

HIGHWOODS PROPERTIES RALEIGH DIVISION



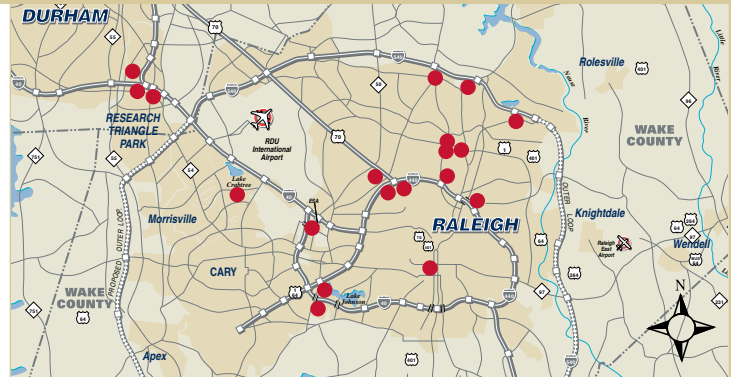
THOMAS S. "SKIP" HILL III, Vice President

Skip is responsible for the day-to-day operations for Highwoods Properties' Raleigh division, which encompasses 4.9 million square feet of office space. The 22-year commercial real estate veteran oversees all leasing, property management and development activities. Previously, Skip was corporate vice president of leasing where he was responsible for overseeing leasing activities throughout the Company and expanding and leveraging its multi-market customer program. Skip joined Highwoods in July 2002 as senior director of leasing and construction services for Highwoods' Triad division where he was responsible for marketing, leasing and construction services for a portfolio of 8.5 million square feet of office and industrial space.

PORTFOLIO

RALEIGH DIVISION

- 54 Office Properties
- 4.9M RSF
- 7 Submarkets
- 147 Acres Core Land
- Development, Leasing and Property Management
- Third-Party, Full-Service Real Estate Provider
- Area's Largest Office Landlord
- Home to Highwoods Properties (NYSE:HIW) Headquarters



FEATURED DEVELOPMENT

Downtown Skyline



RBC PLAZA

SCALE

- 0.83 Acres
- 33 Stories
- 530 Feet Tall
- 760,000 SF
- Delivered 3Q08
- Stabilize 4Q09

OFFICE & RETAIL

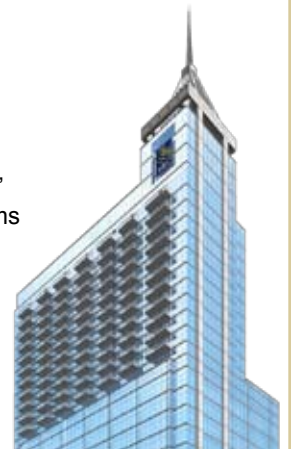
- 292,000 SF
- 93% Leased

RESIDENTIAL

- 139 "For Sale" Condominiums
- 72% Sold

PARKING

- 350+ Controlled-Access Spaces
- 528 Spaces Across Martin Street



HIGHWOODS OVERVIEW

COMPANY OVERVIEW

- Founded 1978
- IPO 1994
- Full Service REIT
- \$4.1B Total Market Cap
- Suburban Office
- 329 Properties
- 32.3M SF
- NAIOP Developer of the Year (2009)



TOP FIVE MARKETS

% OF ANNUAL REVENUE

Raleigh	15.7%
Atlanta	15.2%
Tampa	13.7%
Nashville	12.5%
Kansas City	10.2%

TOP FIVE CUSTOMERS

% OF ANNUAL REVENUE

Government - Federal and State	11.6%
AT&T	3.5%
PricewaterhouseCoopers	2.0%
Healthways	1.6%
Metropolitan Life Insurance	1.5%

*As of 11/1/10



RALEIGH AREA PROFILE



ACCOLADES & AWARDS

2010

- No. 1 Top Public Schools: Large Cities (Wake County) Greatschools.org, August 2010
- No. 1 The Best Quality of Life Among Major Markets (Raleigh-Cary) Portfolio.com, May 2010
- No. 1 Most Wired City (Raleigh, NC) Forbes.com, March 2010
- No. 3 Best Places for Business and Careers (Raleigh, NC) Forbes.com, October 2010
- No. 3 Most Innovative U.S. City (Raleigh-Cary) Forbes.com, May 2010
- No. 3 Best Place to Launch a New Business (Raleigh-Cary) Portfolio.com, January 2010

POPULATIONS

Wake County	756,522
Cary	127,640
Morrisville	12,192
Raleigh	380,173
Wake Forest	22,600
Durham County	258,398
Durham	204,545
Orange County	130,375
Chapel Hill	49,900

COLLEGES & UNIVERSITIES

	# STUDENTS
Chapel Hill	
University of North Carolina	28,000
Durham	
Duke University	13,000
NC Central University	7,727
Durham Tech Community College	5,170
Raleigh	
NC State University	31,000
Wake Tech Community College	12,238
Shaw University	2,866
Meredith College	2,202
St. Augustine's College	1,284
Peace College	692

MAJOR EMPLOYERS

State of North Carolina	City of Durham
City of Raleigh	UNC Hospitals
WakeMed	Durham VA Medical Center
Rex Healthcare	IBM
Durham Regional Hospital	SAS Institute
GlaxoSmithKline	Blue Cross & Blue Shield
Progress Energy	Misys Healthcare Systems
Wake County Gov't	Duke University & Medical Center
Wake County Public School	Cisco Systems

RECENT CORPORATE RELOCATIONS/EXPANSIONS

	NEW JOBS
Fidelity	2,000
RBC Centura	500
RH Donnelly	465
Credit Suisse	400
Arysta	65
Qualcomm	50
Tekelec	45

MAJOR RETAIL CENTERS (Greater than 350,000 sf)

	STORES
Crabtree Valley Mall	220
Northgate Mall	160
Triangle Town Center	150
Cary Towne Center	141
The Streets at South Point	135
The Shops of Cameron Village	88
North Hills Mall	100
Crossroads Plaza	71
University Mall	70
Brier Creek Commons	70
Pleasant Valley Promenade	60
South Hills Mall	60
New Hope Commons	25

HOSPITALS

	# BEDS
Cary	
Western Wake Medical	114
Chapel Hill	
UNC Healthcare	708
Durham	
Duke Medical Center	1,124
Duke at Durham Regional	369
VA Medical Center	274
Raleigh	
Wake Med	870
Rex Healthcare	665
Duke Raleigh Healthcare	186


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