

# CENTREGREEN VI & VII

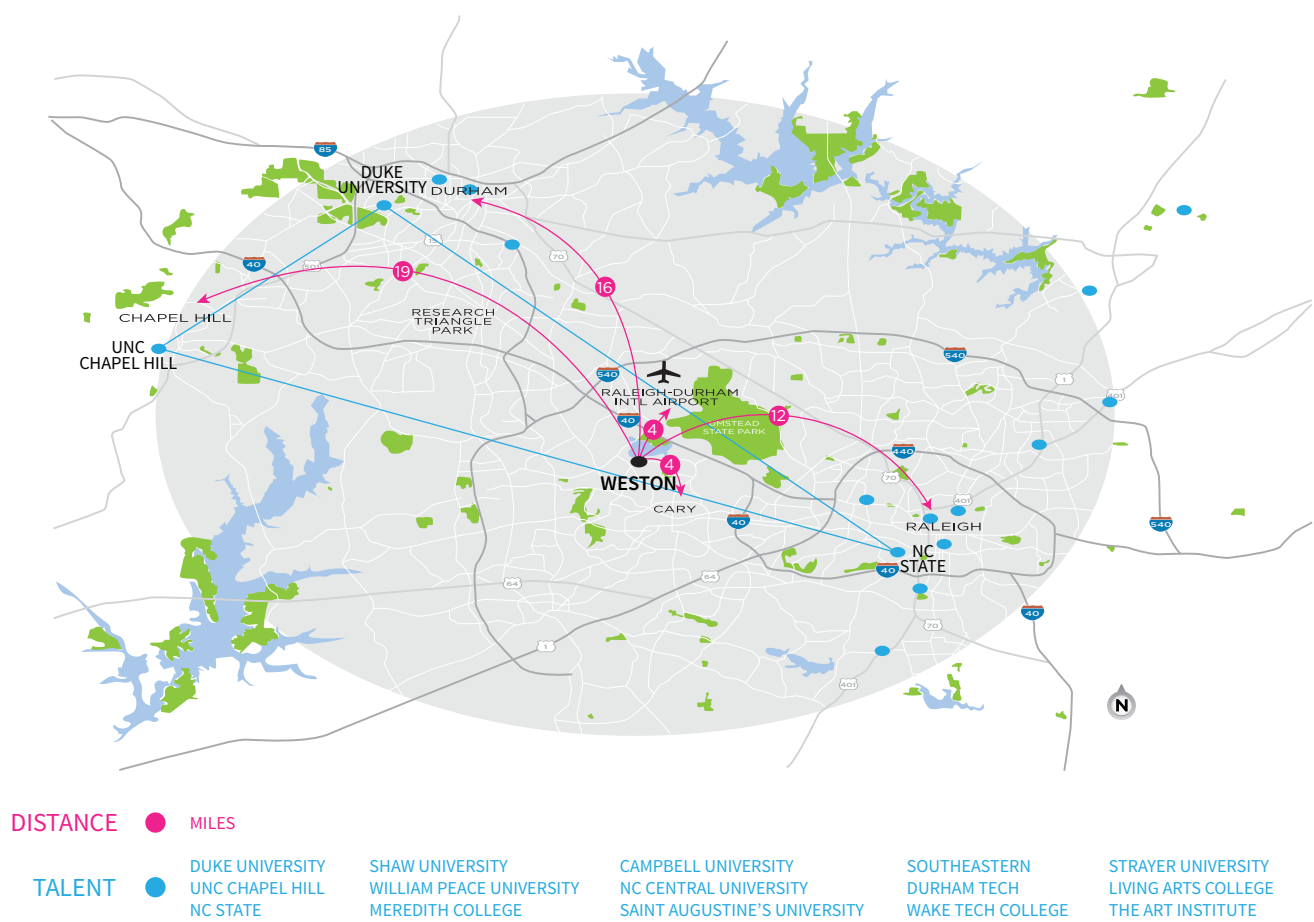
CARY, NC

Conceptual Rendering

DEVELOPMENT | ACQUISITION | LEASING | ASSET MANAGEMENT

 **Highwoods**<sup>®</sup>  
PROPERTIES

# Prime Weston Location



#2 Tech Hub that Millennials Prefer to Silicon Valley

RALEIGH, NC

Forbes | November 2017

# Live. Work. Play.

----- / ----- TRAILS



PARKWEST VILLAGE



WESTON CORNERS



THE UMSTEAD

## Within 3 Miles

### RETAIL

983,200 RSF  
Five (5) shopping centers:  
Parkwest Village, ParkPlace, Harrison Park,  
Arboretum, Weston Corners

### RESIDENTIAL

7,000 single-family homes  
8,900 multi-family units

### HOTEL

735 Rooms  
32,000 SF of meeting spaces  
Five (5) hotels:  
Embassy Suites, The Marriott Town Place  
Suites, Extended Stay America,  
The Umstead, Hilton Inn

### HIKING

40 miles, 14 trails

### GREENWAY

77 miles Raleigh, 30 miles Cary

### BIKING

6 hours single track

### LAKE

Sail, paddle board, kayak and fish

# Room To Grow



	IN-SERVICE	PROPOSED
SF	1.5M	400K
# OF BUILDINGS	11	3

Conceptual Rendering



# Neighbors

## LARGEST EMPLOYERS IN WESTON



5,500  
Software development, 21-building campus



1,800  
Network traffic, data security



1,600  
Global technology & operations hub



860  
Software application developers



350  
Oncology research & development



200  
Data tracking services for rail industry



*“Our hiring has moved faster than we expected because of the rich talent pool and business friendly environment we have found in North Carolina. We are more convinced than ever that we made the right decision.”*

Steven Kandarian, MetLife CEO

## METLIFE GLOBAL TECHNOLOGY CAMPUS

MetLife searched the U.S. for a place that could house its new Global Technology Campus. They wanted to create new culture with unparalleled excitement, a workplace second to none, one capable of attracting a diverse, highly-skilled workforce while significantly lowering operating costs.

The company chose Highwoods to build a \$176 million campus in Cary on the shores of Lake Crabtree for their Global Technology Campus.

Just off of Weston Parkway, the location offered the perfect campus-setting with scalability for continued growth. Two 7-story, 218,000 SF buildings provide a custom office environment to 1,600 MetLife employees, with a third building of similar size for their Global Innovation Center under construction. Once completed in March 2019, the new building will round out the campus, providing more than 650,000 SF of office space.

Executives say the location offers a strong community. The many area amenities, affordable living, favorable business environment and robust pipeline of talent from neighboring colleges and universities reinforces MetLife’s decision to root itself in Cary.

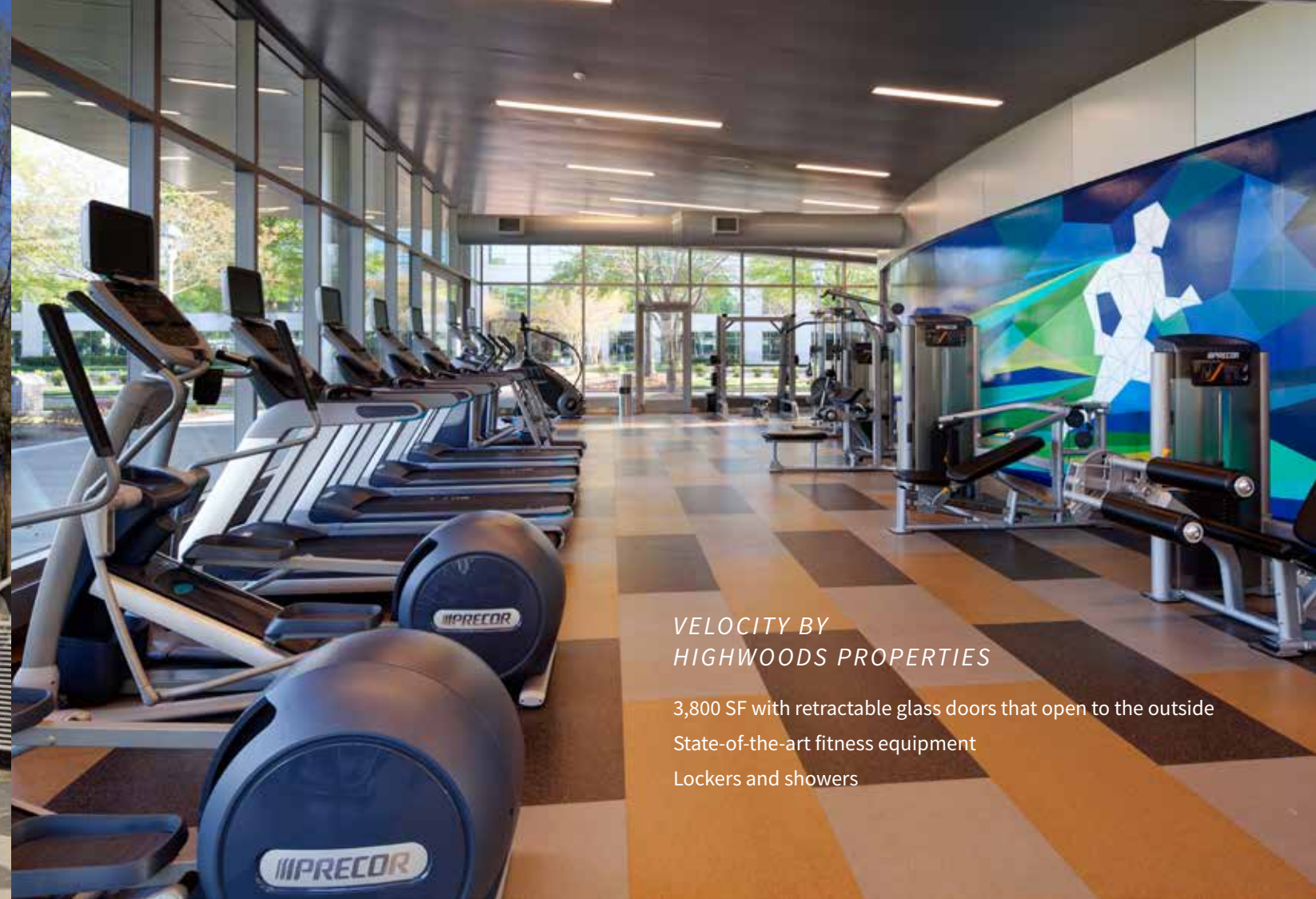
The buildings themselves are loaded with design elements intended to create a more flexible and collaborative environment. There’s a fitness center, coffee bar, outdoor basketball court and a variety of meeting spaces with Wi-Fi access to work indoors or outdoors. An outdoor lawn, adjacent to greenway trails, with a 5500-acre State Park fronting the 520-acre Lake Crabtree, invites employees to step outside for a conference call, hold an impromptu meeting or enjoy a wide variety of outdoor recreation at their doorstep.

# CentreGreen Office Park

Conceptual Rendering



# Onsite Amenities



## VELOCITY BY HIGHWOODS PROPERTIES

3,800 SF with retractable glass doors that open to the outside  
State-of-the-art fitness equipment  
Lockers and showers

## EXPANSIVE LAWN

Connects Take 5 Café by Highwoods Properties and Velocity by Highwoods Properties

Covered patio, outdoor furniture and Wi-Fi

Ideal setting for informal meetings or large corporate events



A Highwoods customer hosts a 'Family Day' for associates.

## TAKE 5 CAFÉ BY HIGHWOODS PROPERTIES

Fresh breakfast, lunch and Starbucks® coffee  
Indoor/outdoor seating  
Catering and/or private dining available



Concierge and errand running services for employees complimentary to CentreGreen Park customers.

BUILD-TO-SUIT OPPORTUNITY

Conceptual Rendering

# CentreGreen VI & VII Campus Environment



RENTABLE SQUARE FEET  
~300,000 SF (150,000 SF per building)

NUMBER OF FLOORS  
Six (6)

PROPOSED BUILDING SPECIFICATIONS

Delivery of building would be twenty four (24) months from signed lease

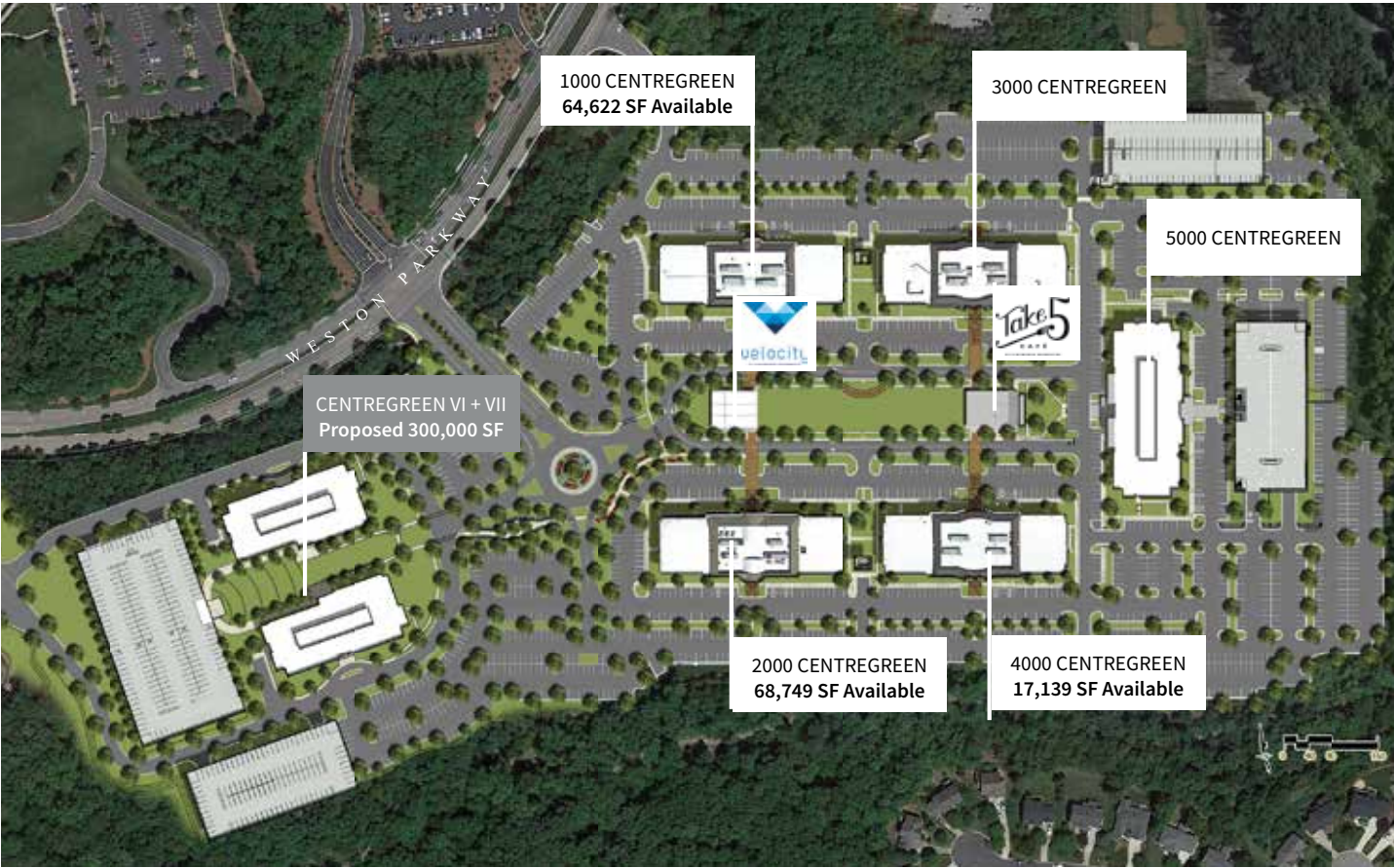
Connected to the five (5) buildings 567,000 RSF multi-customer campus providing flexibility to accomodate current and future expansion needs

Parking to be determined with flexibility to densify with deck parking

Designed for LEED certification



# Master Plan



1978  
FOUNDED

1994  
IPO (NYSE: HIW)

REIT  
REAL ESTATE INVESTMENT TRUST

\$6.6B  
TOTAL ENTERPRISE VALUE

31M SF  
OWN AND MANAGE

227  
BUILDING COUNT

\$1.4B  
DEVELOPED

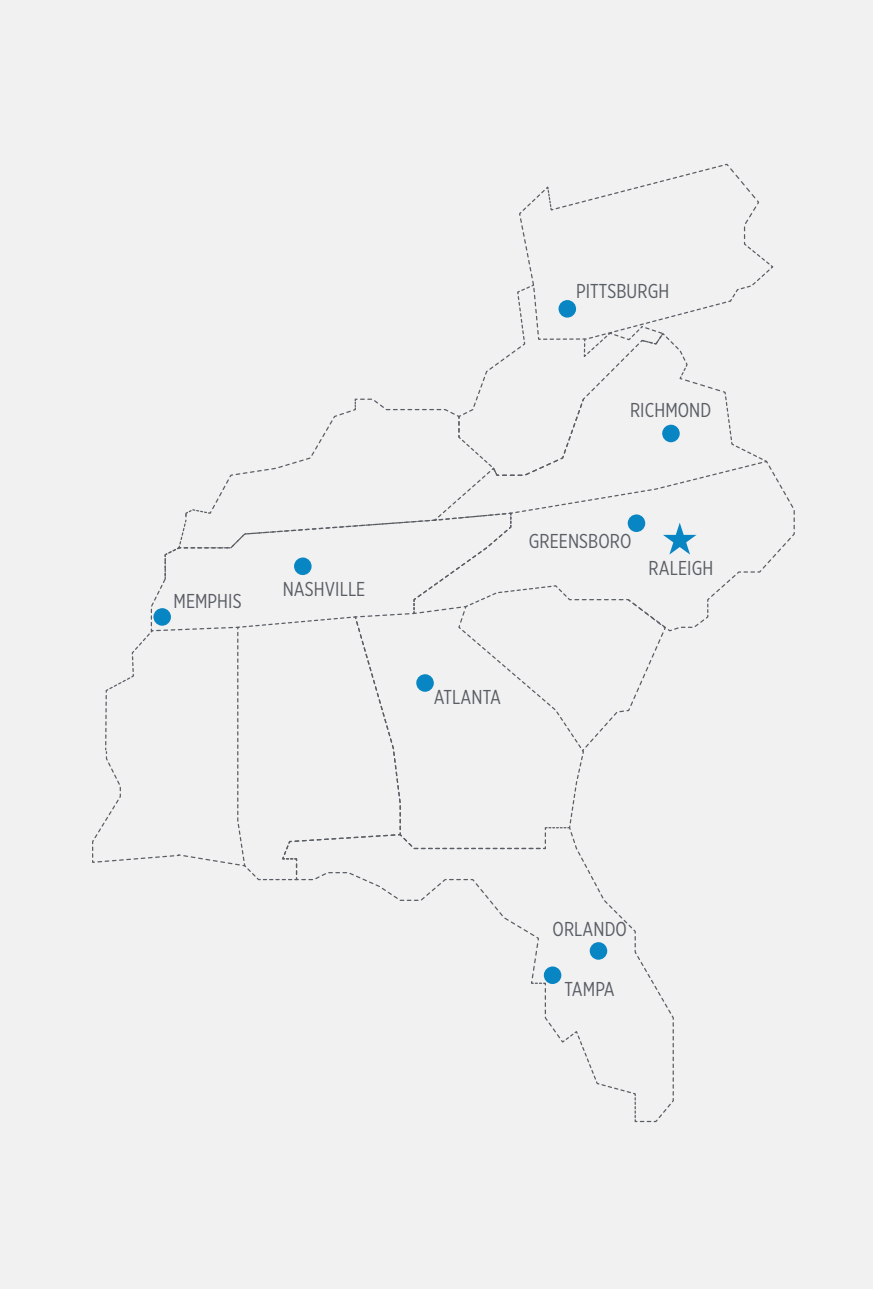
444  
PROFESSIONALS

2,200+  
CUSTOMERS

NAIOP  
(National Association of Industrial & Office Properties)  
NATIONAL DEVELOPER OF THE YEAR

Nareit® Real estate  
working for you  
(National Association of Real Estate Investment Trusts)

2016 CHAIR  
Ed Fritsch, President & CEO



With strong financials, Highwoods has the ability to self-fund development projects for our customers. Our financial statements are available at any time upon request or on our website at [www.highwoods.com](http://www.highwoods.com).

FINANCIALS

- // \$689M (GAAP Q12'19 X 4) Annualized Revenues
- // \$494M (Q2 '19 X 4) Annualized Net Operating Income (NOI)
- // Consistently Profitable Since IPO in 1994
- // 788% Total Return Since IPO  
(Equates to 9.1% Compound per Year)
- // \$6.1B Total Gross Assets
- // \$2.4B Total Liabilities
- // \$2.2B Total Stockholders' Equity (Book Basis)
- // 36.1% Debt to Gross Assets
- // \$464M Credit Facility
- // 96.4% of NOI is Unencumbered
- // Credit Ratings:

Baa2      BBB  
MOODY'S      STANDARD & POOR'S



as of 06/30/2019

Highwoods self-funds development projects...  
no mortgages, no equity partners, no financing contingencies.



# We build buildings and service our customers.



## SERVICELINK

Request maintenance service online, then watch your work order status in real-time.

- // Accessible online or by phone 24/7
- // Wireless notification to your service technician
- // Average maintenance response time 41.3 minutes
- // View service history anytime, anywhere



## CUSTOMER COMMAND CENTER

Our personalized approach extends beyond the phone call, email or live chat.

- // Customer service reps available 24/7
- // 4.8 seconds average hold time
- // 98.9% customer satisfaction rating



## PAYLINK

Pay bills entirely online with PayLink, a fast and secure way to go green.

- // View open invoices in real-time
- // Pay by secure ACH
- // Schedule future payments
- // Review payment history



## LIVEMETER

Our award-winning LiveMeter program tracks, monitors and controls electrical service to your building.

- // Advanced energy monitoring systems send real-time data to our Energy Command Center
- // Includes over 95% of all Highwoods-managed energy consumption
- // Standard in all new construction
- // Since 2013, our carbon footprint reduction equates to taking over 5,600 cars off the road

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