |
| 605 Mathilda Avenue                       | Sunnyvale           | 162,785          | 100.0%       |
| 599 Mathilda Avenue                       | Sunnyvale           | 76,031           | 100.0%       |
| <b>Total San Francisco Bay Area</b>       |                     | <b>5,160,569</b> | <b>96.4%</b> |

**Kilroy Realty Corporation**  
**Fourth Quarter 2018 Supplemental Financial Report**

**Stabilized Office Portfolio Occupancy Overview by Region, continued**

|                                    | Submarket  | Square Feet       | Occupied     |
|------------------------------------|------------|-------------------|--------------|
| <b>Greater Seattle, Washington</b> |            |                   |              |
| 601 108th Avenue NE                | Bellevue   | 488,470           | 89.7%        |
| 10900 NE 4th Street                | Bellevue   | 428,557           | 89.1%        |
| 837 N. 34th Street                 | Lake Union | 111,580           | 83.0%        |
| 701 N. 34th Street                 | Lake Union | 138,994           | 100.0%       |
| 801 N. 34th Street                 | Lake Union | 169,412           | 100.0%       |
| 320 Westlake Avenue North          | Lake Union | 184,644           | 100.0%       |
| 321 Terry Avenue North             | Lake Union | 135,755           | 100.0%       |
| 401 Terry Avenue North             | Lake Union | 140,605           | 100.0%       |
| <b>Total Greater Seattle</b>       |            | <b>1,798,017</b>  | <b>93.6%</b> |
| <b>TOTAL</b>                       |            | <b>13,232,580</b> | <b>94.4%</b> |

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Information on Leases Commenced <sup>(1)</sup>

|                 | 1st & 2nd Generation       |         |                            |           |                    | 2nd Generation      |                          |                          |                          | Weighted<br>Average Lease<br>Term (Mo.) |
|-----------------|----------------------------|---------|----------------------------|-----------|--------------------|---------------------|--------------------------|--------------------------|--------------------------|---|
|                 | # of Leases <sup>(2)</sup> |         | Square Feet <sup>(2)</sup> |           | Retention<br>Rates | TI/LC<br>Per Sq.Ft. | TI/LC<br>Per Sq.Ft./Year | Changes in<br>GAAP Rents | Changes in<br>Cash Rents |   |
|                 | New                        | Renewal | New                        | Renewal   |                    |                     |                          |                          |                          |   |
| Quarter to Date | 22                         | 18      | 402,202                    | 315,106   | 49.7%              | \$ 45.39            | \$ 7.67                  | 39.8%                    | 21.8%                    | 71                                      |
| Year to Date    | 79                         | 58      | 1,033,085                  | 1,161,596 | 49.1%              | 47.09               | 7.24                     | 25.4%                    | 10.7%                    | 78                                      |

### Information on Leases Executed <sup>(1)</sup>

|                                | 1st & 2nd Generation       |         |                            |           |                     | 2nd Generation           |                          |                          |    | Weighted<br>Average Lease<br>Term (Mo.) |
|--------------------------------|----------------------------|---------|----------------------------|-----------|---------------------|--------------------------|--------------------------|--------------------------|----|---|
|                                | # of Leases <sup>(3)</sup> |         | Square Feet <sup>(3)</sup> |           | TI/LC<br>Per Sq.Ft. | TI/LC<br>Per Sq.Ft./Year | Changes in<br>GAAP Rents | Changes in<br>Cash Rents |    |   |
|                                | New                        | Renewal | New                        | Renewal   |                     |                          |                          |                          |    |   |
| Quarter to Date <sup>(4)</sup> | 23                         | 18      | 452,811                    | 315,106   | \$ 63.38            | \$ 8.36                  | 51.4%                    | 25.1%                    | 91 |   |
| Year to Date <sup>(5)</sup>    | 89                         | 58      | 1,667,447                  | 1,161,596 | 56.90               | 7.11                     | 36.0%                    | 14.8%                    | 96 |   |

(1) Includes 100% of consolidated property partnerships.

(2) Represents leasing activity for leases that commenced at properties in the stabilized portfolio during the three and twelve months ended December 31, 2018, including first and second generation space, net of month-to-month leases.

(3) Represents leasing activity for leases signed at properties in the stabilized portfolio during the three and twelve months ended December 31, 2018, including first and second generation space, net of month-to-month leases. Excludes leasing on new construction.

(4) During the three months ended December 31, 2018, 19 new leases totaling 410,548 square feet were signed but not commenced as of December 31, 2018.

(5) During the twelve months ended December 31, 2018, 38 new leases totaling 1,138,133 square feet were signed but not commenced as of December 31, 2018.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Stabilized Portfolio Capital Expenditures (*\$ in thousands*)

|   | Total 2018       | Q4 2018          | Q3 2018          | Q2 2018         | Q1 2018         |
|---|------------------|------------------|------------------|-----------------|-----------------|
| <b>1st Generation (Nonrecurring) Capital Expenditures:</b> <sup>(1)</sup> |                  |                  |                  |                 |                 |
| Capital Improvements  | \$ 11,689        | \$ 4,934         | \$ 4,499         | \$ 1,235        | \$ 1,021        |
| Tenant Improvements & Leasing Commissions <sup>(2)</sup>                  | 32,385           | 18,017           | 8,384            | 4,866           | 1,118           |
| <b>Total</b>  | <b>\$ 44,074</b> | <b>\$ 22,951</b> | <b>\$ 12,883</b> | <b>\$ 6,101</b> | <b>\$ 2,139</b> |

|  | Total 2018        | Q4 2018          | Q3 2018          | Q2 2018          | Q1 2018          |
|--|-------------------|------------------|------------------|------------------|------------------|
| <b>2nd Generation (Recurring) Capital Expenditures:</b> <sup>(1)</sup> |                   |                  |                  |                  |                  |
| Capital Improvements   | \$ 27,434         | \$ 11,237        | \$ 7,851         | \$ 5,671         | \$ 2,675         |
| Tenant Improvements & Leasing Commissions <sup>(2)</sup>               | 83,106            | 24,237           | 18,367           | 29,183           | 11,319           |
| <b>Total</b>   | <b>\$ 110,540</b> | <b>\$ 35,474</b> | <b>\$ 26,218</b> | <b>\$ 34,854</b> | <b>\$ 13,994</b> |

(1) Includes 100% of capital expenditures of consolidated property partnerships.

(2) Represents costs incurred for leasing activity during the period shown. Amounts exclude tenant-funded tenant improvements.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Stabilized Portfolio Lease Expiration Summary Schedule

(\$ in thousands, except for annualized rent per sq. ft.)

| Year of Expiration   | # of Expiring Leases | Total Square Feet | % of Total Leased Sq. Ft. | Annualized Base Rent (1) | % of Total Annualized Base Rent | Annualized Rent per Sq. Ft. |
|----------------------|----------------------|-------------------|---------------------------|--------------------------|---------------------------------|-----------------------------|
| 2019 <sup>(2)</sup>  | 98                   | 1,410,267         | 11.5%                     | \$ 63,201                | 11.0%                           | \$ 44.81                    |
| 2020                 | 96                   | 1,445,161         | 11.8%                     | 58,889                   | 10.2%                           | 40.75                       |
| 2021                 | 83                   | 862,910           | 7.0%                      | 37,914                   | 6.6%                            | 43.94                       |
| 2022                 | 52                   | 639,915           | 5.2%                      | 27,523                   | 4.7%                            | 43.01                       |
| 2023                 | 71                   | 1,271,112         | 10.4%                     | 66,383                   | 11.5%                           | 52.22                       |
| 2024                 | 44                   | 897,244           | 7.3%                      | 42,339                   | 7.3%                            | 47.19                       |
| 2025                 | 24                   | 409,532           | 3.3%                      | 20,104                   | 3.5%                            | 49.09                       |
| 2026                 | 25                   | 1,365,016         | 11.1%                     | 56,863                   | 9.9%                            | 41.66                       |
| 2027                 | 19                   | 1,134,864         | 9.3%                      | 47,434                   | 8.2%                            | 41.80                       |
| 2028                 | 16                   | 816,535           | 6.7%                      | 53,663                   | 9.3%                            | 65.72                       |
| 2029 and beyond      | 22                   | 2,016,209         | 16.4%                     | 102,170                  | 17.8%                           | 50.67                       |
| Total <sup>(3)</sup> | 550                  | 12,268,765        | 100.0%                    | \$ 576,483               | 100.0%                          | \$ 46.99                    |

(1) Includes 100% of annualized base rent of consolidated property partnerships.

(2) Adjusting for leasing transactions executed as of December 31, 2018 but not yet commenced, the 2019 expirations would be reduced by 929,141 square feet.

(3) For leases that have been renewed early with existing tenants, the expiration date and annualized base rent information presented takes into consideration the renewed lease terms. Excludes leases not commenced as of December 31, 2018, space leased under month-to-month leases, storage leases, vacant space and future lease renewal options not executed as of December 31, 2018.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Stabilized Portfolio Lease Expiration Schedule by Region (*\$ in thousands, except for annualized rent per sq. ft.*)

| Year            | Region                 | # of Expiring Leases | Total Square Feet | % of Total Leased Sq. Ft. | Annualized Base Rent <sup>(1)</sup> | % of Total Annualized Base Rent | Annualized Rent per Sq. Ft. |
|-----------------|------------------------|----------------------|-------------------|---------------------------|-------------------------------------|---------------------------------|-----------------------------|
| 2019            | Greater Los Angeles    | 52                   | 279,163           | 2.3%                      | \$ 9,533                            | 1.7%                            | \$ 34.15                    |
|                 | Orange County          | 5                    | 74,181            | 0.6%                      | 3,137                               | 0.5%                            | 42.29                       |
|                 | San Diego              | 16                   | 174,063           | 1.4%                      | 6,648                               | 1.2%                            | 38.19                       |
|                 | San Francisco Bay Area | 16                   | 721,554           | 5.9%                      | 38,313                              | 6.6%                            | 53.10                       |
|                 | Greater Seattle        | 9                    | 161,306           | 1.3%                      | 5,570                               | 1.0%                            | 34.53                       |
|                 | Total                  | 98                   | 1,410,267         | 11.5%                     | \$ 63,201                           | 11.0%                           | \$ 44.81                    |
| 2020            | Greater Los Angeles    | 49                   | 457,339           | 3.8%                      | \$ 18,372                           | 3.2%                            | \$ 40.17                    |
|                 | Orange County          | 5                    | 38,526            | 0.3%                      | 1,238                               | 0.2%                            | 32.13                       |
|                 | San Diego              | 16                   | 263,513           | 2.1%                      | 10,455                              | 1.8%                            | 39.68                       |
|                 | San Francisco Bay Area | 21                   | 566,361           | 4.6%                      | 26,263                              | 4.6%                            | 46.37                       |
|                 | Greater Seattle        | 5                    | 119,422           | 1.0%                      | 2,561                               | 0.4%                            | 21.44                       |
|                 | Total                  | 96                   | 1,445,161         | 11.8%                     | \$ 58,889                           | 10.2%                           | \$ 40.75                    |
| 2021            | Greater Los Angeles    | 47                   | 313,760           | 2.5%                      | \$ 12,538                           | 2.2%                            | \$ 39.96                    |
|                 | Orange County          | 5                    | 72,299            | 0.6%                      | 2,556                               | 0.4%                            | 35.35                       |
|                 | San Diego              | 11                   | 181,801           | 1.5%                      | 7,583                               | 1.3%                            | 41.71                       |
|                 | San Francisco Bay Area | 12                   | 266,788           | 2.2%                      | 14,336                              | 2.5%                            | 53.74                       |
|                 | Greater Seattle        | 8                    | 28,262            | 0.2%                      | 901                                 | 0.2%                            | 31.88                       |
|                 | Total                  | 83                   | 862,910           | 7.0%                      | \$ 37,914                           | 6.6%                            | \$ 43.94                    |
| 2022            | Greater Los Angeles    | 32                   | 285,849           | 2.2%                      | \$ 12,944                           | 2.2%                            | \$ 45.28                    |
|                 | Orange County          | 2                    | 6,898             | 0.1%                      | 269                                 | —%                              | 39.00                       |
|                 | San Diego              | 6                    | 193,840           | 1.6%                      | 6,646                               | 1.2%                            | 34.29                       |
|                 | San Francisco Bay Area | 6                    | 83,868            | 0.7%                      | 5,141                               | 0.9%                            | 61.30                       |
|                 | Greater Seattle        | 6                    | 69,460            | 0.6%                      | 2,523                               | 0.4%                            | 36.32                       |
|                 | Total                  | 52                   | 639,915           | 5.2%                      | \$ 27,523                           | 4.7%                            | \$ 43.01                    |
| 2023            | Greater Los Angeles    | 32                   | 368,453           | 3.1%                      | \$ 18,416                           | 3.2%                            | \$ 49.98                    |
|                 | Orange County          | 2                    | 16,454            | 0.1%                      | 661                                 | 0.1%                            | 40.17                       |
|                 | San Diego              | 11                   | 225,060           | 1.8%                      | 9,140                               | 1.6%                            | 40.61                       |
|                 | San Francisco Bay Area | 20                   | 569,849           | 4.7%                      | 35,049                              | 6.1%                            | 61.51                       |
|                 | Greater Seattle        | 6                    | 91,296            | 0.7%                      | 3,117                               | 0.5%                            | 34.14                       |
|                 | Total                  | 71                   | 1,271,112         | 10.4%                     | \$ 66,383                           | 11.5%                           | \$ 52.22                    |
| 2024 and Beyond | Greater Los Angeles    | 51                   | 1,919,974         | 15.7%                     | \$ 83,369                           | 14.5%                           | \$ 43.42                    |
|                 | Orange County          | 3                    | 30,391            | 0.2%                      | 1,130                               | 0.2%                            | 37.18                       |
|                 | San Diego              | 21                   | 765,026           | 6.2%                      | 35,130                              | 6.1%                            | 45.92                       |
|                 | San Francisco Bay Area | 45                   | 2,720,891         | 22.2%                     | 155,556                             | 27.0%                           | 57.17                       |
|                 | Greater Seattle        | 30                   | 1,203,118         | 9.8%                      | 47,388                              | 8.2%                            | 39.39                       |
|                 | Total                  | 150                  | 6,639,400         | 54.1%                     | \$ 322,573                          | 56.0%                           | \$ 48.58                    |

(1) Includes 100% of annualized base rent of consolidated property partnerships.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Stabilized Portfolio Quarterly Lease Expirations for 2019 and 2020

(\$ in thousands, except for annualized rent per sq. ft.)

|                           | # of Expiring<br>Leases | Total Square<br>Feet | % of Total<br>Leased Sq. Ft. | Annualized<br>Base Rent <sup>(1)</sup> | % of Total<br>Annualized<br>Base Rent | Annualized Rent<br>per Sq. Ft. |
|---------------------------|-------------------------|----------------------|------------------------------|--|---------------------------------------|--------------------------------|
| <b>2019:</b>              |                         |                      |                              |  |                                       |                                |
| Q1 2019                   | 28                      | 588,171              | 4.8%                         | \$ 24,284                              | 4.2%                                  | \$ 41.29                       |
| Q2 2019                   | 20                      | 211,549              | 1.7%                         | 7,787                                  | 1.4%                                  | 36.81                          |
| Q3 2019                   | 28                      | 445,973              | 3.6%                         | 24,181                                 | 4.2%                                  | 54.22                          |
| Q4 2019                   | 22                      | 164,574              | 1.4%                         | 6,949                                  | 1.2%                                  | 42.22                          |
| Total 2019 <sup>(2)</sup> | <u>98</u>               | <u>1,410,267</u>     | <u>11.5%</u>                 | <u>\$ 63,201</u>                       | <u>11.0%</u>                          | <u>\$ 44.81</u>                |
| <b>2020:</b>              |                         |                      |                              |  |                                       |                                |
| Q1 2020                   | 28                      | 385,130              | 3.1%                         | \$ 15,439                              | 2.7%                                  | \$ 40.09                       |
| Q2 2020                   | 21                      | 242,244              | 2.0%                         | 10,016                                 | 1.7%                                  | 41.35                          |
| Q3 2020                   | 20                      | 321,975              | 2.6%                         | 11,149                                 | 1.9%                                  | 34.63                          |
| Q4 2020                   | 27                      | 495,812              | 4.1%                         | 22,285                                 | 3.9%                                  | 44.95                          |
| Total 2020                | <u>96</u>               | <u>1,445,161</u>     | <u>11.8%</u>                 | <u>\$ 58,889</u>                       | <u>10.2%</u>                          | <u>\$ 40.75</u>                |

(1) Includes 100% of annualized base rent of consolidated property partnerships.

(2) Adjusting for leasing transactions executed as of December 31, 2018 but not yet commenced, the 2019 expirations would be reduced by 929,141 square feet.



# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Top Fifteen Tenants<sup>(1)</sup> (*\$ in thousands*)

| Tenant Name                                  | Region                                   | Annualized Base<br>Rental<br>Revenue <sup>(2)</sup> | Rentable<br>Square Feet | Percentage of<br>Total Annualized Base<br>Rental Revenue | Percentage of<br>Total Rentable<br>Square Feet |
|--|--|---|-------------------------|--|--|
| LinkedIn Corporation / Microsoft Corporation | San Francisco Bay Area / Greater Seattle | \$ 34,096   | 788,915                 | 5.9%   | 6.0%   |
| Adobe Systems, Inc.                          | San Francisco Bay Area / Greater Seattle | 26,751  | 407,656                 | 4.6%   | 3.1%   |
| salesforce.com, inc.                         | San Francisco Bay Area                   | 23,449  | 444,273                 | 4.1%   | 3.4%   |
| DIRECTV, LLC                                 | Greater Los Angeles                      | 23,152  | 684,411                 | 4.0%   | 5.2%   |
| Box, Inc.                                    | San Francisco Bay Area                   | 22,441  | 371,792                 | 3.9%   | 2.8%   |
| Dropbox, Inc.                                | San Francisco Bay Area                   | 22,234  | 374,618                 | 3.9%   | 2.8%   |
| Okta, Inc.                                   | San Francisco Bay Area                   | 17,129  | 207,066                 | 3.0%   | 1.6%   |
| Riot Games, Inc.                             | Greater Los Angeles                      | 15,514  | 251,509                 | 2.7%   | 1.9%   |
| Synopsys, Inc.                               | San Francisco Bay Area                   | 15,492  | 340,913                 | 2.7%   | 2.6%   |
| Viacom International, Inc.                   | Greater Los Angeles                      | 13,718  | 211,343                 | 2.4%   | 1.6%   |
| Cisco Systems, Inc.                          | San Francisco Bay Area                   | 10,792  | 147,288                 | 1.9%   | 1.1%   |
| Concur Technologies                          | Greater Seattle                          | 10,643  | 288,322                 | 1.9%   | 2.2%   |
| Capital One, N.A.                            | San Francisco Bay Area                   | 9,170   | 117,993                 | 1.6%   | 0.9%   |
| AMN Healthcare, Inc.                         | San Diego County                         | 9,001   | 176,075                 | 1.6%   | 1.3%   |
| Stanford University School of Medicine       | San Francisco Bay Area                   | 8,461   | 128,688                 | 1.5%   | 1.0%   |
| <b>Total Top Fifteen Tenants</b>             |  | <b>\$ 262,043</b>                                   | <b>4,940,862</b>        | <b>45.7%</b>   | <b>37.5%</b>                                   |

(1) The information presented is as of December 31, 2018.

(2) Includes 100% of annualized base rental revenues of consolidated property partnerships.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### 2018 Operating Property Acquisitions (*\$ in millions*)

| COMPLETED OPERATING PROPERTY ACQUISITIONS                      | Submarket           | Month of Acquisition | Number of Buildings | Rentable Square Feet | Purchase Price <sup>(1)</sup> |
|--|---------------------|----------------------|---------------------|----------------------|-------------------------------|
| <b>1st Quarter</b>   |                     |                      |                     |                      |                               |
| 345, 347 & 349 Oyster Point Boulevard, South San Francisco, CA | South San Francisco | January              | 3                   | 145,530              | \$ 111.0                      |
| <b>2nd Quarter</b>   |                     |                      |                     |                      |                               |
| None   |                     |                      |                     |                      |                               |
| <b>3rd Quarter</b>   |                     |                      |                     |                      |                               |
| None   |                     |                      |                     |                      |                               |
| <b>4th Quarter</b>   |                     |                      |                     |                      |                               |
| 345 Brannan Street, San Francisco, CA <sup>(2)</sup>           | San Francisco       | December             | 1                   | 110,030              | 146.0                         |
| <b>TOTAL</b>   |                     |                      | <u>4</u>            | <u>255,560</u>       | <u>\$ 257.0</u>               |

(1) Excludes acquisition-related costs.

(2) In May 2018, the Company executed a 12-year lease with GM Cruise, LLC for 100% of the space at this property.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### 2018 Dispositions (*\$ in millions*)

| <b>COMPLETED DISPOSITIONS</b>                     |              |                      |                  |                      |                            |
|---|--------------|----------------------|------------------|----------------------|----------------------------|
| Property  | Submarket    | Month of Disposition | No. of Buildings | Rentable Square Feet | Sales Price <sup>(1)</sup> |
| <b><u>1st Quarter</u></b>                         |              |                      |                  |                      |                            |
| None  |              |                      |                  |                      |                            |
| <b><u>2nd Quarter</u></b>                         |              |                      |                  |                      |                            |
| None  |              |                      |                  |                      |                            |
| <b><u>3rd Quarter</u></b>                         |              |                      |                  |                      |                            |
| None  |              |                      |                  |                      |                            |
| <b><u>4th Quarter</u></b>                         |              |                      |                  |                      |                            |
| 1310-1327 Chesapeake Terrace, Sunnyvale, CA       | Sunnyvale    | November             | 4                | 266,982              | \$ 160.3                   |
| Plaza Yarrow Bay Properties <sup>(2)</sup>        | Kirkland     | November             | 4                | 279,924              | 134.5                      |
| 23925, 23975 & 24025 Park Sorrento, Calabasas, CA | 101 Corridor | December             | 3                | 225,340              | 78.2                       |
| <b>TOTAL DISPOSITIONS</b>                         |              |                      | 11               | 772,246              | \$ 373.0                   |

(1) Represents gross sales price before the impact of commissions and closing costs.

(2) The Plaza Yarrow Bay Properties include the following properties: 10210, 10220 and 10230 NE Points Drive, 3933 Lake Washington Boulevard NE and a parcel of land in Kirkland, Washington.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Consolidated Ventures (Noncontrolling Property Partnerships)

| Property <sup>(1)</sup>  | Venture Partner                    | Submarket     | Rentable Square Feet | KRC Ownership % |
|--|------------------------------------|---------------|----------------------|-----------------|
| 100 First Street, San Francisco, CA  | Norges Bank Real Estate Management | San Francisco | 467,095              | 56%             |
| 303 Second Street, San Francisco, CA   | Norges Bank Real Estate Management | San Francisco | 740,047              | 56%             |
| 900 Jefferson Avenue and 900 Middlefield Road, Redwood City, CA <sup>(2)</sup> | Local developer                    | Redwood City  | 347,269              | 93%             |

(1) For breakout of Net Operating Income by partnership, refer to page 35, Reconciliation of Net Income Available to Common Stockholders to Same Store Net Operating Income.

(2) Reflects the KRC ownership percentage at time of agreement. Actual percentage may vary depending on cash flows or promote structure.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### In-Process Development (\$ in millions)

| <b>TENANT IMPROVEMENT</b> <sup>(1)</sup> | Location    | Construction Start Date | Estimated Stabilization Date <sup>(2)</sup> | Estimated Rentable Square Feet | Total Estimated Investment | Total Cash Costs Incurred as of 12/31/2018 <sup>(3)</sup> | Office % Leased | Office % Occupied | Total Project % Leased |
|--|-------------|-------------------------|---|--------------------------------|----------------------------|---|-----------------|-------------------|------------------------|
| <i>Office</i>                            |             |                         |   |                                |                            |   |                 |                   |                        |
| <b>San Francisco Bay Area</b>            |             |                         |   |                                |                            |   |                 |                   |                        |
| 100 Hooper <sup>(4)</sup>                | SOMA        | 4Q 2016                 | 2Q 2019                                     | 400,000                        | \$ 270.0                   | \$ 251.0  | 100%            | 100%              | 86%                    |
| The Exchange on 16th <sup>(5)</sup>      | Mission Bay | 2Q 2015                 | 3Q 2019 -<br>3Q 2020                        | 750,000                        | 585.0                      | 454.6   | 100%            | —%                | 99%                    |
| <b>TOTAL:</b>                            |             |                         |   | <b>1,150,000</b>               | <b>\$ 855.0</b>            | <b>\$ 705.6</b>   | <b>100%</b>     | <b>30%</b>        | <b>95%</b>             |

| <b>UNDER CONSTRUCTION</b>                     | Location         | Construction Start Date | Estimated Stabilization Date <sup>(2)</sup> | Estimated Rentable Square Feet  | Total Estimated Investment | Total Cash Costs Incurred as of 12/31/2018 <sup>(3)</sup> | Office % Leased | Retail % Leased |
|---|------------------|-------------------------|---|---------------------------------|----------------------------|---|-----------------|-----------------|
| <i>Office</i>                                 |                  |                         |   |                                 |                            |   |                 |                 |
| <b>Greater Seattle</b>                        |                  |                         |   |                                 |                            |   |                 |                 |
| 333 Dexter                                    | South Lake Union | 2Q 2017                 | 3Q 2020                                     | 650,000                         | \$ 380.0                   | \$ 165.7  | —%              | N/A             |
| <i>Mixed-Use</i>                              |                  |                         |   |                                 |                            |   |                 |                 |
| <b>Greater Los Angeles</b>                    |                  |                         |   |                                 |                            |   |                 |                 |
| Hollywood development - Office <sup>(6)</sup> | Hollywood        | 1Q 2018                 | 1Q 2021                                     | 355,000                         | 300.0                      | 109.8   | 100%            | N/A             |
| Hollywood development - Residential           | Hollywood        | 4Q 2018                 | 4Q 2020                                     | 193 Resi Units                  | 195.0                      | 46.3  | N/A             | N/A             |
| <b>San Diego County</b>                       |                  |                         |   |                                 |                            |   |                 |                 |
| One Paseo - Retail and Residential            | Del Mar          | 4Q 2016                 | 1Q 2019 -<br>3Q 2020                        | 96,000 Retail<br>608 Resi Units | 470.0                      | 341.0   | N/A             | 91%             |
| One Paseo - Office                            | Del Mar          | 4Q 2018                 | 2Q 2021                                     | 285,000                         | 205.0                      | 84.4  | 42%             | N/A             |
| <b>TOTAL:</b>                                 |                  |                         |   |                                 | <b>\$ 1,550.0</b>          | <b>\$ 747.2</b>   | <b>37%</b>      | <b>91%</b>      |

(1) Represents projects that have reached cold shell condition and are ready for tenant improvements, which may require additional major base building construction before being placed in service.

(2) For office and retail, represents the earlier of anticipated 95% occupancy date or one year from substantial completion of base building components. For residential, represents when construction is complete and the project is available for occupancy. For multi-phase projects, interest and carry cost capitalization may cease and recommence driven by various factors, including tenant improvement construction and other tenant related timing or project scope.

(3) Represents costs incurred as of December 31, 2018, excluding accrued liabilities recorded in accordance with GAAP.

(4) The office component of this project, which consists of approximately 312,000 rentable square feet, is 100% leased to Adobe Systems, Inc. and the lease commenced in October 2018. The remaining PDR space of approximately 88,000 rentable square feet is currently 38% leased and 18% occupied.

(5) The Company has an executed 15-year lease for 100% of the office space with Dropbox, Inc., which commenced in phases beginning in the fourth quarter of 2018 through the fourth quarter of 2019. The estimated stabilization dates for Phase I, Phase II, and Phase III are the third quarter of 2019, the fourth quarter of 2019, and the third quarter of 2020, respectively.

(6) In the fourth quarter, the Company signed a 12-year lease for 100% of the office space with Netflix, Inc.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Future Development Pipeline (*\$ in millions*)

| <b>FUTURE DEVELOPMENT PIPELINE:</b>  | <u>Location</u>         | <u>Approx. Developable<br/>Square Feet <sup>(1)</sup></u> | <u>Total Cash Costs<br/>Incurred as of<br/>12/31/2018 <sup>(2)</sup></u> |
|--------------------------------------|-------------------------|---|--|
| <b><u>San Diego County</u></b>       |                         |   |  |
| 2100 Kettner                         | Little Italy            | 175,000   | \$ 24.1  |
| 9455 Towne Centre Drive              | University Towne Center | 150,000   | 16.3   |
| Santa Fe Summit – Phases II and III  | 56 Corridor             | 600,000   | 78.2   |
| <b><u>San Francisco Bay Area</u></b> |                         |   |  |
| Kilroy Oyster Point                  | South San Francisco     | 2,500,000   | 337.7  |
| Flower Mart                          | SOMA                    | TBD   | 222.5  |
| <b>TOTAL:</b>                        |                         |   | <b>\$ 678.8</b>  |

(1) The developable square feet and scope of projects could change materially from estimated data provided due to one or more of the following: any significant changes in the economy, market conditions, our markets, tenant requirements and demands, construction costs, new supply, regulatory and entitlement processes or project design.

(2) Represents costs incurred as of December 31, 2018, excluding accrued liabilities recorded in accordance with GAAP.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Capital Structure

As of December 31, 2018  
(\$ in thousands)

|  | Shares/Units<br>December 31, 2018 | Aggregate Principal<br>Amount or<br>\$ Value Equivalent | % of Total<br>Market<br>Capitalization |
|--|-----------------------------------|---|--|
| <b>DEBT: <sup>(1)</sup></b>  |                                   |   |  |
| Unsecured Line of Credit   |                                   | \$ 45,000   | 0.5%                                   |
| Unsecured Term Loan Facility   |                                   | 150,000   | 1.6%                                   |
| Unsecured Senior Notes due 2023  |                                   | 300,000   | 3.2%                                   |
| Unsecured Senior Notes due 2024  |                                   | 425,000   | 4.5%                                   |
| Unsecured Senior Notes due 2025  |                                   | 400,000   | 4.3%                                   |
| Unsecured Senior Notes Series A & B due 2026   |                                   | 250,000   | 2.6%                                   |
| Unsecured Senior Notes due 2028  |                                   | 400,000   | 4.3%                                   |
| Unsecured Senior Notes due 2029  |                                   | 400,000   | 4.3%                                   |
| Unsecured Senior Notes Series A & B due 2027 & 2029                                    |                                   | 250,000   | 2.6%                                   |
| Secured Debt   |                                   | 335,811   | 3.5%                                   |
| Total Debt   |                                   | \$ 2,955,811  | 31.4%                                  |
| <b>EQUITY AND NONCONTROLLING INTEREST IN THE OPERATING PARTNERSHIP: <sup>(2)</sup></b> |                                   |   |  |
| Common limited partnership units outstanding <sup>(3)</sup>                            | 2,025,287                         | \$ 127,350  | 1.3%                                   |
| Shares of common stock outstanding <sup>(4)</sup>                                      | 100,746,988                       | 6,334,971   | 67.3%                                  |
| Total Equity and Noncontrolling Interests in the Operating Partnership                 |                                   | \$ 6,462,321  | 68.6%                                  |
| <b>TOTAL MARKET CAPITALIZATION</b>   |                                   | <b>\$ 9,418,132</b>                                     | <b>100.0%</b>                          |

(1) Represents the gross aggregate principal amount due at maturity before the effect of unamortized deferred financing costs and premiums and discounts.

(2) Value based on closing share price of \$62.88 as of December 31, 2018.

(3) Includes common units of the Operating Partnership not owned by the Company; does not include noncontrolling interests in consolidated property partnerships.

(4) In August, the Company completed a public offering of 5,000,000 shares of common stock priced at \$72.10 per share structured as a 12-month forward sale. Shares of common stock outstanding do not include any amounts related to this public offering as the Company has not sold any shares under the forward structure as of the date of this report.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Debt Analysis As of December 31, 2018

| TOTAL DEBT COMPOSITION  |                          |                  |                   |
|---|--------------------------|------------------|-------------------|
|   | Percent of<br>Total Debt | Weighted Average |                   |
|   |                          | Interest Rate    | Years to Maturity |
| <b><i>Secured vs. Unsecured Debt</i></b>                        |                          |                  |                   |
| Unsecured Debt  | 88.6%                    | 4.0%             | 7.4               |
| Secured Debt  | 11.4%                    | 4.4%             | 6.4               |
| <b><i>Floating vs. Fixed-Rate Debt</i></b>                      |                          |                  |                   |
| Floating-Rate Debt  | 6.6%                     | 3.5%             | 3.6               |
| Fixed-Rate Debt   | 93.4%                    | 4.1%             | 7.6               |
| <b><i>Stated Interest Rate</i></b>                              |                          | 4.1%             | 7.3               |
| <b><i>GAAP Effective Rate</i></b>                               |                          | 4.0%             |                   |
| <b><i>GAAP Effective Rate Including Debt Issuance Costs</i></b> |                          | 4.2%             |                   |

| KEY DEBT COVENANTS   |                    |   |
|--|--------------------|---|
|  | Covenant           | Actual Performance<br>as of December 31, 2018 |
| <b><i>Unsecured Credit and Term Loan Facility and Private Placement Notes (as defined in the Credit Agreements):</i></b> |                    |   |
| Total debt to total asset value  | less than 60%      | 28%   |
| Fixed charge coverage ratio  | greater than 1.5x  | 3.4x  |
| Unsecured debt ratio   | greater than 1.67x | 3.06x   |
| Unencumbered asset pool debt service coverage  | greater than 1.75x | 4.43x   |
| <b><i>Unsecured Senior Notes due 2023, 2024, 2025, 2028 and 2029 (as defined in the Indentures):</i></b>                 |                    |   |
| Total debt to total asset value  | less than 60%      | 34%   |
| Interest coverage  | greater than 1.5x  | 9.6x  |
| Secured debt to total asset value  | less than 40%      | 4%  |
| Unencumbered asset pool value to unsecured debt  | greater than 150%  | 299%  |



# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Debt Analysis (*\$ in thousands*)

| DEBT MATURITY SCHEDULE  |                |                                       |                  |                  |                 |                 |                   |                   |                     |                      |
|-------------------------|----------------|---------------------------------------|------------------|------------------|-----------------|-----------------|-------------------|-------------------|---------------------|----------------------|
| Floating/<br>Fixed Rate | Stated<br>Rate | GAAP Effective<br>Rate <sup>(1)</sup> | Maturity<br>Date | 2019             | 2020            | 2021            | 2022              | 2023              | After 2023          | Total <sup>(2)</sup> |
| <b>Unsecured Debt:</b>  |                |                                       |                  |                  |                 |                 |                   |                   |                     |                      |
| Floating                | 3.48%          | 3.48%                                 | 7/31/2022        |                  |                 |                 | \$ 45,000         |                   |                     | \$ 45,000            |
| Floating                | 3.49%          | 3.49%                                 | 7/31/2022        |                  |                 |                 | 150,000           |                   |                     | 150,000              |
| Fixed                   | 3.80%          | 3.80%                                 | 1/15/2023        |                  |                 |                 |                   | 300,000           |                     | 300,000              |
| Fixed                   | 3.45%          | 3.47%                                 | 12/15/2024       |                  |                 |                 |                   |                   | 425,000             | 425,000              |
| Fixed                   | 4.38%          | 4.44%                                 | 10/1/2025        |                  |                 |                 |                   |                   | 400,000             | 400,000              |
| Fixed                   | 4.30%          | 4.30%                                 | 7/18/2026        |                  |                 |                 |                   |                   | 50,000              | 50,000               |
| Fixed                   | 4.35%          | 4.35%                                 | 10/18/2026       |                  |                 |                 |                   |                   | 200,000             | 200,000              |
| Fixed                   | 3.35%          | 3.35%                                 | 2/17/2027        |                  |                 |                 |                   |                   | 175,000             | 175,000              |
| Fixed                   | 4.75%          | 4.80%                                 | 12/15/2028       |                  |                 |                 |                   |                   | 400,000             | 400,000              |
| Fixed                   | 3.45%          | 3.45%                                 | 2/17/2029        |                  |                 |                 |                   |                   | 75,000              | 75,000               |
| Fixed                   | 4.25%          | 4.35%                                 | 8/15/2029        |                  |                 |                 |                   |                   | 400,000             | 400,000              |
| Total unsecured debt    | 4.03%          | 4.07%                                 |                  | —                | —               | —               | 195,000           | 300,000           | 2,125,000           | 2,620,000            |
| <b>Secured Debt:</b>    |                |                                       |                  |                  |                 |                 |                   |                   |                     |                      |
| Fixed <sup>(3)</sup>    | 6.05%          | 3.50%                                 | 6/1/2019         | 74,479           |                 |                 |                   |                   |                     | 74,479               |
| Fixed                   | 3.57%          | 3.57%                                 | 12/1/2026        |                  | 3,224           | 3,341           | 3,462             | 3,587             | 156,386             | 170,000              |
| Fixed                   | 4.48%          | 4.48%                                 | 7/1/2027         | 1,830            | 1,913           | 2,001           | 2,092             | 2,188             | 81,308              | 91,332               |
| Total secured debt      | 4.37%          | 3.80%                                 |                  | 76,309           | 5,137           | 5,342           | 5,554             | 5,775             | 237,694             | 335,811              |
| <b>Total</b>            | <b>4.07%</b>   | <b>4.04%</b>                          |                  | <b>\$ 76,309</b> | <b>\$ 5,137</b> | <b>\$ 5,342</b> | <b>\$ 200,554</b> | <b>\$ 305,775</b> | <b>\$ 2,362,694</b> | <b>\$ 2,955,811</b>  |

(1) Represents the rate at which interest expense is recorded for financial reporting purposes, which reflects the amortization of discounts/premiums, excluding deferred financing costs.

(2) Represents the gross aggregate principal amount due at maturity before the effect of unamortized deferred financing costs and premiums and discounts.

(3) Represents secured debt assumed in connection with an operating property acquisition. The Company intends to repay this mortgage note at par on February 11, 2019.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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### Management Statements on Non-GAAP Supplemental Measures

Included in this section are management's statements regarding certain non-GAAP financial measures provided in this supplemental financial report and, with respect to Funds From Operations available to common stockholders and common unitholders ("FFO"), in the Company's earnings release on February 4, 2019 and the reasons why management believes that these measures provide useful information to investors about the Company's financial condition and results of operations.

#### **Net Operating Income:**

Management believes that Net Operating Income ("NOI") is a useful supplemental measure of the Company's operating performance. The Company defines NOI as consolidated operating revenues (rental income, tenant reimbursements and other property income) less consolidated property and related expenses (property expenses, real estate taxes, provision for bad debts and ground leases). Other real estate investment trusts ("REITs") may use different methodologies for calculating NOI, and accordingly, the Company's NOI may not be comparable to other REITs.

Because NOI excludes general and administrative expenses, interest expense, depreciation and amortization, other nonproperty income and losses, and gains and losses from property dispositions, it provides a performance measure that, when compared year over year, reflects the consolidated revenues and expenses directly associated with owning and operating commercial real estate and the impact to operations from trends in occupancy rates, rental rates, and operating costs, providing a perspective on operations not immediately apparent from net income. The Company uses NOI to evaluate its operating performance on a portfolio basis since NOI allows the Company to evaluate the impact that factors such as occupancy levels, lease structure, rental rates, and tenant base have on the Company's results, margins and returns. In addition, management believes that NOI provides useful information to the investment community about the Company's financial and operating performance when compared to other REITs since NOI is generally recognized as a standard measure of performance in the real estate industry.

However, NOI should not be viewed as an alternative measure of the Company's financial performance since it does not reflect general and administrative expenses, acquisition-related expenses, interest expense, depreciation and amortization costs, other nonproperty income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact the Company's results from operations.

#### **Same Store Net Operating Income:**

Management believes that Same Store NOI is a useful supplemental measure of the Company's operating performance. Same Store NOI represents the consolidated NOI for all of the properties that were owned and included in the Company's stabilized portfolio for two comparable reporting periods. Because Same Store NOI excludes the change in NOI from developed, redeveloped, acquired and disposed of and held for sale properties, it highlights operating trends such as occupancy levels, rental rates and operating costs on properties. Other REITs may use different methodologies for calculating Same Store NOI, and accordingly, the Company's Same Store NOI may not be comparable to other REITs.

However, Same Store NOI should not be viewed as an alternative measure of the Company's financial performance since it does not reflect the operations of the Company's entire portfolio, nor does it reflect the impact of general and administrative expenses, interest expense, depreciation and amortization costs, other nonproperty income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact the Company's results from operations.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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### Management Statements on Non-GAAP Supplemental Measures, continued

#### Same Store Cash Net Operating Income:

Management believes that Same Store Cash NOI is a useful supplemental measure of the Company's operating performance. Same Store Cash NOI represents the consolidated NOI for all of the properties that were owned and included in the Company's stabilized portfolio for two comparable reporting periods, adjusted for the net effect of straight-line rents, amortization of deferred revenue related to tenant-funded tenant improvements, amortization of above and below market lease intangibles, and bad debt expense. Because Same Store Cash NOI excludes the change in NOI from developed, redeveloped, acquired and disposed of and held for sale properties, it highlights operating trends on a cash basis such as occupancy levels, rental rates and operating costs on properties. Other REITs may use different methodologies for calculating Same Store Cash NOI, and accordingly, our Same Store Cash NOI may not be comparable to other REITs.

However, Same Store Cash NOI should not be viewed as an alternative measure of the Company's financial performance since it does not reflect the operations of the Company's entire portfolio, nor does it reflect the impact of general and administrative expenses, acquisition-related expenses, interest expense, depreciation and amortization costs, other nonproperty income and losses, the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company's properties, or trends in development and construction activities which are significant economic costs and activities that could materially impact the Company's results from operations.

#### EBITDA, as adjusted:

Management believes that consolidated earnings before interest expense, depreciation and amortization, gain/loss on early extinguishment of debt, gains and losses on depreciable real estate, net income attributable to noncontrolling interests, preferred dividends and distributions, original issuance costs of redeemed preferred stock and preferred units, and impairment losses ("EBITDA, as adjusted") is a useful supplemental measure of the Company's operating performance. When considered with other GAAP measures and FFO, management believes EBITDA, as adjusted, gives the investment community a more complete understanding of the Company's consolidated operating results, including the impact of general and administrative expenses and acquisition-related expenses, before the impact of investing and financing transactions and facilitates comparisons with competitors. Management also believes it is appropriate to present EBITDA, as adjusted, as it is used in several of the Company's financial covenants for both its secured and unsecured debt. However, EBITDA, as adjusted, should not be viewed as an alternative measure of the Company's operating performance since it excludes financing costs as well as depreciation and amortization costs which are significant economic costs that could materially impact the Company's results of operations and liquidity. Other REITs may use different methodologies for calculating EBITDA, as adjusted, and, accordingly, the Company's EBITDA, as adjusted, may not be comparable to other REITs. The Company's calculation of EBITDA, as adjusted, is the same as EBITDAre, as defined by NAREIT, as the Company does not have any unconsolidated joint ventures.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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### Management Statements on Non-GAAP Supplemental Measures, continued

#### **Funds From Operations:**

The Company calculates Funds From Operations available to common stockholders and common unitholders (“FFO”) in accordance with the White Paper on FFO approved by the Board of Governors of NAREIT. The White Paper defines FFO as net income or loss calculated in accordance with GAAP, excluding extraordinary items, as defined by GAAP, gains and losses from sales of depreciable real estate and impairment write-downs associated with depreciable real estate, plus real estate-related depreciation and amortization (excluding amortization of deferred financing costs and depreciation of non-real estate assets) and after adjustment for unconsolidated partnerships and joint ventures. Our calculation of FFO includes the amortization of deferred revenue related to tenant-funded tenant improvements and excludes the depreciation of the related tenant improvement assets. We also add back net income attributable to noncontrolling common units of the Operating Partnership because we report FFO attributable to common stockholders and common unitholders.

Management believes that FFO is a useful supplemental measure of the Company’s operating performance. The exclusion from FFO of gains and losses from the sale of operating real estate assets allows investors and analysts to readily identify the operating results of the assets that form the core of the Company’s activity and assists in comparing those operating results between periods. Also, because FFO is generally recognized as the industry standard for reporting the operations of REITs, it facilitates comparisons of operating performance to other REITs. However, other REITs may use different methodologies to calculate FFO, and accordingly, the Company’s FFO may not be comparable to all other REITs.

Implicit in historical cost accounting for real estate assets in accordance with GAAP is the assumption that the value of real estate assets diminishes predictably over time. Since real estate values have historically risen or fallen with market conditions, many industry investors and analysts have considered presentations of operating results for real estate companies using historical cost accounting alone to be insufficient. Because FFO excludes depreciation and amortization of real estate assets, management believes that FFO along with the required GAAP presentations provides a more complete measurement of the Company’s performance relative to its competitors and a more appropriate basis on which to make decisions involving operating, financing and investing activities than the required GAAP presentations alone would provide.

However, FFO should not be viewed as an alternative measure of the Company’s operating performance since it does not reflect either depreciation and amortization costs or the level of capital expenditures and leasing costs necessary to maintain the operating performance of the Company’s properties, which are significant economic costs and could materially impact the Company’s results from operations.

#### **Funds Available for Distribution:**

Management believes that Funds Available for Distribution available to common stockholders and common unitholders (“FAD”) is a useful supplemental measure of the Company’s liquidity. The Company computes FAD by adding to FFO the non-cash amortization of deferred financing costs, debt discounts and premiums and share-based compensation awards, amortization of above (below) market rents for acquisition properties and non-cash executive compensation expense then subtracting recurring tenant improvements, leasing commissions and capital expenditures and eliminating the net effect of straight-line rents, amortization of deferred revenue related to tenant improvements, adjusting for other lease related items and after adjustment for amounts attributable to noncontrolling interests in consolidated property partnerships. FAD provides an additional perspective on the Company’s ability to fund cash needs and make distributions to stockholders by adjusting FFO for the impact of certain cash and non-cash items, as well as adjusting FFO for recurring capital expenditures and leasing costs. Management also believes that FAD provides useful information to the investment community about the Company’s financial position as compared to other REITs since FAD is a liquidity measure used by other REITs. However, other REITs may use different methodologies for calculating FAD and, accordingly, the Company’s FAD may not be comparable to other REITs.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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### Definitions Included in Supplemental

#### **Annualized Base Rent:**

Includes the impact of straight-lining rent escalations and the amortization of free rent periods and excludes the impact of the following: amortization of deferred revenue related to tenant-funded tenant improvements, amortization of above/below market rents, amortization for lease incentives due under existing leases, and expense reimbursement revenue. Additionally, the underlying leases contain various expense structures including full service gross, modified gross and triple net. Amounts represent percentage of total portfolio annualized contractual base rental revenue.

#### **Change in GAAP/Cash Rents (Leases Commenced):**

Calculated as the change between GAAP/cash rents for new/renewed leases and the expiring GAAP/cash rents for the same space. Excludes leases for which the space was vacant longer than one year, or vacant when the property was acquired by the Company.

#### **Change in GAAP/Cash Rents (Leases Executed):**

Calculated as the change between GAAP/cash rents for signed leases and the expiring GAAP/cash rents for the same space. Excludes leases for which the space was vacant longer than one year, or vacant when the property was acquired by the Company.

#### **Estimated Stabilization Date (Development):**

Management's estimation of the earlier of stabilized occupancy (95%) or one year from the date of the cessation of major base building construction activities for office and retail properties and upon substantial completion for residential properties.

#### **FAD Payout Ratio:**

Calculated as current-quarter dividends accrued to common stockholders and common unitholders (excluding dividend equivalents accrued to restricted stock unitholders) divided by FAD.

#### **First Generation Capital Expenditures:**

Capital expenditures for newly acquired space, newly developed, redeveloped, or repositioned space. These costs are not subtracted in our calculation of FAD.

#### **Fixed Charge Coverage Ratio:**

Calculated as EBITDA, as adjusted, divided by gross interest expense (excluding amortization of deferred debt costs and debt discounts/premiums) and current year accrued preferred dividends.

#### **FFO Payout Ratio:**

Calculated as current-quarter dividends accrued to common stockholders and common unitholders (excluding dividend equivalents accrued to restricted stock unitholders) divided by FFO attributable to common stockholders and unitholders.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

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### Definitions Included in Supplemental, continued

**GAAP Effective Rate:**

The rate at which interest expense is recorded for financial reporting purposes, which reflects the amortization of any discounts/premiums, excluding debt issuance costs.

**Interest Coverage Ratio:**

Calculated as EBITDA, as adjusted, divided by gross interest expense (excluding amortization of deferred debt costs and debt discounts/premiums).

**Net Effect of Straight-Line Rents:**

Represents the straight-line rent income recognized during the period offset by cash received during the period that was applied to deferred rents receivable balances for terminated leases and the provision for bad debts recorded for deferred rent receivable balances.

**Net Operating Income Margins:**

Calculated as Net Operating Income divided by total revenues.

**Retention Rates (Leases Commenced):**

Calculated as the percentage of space either renewed or expanded into by existing tenants or subtenants at lease expiration.

**Same Store Portfolio:**

Our Same Store portfolio includes all of our properties owned and included in our stabilized portfolio for two comparable reporting periods, i.e., owned and included in our stabilized portfolio as of January 1, 2017 and still owned and included in the stabilized portfolio as of December 31, 2018. It does not include undeveloped land, development and redevelopment properties currently committed for construction, under construction, or in the tenant improvement phase and properties held-for-sale. We define redevelopment properties as those projects for which we expect to spend significant development and construction costs on existing or acquired buildings pursuant to a formal plan, the intended result of which is a higher economic return on the property.

**Stated Interest Rate:**

The rate at which interest expense is recorded per the respective loan documents, excluding the impact of the amortization of any debt discounts/premiums.

**Tenant Improvement Phase:**

Represents projects that have reached cold shell condition and are ready for tenant improvements, which may require additional major base building construction before being placed in service.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Reconciliation of Net Income Available to Common Stockholders to Same Store Net Operating Income (unaudited, \$ in thousands)

|   | Three Months Ended December 31, |                   | Year Ended December 31, |                   |
|---|---------------------------------|-------------------|-------------------------|-------------------|
|   | 2018                            | 2017              | 2018                    | 2017              |
| <b>Net Income Available to Common Stockholders</b>  | <b>\$ 160,220</b>               | <b>\$ 28,529</b>  | <b>\$ 258,415</b>       | <b>\$ 151,249</b> |
| Net income attributable to noncontrolling common units of the Operating Partnership       | 3,185                           | 590               | 5,193                   | 3,223             |
| Net income attributable to noncontrolling interests in consolidated property partnerships | 3,485                           | 3,421             | 14,318                  | 12,780            |
| Total preferred dividends   | —                               | —                 | —                       | 13,363            |
| <b>Net Income</b>   | <b>166,890</b>                  | <b>32,540</b>     | <b>277,926</b>          | <b>180,615</b>    |
| Adjustments:  |                                 |                   |                         |                   |
| General and administrative expenses   | 33,872                          | 16,831            | 90,471                  | 60,581            |
| Depreciation and amortization   | 64,860                          | 60,149            | 254,281                 | 245,886           |
| Interest income and other net investment loss (gain)                                      | 1,706                           | (1,874)           | 559                     | (5,503)           |
| Interest expense  | 12,436                          | 14,564            | 49,721                  | 66,040            |
| Loss on early extinguishment of debt  | 12,623                          | 5,312             | 12,623                  | 5,312             |
| Gain on sales of land   | (11,825)                        | —                 | (11,825)                | (449)             |
| Gains on sales of depreciable operating properties  | (142,926)                       | —                 | (142,926)               | (39,507)          |
| <b>Net Operating Income, as defined <sup>(1)</sup></b>                                    | <b>137,636</b>                  | <b>127,522</b>    | <b>530,830</b>          | <b>512,975</b>    |
| <i>Wholly-Owned Properties</i>  | <i>119,984</i>                  | <i>109,761</i>    | <i>460,669</i>          | <i>441,204</i>    |
| <i>Consolidated property partnerships: <sup>(2)</sup></i>                                 |                                 |                   |                         |                   |
| <i>100 First Street <sup>(3)</sup></i>  | <i>3,696</i>                    | <i>4,577</i>      | <i>15,306</i>           | <i>17,616</i>     |
| <i>303 Second Street <sup>(3)</sup></i>   | <i>8,312</i>                    | <i>7,515</i>      | <i>31,943</i>           | <i>31,222</i>     |
| <i>Crossing/900 <sup>(4)</sup></i>  | <i>5,644</i>                    | <i>5,669</i>      | <i>22,912</i>           | <i>22,933</i>     |
| <b>Net Operating Income, as defined <sup>(1)</sup></b>                                    | <b>137,636</b>                  | <b>127,522</b>    | <b>530,830</b>          | <b>512,975</b>    |
| Non-Same Store GAAP Net Operating Income <sup>(5)</sup>                                   | (15,657)                        | (9,068)           | (48,243)                | (44,680)          |
| <b>Same Store GAAP Net Operating Income</b>   | <b>121,979</b>                  | <b>118,454</b>    | <b>482,587</b>          | <b>468,295</b>    |
| GAAP to Cash Adjustments:   |                                 |                   |                         |                   |
| GAAP Operating Revenues Adjustments, net <sup>(6)</sup>                                   | (11,658)                        | (7,389)           | (42,376)                | (38,463)          |
| GAAP Operating Expenses Adjustments, net <sup>(7)</sup>                                   | 281                             | 504               | 5,743                   | 3,114             |
| <b>Same Store Cash Net Operating Income</b>   | <b>\$ 110,602</b>               | <b>\$ 111,569</b> | <b>\$ 445,954</b>       | <b>\$ 432,946</b> |

(1) Please refer to pages 30-31 for Management Statements on Net Operating Income, Same Store Net Operating Income and Same Store Cash Net Operating Income.

(2) Reflects GAAP Net Operating Income for all periods presented.

(3) For all periods presented, an unrelated third party entity owned approximately 44% common equity interests in two properties located at 100 First Street and 303 Second Street in San Francisco, CA.

(4) For all periods presented, an unrelated third party entity owned an approximate 7% common equity interest in two properties located at 900 Jefferson Avenue and 900 Middlefield Road in Redwood City, CA.

(5) Includes the results of one development project added to the stabilized portfolio in the first quarter of 2017, three office properties we acquired in the first quarter of 2018, one office property we acquired in the fourth quarter of 2018, eleven properties disposed of during the fourth quarter of 2018, ten office properties disposed of during the third quarter of 2017, one office property disposed of during the first quarter of 2017 and our in-process and future development projects.

(6) Includes the net effect of straight-line rents, amortization of deferred revenue related to tenant-funded tenant improvements and amortization of above and below market lease intangibles.

(7) Includes the amortization of above and below market lease intangibles for ground leases and the provision for bad debts.

# Kilroy Realty Corporation

## Fourth Quarter 2018 Supplemental Financial Report

### Reconciliation of Net Income Available to Common Stockholders to EBITDA, as Adjusted (unaudited, \$ in thousands)

|   | Three Months Ended December 31, |                   |
|---|---------------------------------|-------------------|
|   | 2018                            | 2017              |
| <b>Net Income Available to Common Stockholders</b>  | \$ 160,220                      | \$ 28,529         |
| Interest expense  | 12,436                          | 14,564            |
| Depreciation and amortization   | 64,860                          | 60,149            |
| Loss on early extinguishment of debt  | 12,623                          | 5,312             |
| Net income attributable to noncontrolling common units of the Operating Partnership       | 3,185                           | 590               |
| Net income attributable to noncontrolling interests in consolidated property partnerships | 3,485                           | 3,421             |
| Gains on sales of depreciable operating properties  | (142,926)                       | —                 |
| <b>EBITDA, as adjusted <sup>(1)</sup></b>   | <b>\$ 113,883</b>               | <b>\$ 112,565</b> |

(1) Please refer to page 31 for a Management Statement on EBITDA, as adjusted. The Company's calculation of EBITDA, as adjusted, is the same as EBITDAre, as defined by NAREIT, as the Company does not have any unconsolidated joint ventures.

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## Section 3: EX-99.2 (EXHIBIT 99.2)

**Exhibit 99.2**



**Contact:**

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Executive Vice President  
and Chief Financial Officer  
(310) 481-8484  
or  
Michelle Ngo  
Senior Vice President  
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**FOR RELEASE:**

February 4, 2019

### KILROY REALTY CORPORATION REPORTS FOURTH QUARTER FINANCIAL RESULTS

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**LOS ANGELES, February 4, 2019** - Kilroy Realty Corporation (*NYSE: KRC*) today reported financial results for its fourth quarter ended December 31, 2018.

**Fourth Quarter Highlights**

***Financial Results***

- Net income available to common stockholders per share of \$1.58 and funds from operations available to common stockholders and unitholders (“FFO”) per share of \$0.78 included the following on a per share basis:
  - Charge of \$0.13 (\$0.12 for FFO) related to the early redemption of the company’s 6.625% unsecured senior notes due June 2020
  - Total gains on real estate sales of \$1.53, comprised of a land gain of \$0.12 (\$0.11 for FFO) and operating property gains of \$1.41



(gains on sales of operating properties not included in FFO)

- Non-cash charge of \$0.12 related to accrued potential future executive retirement benefits
- Revenues of \$190.8 million

***Stabilized Portfolio***

- Stabilized portfolio was 94.4% occupied and 96.6% leased at December 31, 2018
- Signed approximately 768,000 square feet of new or renewing leases

***Development***

- In October, commenced GAAP revenue recognition on all 312,000 square feet of office space 100% leased to Adobe at 100 Hooper, the company's recently completed office and production, distribution and repair ("PDR") project in San Francisco's SOMA district
- In November, signed a long-term lease with Netflix for 100% of the 355,000 square feet of office space currently under construction at the company's Hollywood mixed-use project in Los Angeles

- During the fourth quarter, commenced construction on the residential component of the Hollywood mixed-use project in Los Angeles and the office component of the One Paseo mixed-use project in the Del Mar submarket of San Diego
  - The residential component of the Hollywood development encompasses 193 residential units and represents a total estimated investment of \$195.0 million
  - The office component of One Paseo encompasses 285,000 square feet and represents a total estimated investment of \$205.0 million. It is approximately 42% pre-leased

#### ***Acquisitions***

- In December, completed the acquisition of 345 Brannan Street, a 110,000 square foot office building in San Francisco's SOMA district, for \$146.0 million. The property is one of three adjacent KRC buildings, all of which are 100% leased to GM Cruise

#### ***Dispositions***

- Across the fourth quarter, completed the sale of 11 operating properties and a land parcel in three separate transactions for total gross proceeds of \$373.0 million and total gains on sales of \$154.8 million. The 11 properties total approximately 772,000 square feet of space and are located in the Sunnyvale submarket of San Francisco, Kirkland submarket of Seattle, and the 101 Corridor of Los Angeles

#### ***Finance***

- In October, drew the entire \$200.0 million of eight-year, 4.35% unsecured senior notes privately offered in May 2018
- In November, completed a public offering of \$400.0 million of 10-year senior unsecured notes at 4.750% due December 2028
- In December, completed the early redemption of all \$250.0 million of 6.625% unsecured senior notes due June 2020 for a make whole cash redemption price of approximately \$261.8 million

#### ***Full Year 2018 Highlights***

- Achieved a company record in annual leasing, signing 3.4 million square feet of leases, including just over 2.8 million square feet of new or renewal leases in the stabilized portfolio and 560,000 square feet in the in-process development pipeline
- Commenced tenant improvements on 1.2 million square feet of newly developed, fully leased office space in San Francisco with a total estimated investment of \$855.0 million
- Acquired a 39-acre waterfront development site in South San Francisco for approximately \$308.2 million; the site is fully entitled for 2.5 million square feet of office and laboratory space
- Acquired operating properties in San Francisco and South San Francisco totaling just over 255,000 square feet of office and laboratory space for an aggregate cost of \$257.0 million
- Generated gross proceeds of approximately \$373.0 million from the company's capital recycling program through the disposition of non-core assets
- Raised gross proceeds of \$650.0 million through the public offering and private placement of debt at a weighted average rate of 4.592%, including \$400.0 million of green bonds
- Completed a public offering of 5,000,000 shares of common stock priced at \$72.10 per share structured as a forward sale with a final settlement date of August 1, 2019
- Established a new \$500.0 million ATM offering program and issued an aggregate of \$132.1 million in net proceeds of common stock at a weighted average price of \$73.64, under both the old and new ATM programs
- Increased the annual dividend on the company's common stock by 7.1% to \$1.82 per share
- Received continued recognition for industry leadership in sustainability, including repeat awards from GRESB, NAREIT, the U.S. Department of Energy and the EPA

### Results for the Quarter Ended December 31, 2018

For the fourth quarter ended December 31, 2018, KRC reported net income available to common stockholders of \$160.2 million, or \$1.58 per share, compared to \$28.5 million, or \$0.28 per share, in the fourth quarter of 2017. FFO in the fourth quarter of 2018 was \$81.3 million, or \$0.78 per share, compared to \$86.5 million, or \$0.85 per share, in the year-earlier quarter. Net income per share in the 2018 fourth quarter included a \$0.13 per share charge from the early extinguishment of debt related to the redemption of the 6.625% unsecured senior notes, a \$0.12 per share non-cash charge related to accrued potential future executive retirement benefits, a \$0.12 per share gain on the sale of land, and a \$1.41 per share gain on the sale of operating properties. FFO per share in the 2018 fourth quarter included a \$0.12 per share charge from the early extinguishment of debt related to the redemption of notes, a \$0.12 per share non-cash charge related to accrued potential future executive retirement benefits, and an \$0.11 per share gain on the sale of land. In the prior year's fourth quarter, net income and FFO per share both included a \$0.06 per share charge related to the early extinguishment of debt. Revenues in the fourth quarter totaled \$190.8 million, up from \$177.6 million in the prior year's period.

All per share amounts in this report are presented on a diluted basis.

### Net Income Available to Common Stockholders / FFO Guidance and Outlook

The company is providing an initial guidance range of NAREIT-defined FFO per diluted share for its fiscal year 2019 of \$3.58 to \$3.78 per share, with a midpoint of \$3.68 per share, reflecting management's views on current and future market conditions, including assumptions with respect to rental rates, occupancy levels, and the earnings impact of events referenced in this press release.

|  | Full Year 2019 Range |            |
|--|----------------------|------------|
|  | Low End              | High End   |
| Net income available to common stockholders per share - diluted                                      | \$ 1.51              | \$ 1.71    |
| Weighted average common shares outstanding - diluted <sup>(1)</sup>                                  | 106,000              | 106,000    |
| Net income available to common stockholders  | \$ 160,000           | \$ 181,000 |
| Adjustments:   |                      |            |
| Net income attributable to noncontrolling common units of the Operating Partnership                  | 3,400                | 3,800      |
| Net income attributable to noncontrolling interests in consolidated property partnerships            | 20,000               | 23,000     |
| Depreciation and amortization of real estate assets  | 232,500              | 232,500    |
| Gains on sales of depreciable real estate  | —                    | —          |
| Funds From Operations attributable to noncontrolling interests in consolidated property partnerships | (29,500)             | (32,500)   |
| Funds From Operations <sup>(2)</sup>   | \$ 386,400           | \$ 407,800 |
| Weighted average common shares/units outstanding – diluted <sup>(3)</sup>                            | 108,000              | 108,000    |
| Funds From Operations per common share/unit – diluted <sup>(2)(3)</sup>                              | \$ 3.58              | \$ 3.78    |

Key 2019 assumptions include:

- Dispositions of approximately \$150.0 million to \$350.0 million
- Flat same store cash net operating income
- Year-end occupancy of 94.0% to 95.0%
- Total development spending of approximately \$500.0 million to \$600.0 million

(1) Calculated based on estimated weighted average shares outstanding including non-participating share-based awards.

(2) See management statement for FFO at end of release.

(3) Calculated based on weighted average shares outstanding including participating and non-participating share-based awards, dilutive impact of stock options, contingently issuable shares, and shares issuable under forward equity sale agreements and assuming the exchange of all common limited partnership units outstanding. Reported amounts are attributable to common stockholders, common unitholders and restricted stock unitholders.

The company's guidance estimates for the full year 2019, and the reconciliation of net income available to common stockholders per share - diluted and FFO per share and unit - diluted included within this press release, reflect management's views on current and future market conditions, including assumptions with respect to rental rates, occupancy levels, and the earnings impact of the events referenced in this press release. Although these guidance estimates reflect the impact on the company's operating results of an assumed range of future disposition activity, these guidance estimates do not include any estimates of possible future gains or losses from possible future dispositions because the magnitude of gains or losses on sales of depreciable operating properties, if any, will depend on the sales price and depreciated cost basis of the disposed assets at the time of disposition, information that is not known at the time the company provides guidance, and the timing of any gain recognition will depend on the closing of the dispositions, information that is also not known at the time the company provides guidance and may occur after the relevant guidance period. We caution you not to place undue reliance on our assumed range of future disposition activity because any potential future disposition transactions will ultimately depend on the market conditions and other factors, including but not limited to the company's capital needs, the particular assets being sold and the company's ability to defer some or all of the taxable gain on the sales. These guidance estimates also do not include the impact on operating results from potential future acquisitions, possible capital markets activity, possible future impairment charges or any events outside of the company's control. There can be no assurance that the company's actual results will not differ materially from these estimates.

#### ***Conference Call and Audio Webcast***

KRC management will discuss initial earnings guidance for fiscal year 2019 during the company's February 5, 2019 earnings conference call. The call will begin at 10:00 a.m. Pacific Time and last approximately one hour. Those interested in listening via the Internet can access the conference call at <https://services.choruscall.com/links/krc190205.html>. It may be necessary to download audio software to hear the conference call. Those interested in listening via telephone can access the conference call at (866) 312-7299. International callers should dial (412) 317-1070. In order to bypass speaking to the operator on the day of the call, please pre-register anytime at <http://dpreister.com/10121412>. A replay of the conference call will be available via telephone on February 5, 2019 through February 12, 2019 by dialing (877) 344-7529 and entering passcode 10121412. International callers should dial (412) 317-0088 and enter the same passcode. The replay will also be available on our website at <http://investors.kilroyrealty.com/CustomPage/Index?KeyGenPage=1073743647>.

#### ***About Kilroy Realty Corporation***

Kilroy Realty Corporation (KRC), a publicly traded real estate investment trust and member of the S&P MidCap 400 Index, is one of the West Coast's premier landlords. The company has over 70 years of experience developing, acquiring and managing office and mixed-use real estate assets. The company provides physical work environments that foster creativity and productivity and serves a broad roster of dynamic, innovation-driven tenants, including technology, entertainment, digital media and health care companies.

At December 31, 2018, the company's stabilized portfolio totaled approximately 13.2 million square feet of office space located in the coastal regions of Los Angeles, Orange County, San Diego, the San Francisco Bay Area and Greater Seattle and 200 residential units located in the Hollywood submarket of Los Angeles. The stabilized portfolio was 94.4% occupied and 96.6% leased. In addition, KRC had three projects under construction totaling approximately 1.3 million square feet of office space that was 37% leased, 801 residential units and 96,000 square feet of retail space that was 91% leased, as well as two projects in the tenant improvement phase totaling approximately 1.2 million square feet of office and PDR space. The office components of the two projects are fully leased to Adobe and Dropbox.

The company's commitment and leadership position in sustainability has been recognized by various industry groups across the world. In September 2018, the company was recognized by GRESB both as North American leader across all asset classes and a global leader among all publicly traded real estate companies. Other sustainability accolades include NAREIT's Leader in the Light award for the past five years, the EPA's highest honor of Sustained Excellence and winner of Energy Star Partner of the Year for the past five years. The company is listed in the Dow Jones Sustainability World Index. At the end of the fourth quarter, the company's stabilized portfolio was 63% LEED certified and 79% of eligible properties were ENERGY STAR certified. More information is available at <http://www.kilroyrealty.com>.

### ***Forward-Looking Statements***

This press release contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are based on our current expectations, beliefs and assumptions, and are not guarantees of future performance. Forward-looking statements are inherently subject to uncertainties, risks, changes in circumstances, trends and factors that are difficult to predict, many of which are outside of our control. Accordingly, actual performance, results and events may vary materially from those indicated or implied in the forward-looking statements, and you should not rely on the forward-looking statements as predictions of future performance, results or events. Numerous factors could cause actual future performance, results and events to differ materially from those indicated in the forward-looking statements, including, among others: global market and general economic conditions and their effect on our liquidity and financial conditions and those of our tenants; adverse economic or real estate conditions generally, and specifically, in the States of California and Washington; risks associated with our investment in real estate assets, which are illiquid, and with trends in the real estate industry; defaults on or non-renewal of leases by tenants; any significant downturn in tenants' businesses; our ability to re-lease property at or above current market rates; costs to comply with government regulations, including environmental remediation; the availability of cash for distribution and debt service and exposure to risk of default under debt obligations; increases in interest rates and our ability to manage interest rate exposure; the availability of financing on attractive terms or at all, which may adversely impact our future interest expense and our ability to pursue development, redevelopment and acquisition opportunities and refinance existing debt; a decline in real estate asset valuations, which may limit our ability to dispose of assets at attractive prices or obtain or maintain debt financing, and which may result in write offs or impairment charges; significant competition, which may decrease the occupancy and rental rates of properties; potential losses that may not be covered by insurance; the ability to successfully complete acquisitions and dispositions on announced terms; the ability to successfully operate acquired, developed and redeveloped properties; the ability to successfully complete development and redevelopment projects on schedule and within budgeted amounts; delays or refusals in obtaining all necessary zoning, land use and other required entitlements, governmental permits and authorizations for our development and redevelopment properties; increases in anticipated capital expenditures, tenant improvement and/or leasing costs; defaults on leases for land on which some of our properties are located; adverse changes to, or enactment or implementations of, tax laws or other applicable laws, regulations or legislation, as well as business and consumer reactions to such changes; risks associated with joint venture investments, including our lack of sole decision-making authority, our reliance on co-venturers' financial condition and disputes between us and our co-venturers; environmental uncertainties and risks related to natural disasters; and our ability to maintain our status as a REIT. These factors are not exhaustive and additional factors could adversely affect our business and financial performance. For a discussion of additional factors that could materially adversely affect our business and financial performance, see the factors included under the caption "Risk Factors" in our annual report on Form 10-K for the year ended December 31, 2017 and our other filings with the Securities and Exchange Commission. All forward-looking statements are based on currently available information, and speak only as of the date on which they are made. We assume no obligation to update any forward-looking statement made in this press

release that becomes untrue because of subsequent events, new information or otherwise, except to the extent we are required to do so in connection with our ongoing requirements under federal securities laws.

**KILROY REALTY CORPORATION**  
**SUMMARY OF QUARTERLY RESULTS**  
(unaudited, in thousands, except per share data)

|  | Three Months Ended December 31, |            | Twelve Months Ended December 31, |                          |
|--|---------------------------------|------------|----------------------------------|--------------------------|
|  | 2018                            | 2017       | 2018                             | 2017                     |
| Revenues   | \$ 190,842                      | \$ 177,561 | \$ 747,298                       | \$ 719,001               |
| Net income available to common stockholders <sup>(1)</sup>                               | \$ 160,220                      | \$ 28,529  | \$ 258,415                       | \$ 151,249               |
| Weighted average common shares outstanding – basic                                       | 100,747                         | 98,424     | 99,972                           | 98,114                   |
| Weighted average common shares outstanding – diluted                                     | 101,380                         | 99,128     | 100,482                          | 98,727                   |
| Net income available to common stockholders per share – basic <sup>(1)</sup>             | \$ 1.59                         | \$ 0.28    | \$ 2.56                          | \$ 1.52                  |
| Net income available to common stockholders per share – diluted <sup>(1)</sup>           | \$ 1.58                         | \$ 0.28    | \$ 2.55                          | \$ 1.51                  |
| Funds From Operations <sup>(1)(2)(3)</sup>   | \$ 81,330                       | \$ 86,539  | \$ 360,491                       | \$ 346,787               |
| Weighted average common shares/units outstanding – basic <sup>(4)</sup>                  | 103,892                         | 101,707    | 103,167                          | 101,443                  |
| Weighted average common shares/units outstanding – diluted <sup>(5)</sup>                | 104,524                         | 102,411    | 103,677                          | 102,056                  |
| Funds From Operations per common share/unit – basic <sup>(3)</sup>                       | \$ 0.78                         | \$ 0.85    | \$ 3.49                          | \$ 3.42                  |
| Funds From Operations per common share/unit – diluted <sup>(3)</sup>                     | \$ 0.78                         | \$ 0.85    | \$ 3.48                          | \$ 3.40                  |
| Common shares outstanding at end of period   |                                 |            | 100,747                          | 98,620                   |
| Common partnership units outstanding at end of period                                    |                                 |            | 2,025                            | 2,077                    |
| Total common shares and units outstanding at end of period                               |                                 |            | 102,772                          | 100,697                  |
|  |                                 |            | <b>December 31, 2018</b>         | <b>December 31, 2017</b> |
| Stabilized office portfolio occupancy rates: <sup>(6)</sup>                              |                                 |            |                                  |                          |
| Greater Los Angeles  |                                 |            | 95.1%                            | 93.3%                    |
| Orange County  |                                 |            | 89.6%                            | 86.6%                    |
| San Diego County   |                                 |            | 89.3%                            | 97.4%                    |
| San Francisco Bay Area   |                                 |            | 96.4%                            | 96.1%                    |
| Greater Seattle  |                                 |            | 93.6%                            | 95.4%                    |
| Weighted average total   |                                 |            | 94.4%                            | 95.2%                    |
| Total square feet of stabilized office properties owned at end of period: <sup>(6)</sup> |                                 |            |                                  |                          |
| Greater Los Angeles  |                                 |            | 3,956                            | 4,182                    |
| Orange County  |                                 |            | 272                              | 272                      |
| San Diego County   |                                 |            | 2,046                            | 2,044                    |
| San Francisco Bay Area   |                                 |            | 5,161                            | 5,157                    |
| Greater Seattle  |                                 |            | 1,798                            | 2,066                    |
| Total  |                                 |            | 13,233                           | 13,721                   |

(1) Net income available to common stockholders includes gains on sales of depreciable operating properties of \$142.9 million for the three months and year ended December 31, 2018. Net income available to common stockholders and funds from operations include a loss on early extinguishment of debt of \$12.6 million, a non-cash charge of \$12.1 million related to accrued potential executive retirement benefits and a gain on sale of land of \$11.8 million for the three months and year ended December 31, 2018 and a provision for bad debts of \$5.7 million for the year ended December 31, 2018. Net income available to common stockholders includes gains on sales of depreciable operating properties of \$39.5 million for the year ended December 31, 2017. Net income available to common stockholders and funds from operations include a loss on early extinguishment of debt of \$5.3 million for the three months and year ended December 31, 2017 and a gain on sale of land of \$0.4 million and a non-cash charge for the original issuance costs of redeemed preferred stock of \$7.6 million for the year ended December 31, 2017.

(2) Reconciliation of Net income available to common stockholders to Funds From Operations available to common stockholders and unitholders and management statement on Funds From Operations are included after the Consolidated Statements of Operations.

(3) Reported amounts are attributable to common stockholders, common unitholders, and restricted stock unitholders.

(4) Calculated based on weighted average shares outstanding including participating share-based awards (i.e. nonvested stock and certain time based restricted stock units) and assuming the exchange of all common limited partnership units outstanding.

(5) Calculated based on weighted average shares outstanding including participating and non-participating share-based awards, dilutive impact of stock options, contingently issuable shares, and shares issuable under forward equity sale agreements and assuming the exchange of all common limited partnership units outstanding.

(6) Occupancy percentages and total square feet reported are based on the company's stabilized office portfolio for the periods presented. Occupancy percentages and total square feet shown for December 31, 2017 include the office properties that were sold subsequent to December 31, 2017.

KILROY REALTY CORPORATION  
CONSOLIDATED BALANCE SHEETS  
(in thousands)

|   | December 31, 2018 | December 31, 2017 |
|---|-------------------|-------------------|
|   | (unaudited)       |                   |
| <u>ASSETS</u>   |                   |                   |
| REAL ESTATE ASSETS:   |                   |                   |
| Land and improvements   | \$ 1,160,138      | \$ 1,076,172      |
| Buildings and improvements  | 5,207,984         | 4,908,797         |
| Undeveloped land and construction in progress                         | 2,058,510         | 1,432,808         |
| Total real estate assets held for investment                          | 8,426,632         | 7,417,777         |
| Accumulated depreciation and amortization                             | (1,391,368)       | (1,264,162)       |
| Total real estate assets held for investment, net                     | 7,035,264         | 6,153,615         |
| Cash and cash equivalents   | 51,604            | 57,649            |
| Restricted cash   | 119,430           | 9,149             |
| Marketable securities   | 21,779            | 20,674            |
| Current receivables, net  | 20,176            | 16,926            |
| Deferred rent receivables, net  | 267,007           | 246,391           |
| Deferred leasing costs and acquisition-related intangible assets, net | 197,574           | 183,728           |
| Prepaid expenses and other assets, net                                | 52,873            | 114,706           |
| TOTAL ASSETS  | \$ 7,765,707      | \$ 6,802,838      |
| <u>LIABILITIES AND EQUITY</u>   |                   |                   |
| LIABILITIES:  |                   |                   |
| Secured debt, net   | \$ 335,531        | \$ 340,800        |
| Unsecured debt, net   | 2,552,070         | 2,006,263         |
| Unsecured line of credit  | 45,000            | —                 |
| Accounts payable, accrued expenses and other liabilities              | 374,415           | 249,637           |
| Accrued dividends and distributions                                   | 47,559            | 43,448            |
| Deferred revenue and acquisition-related intangible liabilities, net  | 149,646           | 145,890           |
| Rents received in advance and tenant security deposits                | 60,225            | 56,484            |
| Total liabilities   | 3,564,446         | 2,842,522         |
| EQUITY:   |                   |                   |
| Stockholders' Equity  |                   |                   |
| Common stock  | 1,007             | 986               |
| Additional paid-in capital  | 3,976,953         | 3,822,492         |
| Distributions in excess of earnings                                   | (48,053)          | (122,685)         |
| Total stockholders' equity  | 3,929,907         | 3,700,793         |
| Noncontrolling Interests  |                   |                   |
| Common units of the Operating Partnership                             | 78,991            | 77,948            |
| Noncontrolling interests in consolidated property partnerships        | 192,363           | 181,575           |
| Total noncontrolling interests  | 271,354           | 259,523           |
| Total equity  | 4,201,261         | 3,960,316         |
| TOTAL LIABILITIES AND EQUITY  | \$ 7,765,707      | \$ 6,802,838      |



**KILROY REALTY CORPORATION**  
**CONSOLIDATED STATEMENTS OF OPERATIONS**  
(unaudited, in thousands, except per share data)

|   | <u>Three Months Ended December 31,</u> |                  | <u>Twelve Months Ended December 31,</u> |                   |
|---|--|------------------|---|-------------------|
|   | <u>2018</u>                            | <u>2017</u>      | <u>2018</u>                             | <u>2017</u>       |
| <b>REVENUES</b>   |  |                  |   |                   |
| Rental income   | \$ 166,957                             | \$ 158,369       | \$ 656,631                              | \$ 633,896        |
| Tenant reimbursements   | 20,511                                 | 18,331           | 80,982                                  | 76,559            |
| Other property income   | 3,374                                  | 861              | 9,685                                   | 8,546             |
| Total revenues  | <u>190,842</u>                         | <u>177,561</u>   | <u>747,298</u>                          | <u>719,001</u>    |
| <b>EXPENSES</b>   |  |                  |   |                   |
| Property expenses   | 34,386                                 | 32,356           | 133,787                                 | 129,971           |
| Real estate taxes   | 18,399                                 | 15,571           | 70,820                                  | 66,449            |
| Provision for bad debts   | (1,029)                                | 526              | 5,685                                   | 3,269             |
| Ground leases   | 1,450                                  | 1,586            | 6,176                                   | 6,337             |
| General and administrative expenses   | 33,872                                 | 16,831           | 90,471                                  | 60,581            |
| Depreciation and amortization   | 64,860                                 | 60,149           | 254,281                                 | 245,886           |
| Total expenses  | <u>151,938</u>                         | <u>127,019</u>   | <u>561,220</u>                          | <u>512,493</u>    |
| <b>OTHER (EXPENSES) INCOME</b>  |  |                  |   |                   |
| Interest income and other net investment (loss) gain                                      | (1,706)                                | 1,874            | (559)                                   | 5,503             |
| Interest expense  | (12,436)                               | (14,564)         | (49,721)                                | (66,040)          |
| Loss on early extinguishment of debt  | (12,623)                               | (5,312)          | (12,623)                                | (5,312)           |
| Gain on sales of land   | 11,825                                 | —                | 11,825                                  | 449               |
| Gains on sales of depreciable operating properties  | 142,926                                | —                | 142,926                                 | 39,507            |
| Total other (expenses) income   | <u>127,986</u>                         | <u>(18,002)</u>  | <u>91,848</u>                           | <u>(25,893)</u>   |
| <b>NET INCOME</b>   |  |                  |   |                   |
|   | <u>166,890</u>                         | <u>32,540</u>    | <u>277,926</u>                          | <u>180,615</u>    |
| Net income attributable to noncontrolling common units of the Operating Partnership       | (3,185)                                | (590)            | (5,193)                                 | (3,223)           |
| Net income attributable to noncontrolling interests in consolidated property partnerships | (3,485)                                | (3,421)          | (14,318)                                | (12,780)          |
| Total income attributable to noncontrolling interests                                     | <u>(6,670)</u>                         | <u>(4,011)</u>   | <u>(19,511)</u>                         | <u>(16,003)</u>   |
| <b>NET INCOME ATTRIBUTABLE TO KILROY REALTY CORPORATION</b>                               |  |                  |   |                   |
|   | <u>160,220</u>                         | <u>28,529</u>    | <u>258,415</u>                          | <u>164,612</u>    |
| Preferred dividends   | —                                      | —                | —                                       | (5,774)           |
| Original issuance costs of redeemed preferred stock                                       | —                                      | —                | —                                       | (7,589)           |
| Total preferred dividends   | <u>—</u>                               | <u>—</u>         | <u>—</u>                                | <u>(13,363)</u>   |
| <b>NET INCOME AVAILABLE TO COMMON STOCKHOLDERS</b>  |  |                  |   |                   |
|   | <u>\$ 160,220</u>                      | <u>\$ 28,529</u> | <u>\$ 258,415</u>                       | <u>\$ 151,249</u> |
| Weighted average common shares outstanding – basic  | 100,747                                | 98,424           | 99,972                                  | 98,114            |
| Weighted average common shares outstanding – diluted                                      | 101,380                                | 99,128           | 100,482                                 | 98,727            |
| Net income available to common stockholders per share – basic                             | <u>\$ 1.59</u>                         | <u>\$ 0.28</u>   | <u>\$ 2.56</u>                          | <u>\$ 1.52</u>    |
| Net income available to common stockholders per share – diluted                           | <u>\$ 1.58</u>                         | <u>\$ 0.28</u>   | <u>\$ 2.55</u>                          | <u>\$ 1.51</u>    |

**KILROY REALTY CORPORATION**  
**FUNDS FROM OPERATIONS**  
(unaudited, in thousands, except per share data)

|  | Three Months Ended December 31, |                  | Twelve Months Ended December 31, |                   |
|--|---------------------------------|------------------|----------------------------------|-------------------|
|  | 2018                            | 2017             | 2018                             | 2017              |
| Net income available to common stockholders  | \$ 160,220                      | \$ 28,529        | \$ 258,415                       | \$ 151,249        |
| Adjustments:   |                                 |                  |                                  |                   |
| Net income attributable to noncontrolling common units of the Operating Partnership                  | 3,185                           | 590              | 5,193                            | 3,223             |
| Net income attributable to noncontrolling interests in consolidated property partnerships            | 3,485                           | 3,421            | 14,318                           | 12,780            |
| Depreciation and amortization of real estate assets  | 63,640                          | 59,987           | 249,882                          | 241,862           |
| Gains on sales of depreciable real estate  | (142,926)                       | —                | (142,926)                        | (39,507)          |
| Funds From Operations attributable to noncontrolling interests in consolidated property partnerships | (6,274)                         | (5,988)          | (24,391)                         | (22,820)          |
| Funds From Operations <sup>(1)(2)(3)</sup>   | <u>\$ 81,330</u>                | <u>\$ 86,539</u> | <u>\$ 360,491</u>                | <u>\$ 346,787</u> |
| Weighted average common shares/units outstanding – basic <sup>(4)</sup>                              | 103,892                         | 101,707          | 103,167                          | 101,443           |
| Weighted average common shares/units outstanding – diluted <sup>(5)</sup>                            | 104,524                         | 102,411          | 103,677                          | 102,056           |
| Funds From Operations per common share/unit – basic <sup>(2)</sup>                                   | <u>\$ 0.78</u>                  | <u>\$ 0.85</u>   | <u>\$ 3.49</u>                   | <u>\$ 3.42</u>    |
| Funds From Operations per common share/unit – diluted <sup>(2)</sup>                                 | <u>\$ 0.78</u>                  | <u>\$ 0.85</u>   | <u>\$ 3.48</u>                   | <u>\$ 3.40</u>    |

(1) We calculate Funds From Operations available to common stockholders and common unitholders (“FFO”) in accordance with the White Paper on FFO approved by the Board of Governors of NAREIT. The White Paper defines FFO as net income or loss calculated in accordance with GAAP, excluding extraordinary items, as defined by GAAP, gains and losses from sales of depreciable real estate and impairment write-downs associated with depreciable real estate, plus real estate-related depreciation and amortization (excluding amortization of deferred financing costs and depreciation of non-real estate assets) and after adjustment for unconsolidated partnerships and joint ventures. Our calculation of FFO includes the amortization of deferred revenue related to tenant-funded tenant improvements and excludes the depreciation of the related tenant improvement assets. We also add back net income attributable to noncontrolling common units of the Operating Partnership because we report FFO attributable to common stockholders and common unitholders.

We believe that FFO is a useful supplemental measure of our operating performance. The exclusion from FFO of gains and losses from the sale of operating real estate assets allows investors and analysts to readily identify the operating results of the assets that form the core of our activity and assists in comparing those operating results between periods. Also, because FFO is generally recognized as the industry standard for reporting the operations of REITs, it facilitates comparisons of operating performance to other REITs. However, other REITs may use different methodologies to calculate FFO, and accordingly, our FFO may not be comparable to all other REITs.

Implicit in historical cost accounting for real estate assets in accordance with GAAP is the assumption that the value of real estate assets diminishes predictably over time. Since real estate values have historically risen or fallen with market conditions, many industry investors and analysts have considered presentations of operating results for real estate companies using historical cost accounting alone to be insufficient. Because FFO excludes depreciation and amortization of real estate assets, we believe that FFO along with the required GAAP presentations provides a more complete measurement of our performance relative to our competitors and a more appropriate basis on which to make decisions involving operating, financing and investing activities than the required GAAP presentations alone would provide.

However, FFO should not be viewed as an alternative measure of our operating performance because it does not reflect either depreciation and amortization costs or the level of capital expenditures and leasing costs necessary to maintain the operating performance of our properties, which are significant economic costs and could materially impact our results from operations.

- (2) Reported amounts are attributable to common stockholders, common unitholders, and restricted stock unitholders.
- (3) FFO available to common stockholders and unitholders includes amortization of deferred revenue related to tenant-funded tenant improvements of \$4.7 million and \$4.4 million for the three months ended December 31, 2018 and 2017, respectively, and \$18.4 million and \$16.8 million for the twelve months ended December 31, 2018 and 2017, respectively.
- (4) Calculated based on weighted average shares outstanding including participating share-based awards (i.e. nonvested stock and certain time based restricted stock units) and assuming the exchange of all common limited partnership units outstanding.
- (5) Calculated based on weighted average shares outstanding including participating and non-participating share-based awards, dilutive impact of stock options, contingently issuable shares, and shares issuable under forward equity sale agreements and assuming the exchange of all common limited partnership units outstanding.