









# VORNADO

REALTY TRUST

**MARCH 2019** 

### FORWARD LOOKING STATEMENTS



Certain statements contained in this investor presentation constitute forward-looking statements as such term is defined in 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 not guarantees of performance. They represent our intentions, plans, expectations and beliefs and are subject to numerous assumptions, risks and uncertainties. Consequently, the future results, financial condition and business of Vornado Realty Trust ("Vornado") may differ materially from those expressed in these forward-looking statements. You can find many of these statements by looking for words such as "approximates", "believes", "expects", "anticipates", "estimates", "intends", "plans", "would", "may" or similar expressions in this presentation. We also note the following forward-looking statements: in the case of our development and redevelopment projects, the estimated completion date, estimated project cost and costs to complete, incremental rent, incremental revenue and NOI, yields, value created and cost to complete; and stabilized yields, estimates of future capital expenditures, dividends to common and preferred shareholders and operating partnership distributions. Many of the factors that will determine the outcome of these and our other forward-looking statements are beyond our ability to control or predict. These factors include, among others: the timing of and costs associated with property improvements, financing commitments, and general economic and competitive factors. For further discussion of factors that could materially affect the outcome of our forward-looking statements and other risks and uncertainties, see "Risk Factors" in Vornado's Annual Report on Form 10-K for the year ended December 31, 2018.

For these statements, we claim the protection of the safe harbor for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995. You are cautioned not to place undue reliance on our forward-looking statements. All subsequent written and oral forward-looking statements attributable to us or any person acting on our behalf are expressly qualified in their entirety by the cautionary statements contained or referred to in this section. We do not undertake any obligation to release publicly any revisions to our forward-looking statements to reflect events or circumstances occurring after the date of this presentation.

#### Market Data

Market data and industry forecasts are used in this presentation, including data obtained from publicly available sources. These sources generally state that the information they provide has been obtained from sources believed to be reliable but the accuracy and completeness of the information are not assured. Vornado has not independently verified any of such information.



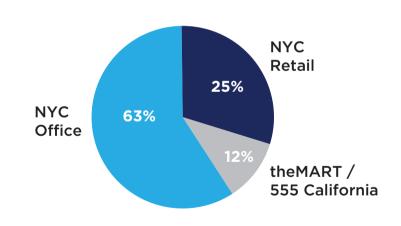




## Peerless NYC focused real estate company with premier office and street retail assets

- Vornado RemainCo's 5 and 10-year same-store NOI growth is the best among blue chip REITs
- Vornado's portfolio consists of 38MM SF (29.8MM SF at share)
- New York focused company, with an irreplaceable NYC portfolio generating 88% of the Company's NOI
- NYC office includes trophy assets in best submarkets with a blue chip tenant roster
  - Well positioned with over 50% of SF in fast growing west side of Manhattan
- NYC street retail is among the scarcest and most valuable real estate in the world
  - Over 50% of street retail NOI comes from Upper Fifth Avenue and Times Square (the two premier submarkets), leased for term with high quality tenants
- theMART and 555 California Street the best assets in Chicago and San Francisco

### Components of NOI at share - Cash Basis(1)

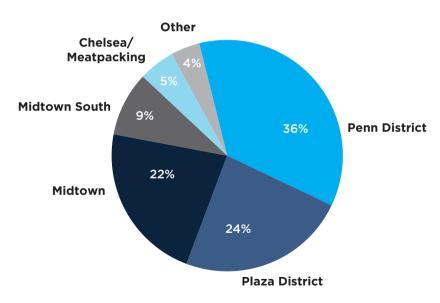


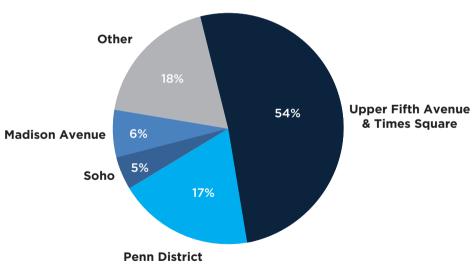
<sup>1.</sup> For the year ended December 31, 2018 excluding other investments (see page 36 for non-GAAP reconciliation)





NYC Retail Submarket by NOI at share - Cash Basis for the Year Ended 12/31/2018



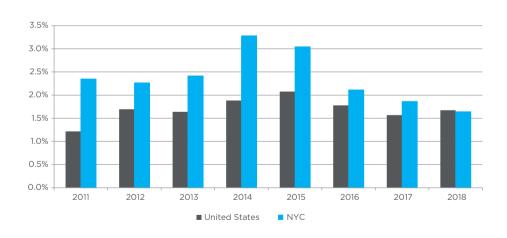


### NYC CONTINUES TO BE A MAGNET FOR TALENT



- New York is a global gateway city with strong projected population growth
  - Population projected to increase on average 23,700 annually for the next three decades, surpassing 9 million by 2040 (NYC.gov)
- · Diversified employment base
  - In 1990, 1 in 2 New York City jobs were in the financial services industry - today the ratio is 1 in 4
  - Today, 1 in 4 office jobs are TAMI, and half of office jobs are in professional business services
  - According to a recent Savills Studley report, New York ranks first as the world's premier tech center, overtaking San Francisco
  - Growing footprint of healthcare systems and emergence of life sciences industry
- · Resurgence of financial services sector
- Continuing corporate investment in New York
  - J.P. Morgan Chase building new 2.5 million SF corporate headquarters at 270 Park Avenue
  - Google acquisition of 1.2 million SF Chelsea Market building and expansion into Hudson Square
  - Disney purchase of 4 Hudson Square leasehold to build new headquarters

## NYC Versus National Job Growth



Sources: U.S. Bureau of Labor Statistics, NYS Department of Labor, Non-Farm Employment, Seasonally Adjusted

### CATALYSTS FOR SHAREHOLDER VALUE CREATION



- Trading at a significant discount to management's estimate of NAV
- · Only significant way to invest publicly in fast growing West Side of Manhattan
- Growth from creative-class new developments (1,260,000 SF at share)
  - 512 West 22nd Street
  - Farley Office and Retail Building
  - 260 Eleventh Avenue
  - 606 Broadway
- Penn District Redevelopment over 9 million SF existing portfolio with significant NOI upside and value creation
  - 6.8 million SF of office with average in-place rents of \$64 PSF
  - PENN1 redevelopment commenced in 4Q18
  - PENN2 redevelopment (1.8 million rentable SF) to commence in 1Q20
  - Farley Office & Retail Building (850,000 rentable SF) commenced 1Q18
  - Hotel Pennsylvania (2.8 million rentable SF of development)
  - Other development sites
- · Internal growth over time from highly sought-after existing assets
- Fortress balance sheet with substantial cash and available immediate liquidity (~\$3.3 billion) to take advantage of market opportunities
  - Sale of \$1 billion of non-core assets and anticipated sellout of 220 Central Park South luxury condominiums will generate significant additional dry powder
  - Completed the sale of 11 condominium units at 220 Central Park South in 4Q18
- Attractive common dividend yield of 3.9% highest among peers

## **COMPONENTS OF NET ASSET VALUE (AT SHARE)**



(unaudited and in millions,	except square feet	and per share amounts)
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s, except square feet and per share amounts)		For the	Year End					
Office:		at Share - sh Basis	Adjı	ıstments	NOI a	Forma at Share - sh Basis	Cap Rate	Value <sup>(1)</sup>
New York	\$	726	\$	(27)(2)	\$	699		
theMART		94		12 <sup>(3)</sup>		106		
555 California Street		53		_		53		
Total Office		873		(15)		858	4.50%	19,067
New York - Retail		324		-		324	4.50%	7,200
New York - Residential		22		_		22	4.00%	550
	\$	1,219	\$	(15)	\$	1,204		26,817
Less: Market management fee (28,133,000 square feet in service at share at \$0.50 per square foot) at a 4.50% cap rate								(313)
								\$ 26,504
Other Asset Values:								
220 Central Park South - incremental value after repayment of debt and taxes								\$ 1,000
Cash, restricted cash and marketable securities								869
Alexander's Inc. ("Alexander's") (1,654,068 shares at \$304.74 per share as of December	31, 2018)							504
Hotel Pennsylvania								500
BMS (2018 NOI of \$27 at a 7.0x multiple)								189
Urban Edge Properties ("UE") (5,717,184 shares at \$16.62 per share as of December 31, 20	018)							95
Real estate fund investments (VNO's share at fair value)								80
Pennsylvania Real Estate Investment Trust ("PREIT") (6,250,000 shares at \$5.94 per sha	re as of De	ecember 31,	2018)					37
Other assets								730
Other construction in progress (at 110% of book value)								566
Total of other asset values								\$ 4,570
Liabilities (see following page)								\$ (11,300)
NAV								\$ 19,774 <sup>(1)</sup>
NAV per share (203.5 million shares on an OP basis as of December 31, 2018)								\$ 97 <sup>(1)</sup>

## **COMPONENTS OF NET ASSET VALUE (AT SHARE)**



(unaudited and in millions)

S)			Liabilities	
	As of December 31, 201	8	Adjustments	Net
Consolidated contractual mortgage notes payable, net of noncontrolling interests' share	\$ 7,5	98 \$	(737) (4)	\$ 6,861
Non-consolidated real estate debt	2,6	83	(581) <sup>(5)</sup>	2,102
Corporate unsecured debt	8	50	_	850
Revolver/term loan	8	30	(750) <sup>(4)</sup>	80
Other liabilities	4	82	_	482
Perpetual preferred (at redemption value)		25	_	925
Total Liabilities	13,3	68 \$	(2,068)	\$ 11,300

<sup>1.</sup> Capitalization Rate ("Cap Rate") means the rate applied to pro-forma cash basis NOI to determine the fair value of our properties. The Cap Rates reflected in this financial supplement are based on management's estimates, which are inherently uncertain. Other asset values are also estimates made by management, which are inherently uncertain. There can be no assurance that management's estimates accurately reflect the fair value of our assets, and actual value may differ materially.

<sup>2.</sup> Adjustment to deduct BMS NOI for the year ended December 31, 2018.

<sup>3.</sup> Adjustment to reflect the annual real estate tax increase which will be billed to tenants in 2019.

<sup>4.</sup> Debt related to 220 Central Park South.

<sup>5.</sup> Excludes our share of debt of Alexander's, UE, and PREIT as they are presented on an equity basis in other asset values.

## IMPLIED VALUE OF VNO'S NYC OFFICE PORTFOLIO AT SUBSTANTIAL DISCOUNT TO PRIVATE MARKET SALES

Closing Date
Sale Price (\$)
Price PSF (\$)
Cap Rate





	224 TWELFTH AVENUE	540 W 26TH STREET	10 HUDSON YARDS	430 W 15TH STREET	330 HUDSON STREET	245-249 W 17TH STREET	218 W 18TH STREET
	10/2018	7/2018	5/2018	4/2018	1/2018	10/2017	10/2017
)	900,000,000	260,000,000	2,180,000,000	159,000,000	385,000,000	339,400,000	174,700,000
	853	1,576	1,202	1,563	826	1,207	1,055
	1.9%	5.1%	4.5%	4.8%	4.7%	4.9%	4.4%

At Vornado's stock price of \$67.31 (2/28/19), our NYC Office implied Price per Square Foot is \$522, with a Cap Rate of 8.0%.<sup>(1)</sup>

1. Based on NOI and Cap Rates for other holdings per 12/31/2018 NAV Analysis

## **FORTRESS BALANCE SHEET**



(Amounts in millions)

	AT 12/31/18
Secured debt	\$ 8,216
Unsecured debt	1,680
Pro rata share of non-consolidated debt	2,683
Less: noncontrolling interests' share of consolidated debt	(618)
Total debt	11,961
220 CPS (mortgage + term loan)	(1,487)
Projected cash proceeds from 220 Central Park South in excess of the \$1,487 debt repaid	(1,044)
Cash, restricted cash and marketable securities	(974)
Net Debt	\$ 8,456
EBITDA, as adjusted <sup>(1)</sup>	\$ 1,263
Net Debt/EBITDA, as adjusted	 6.7x

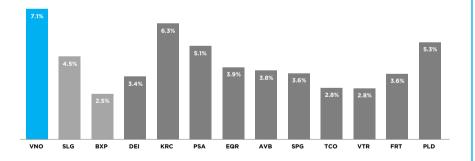
- urity 3.8 years
- ssets

### **VORNADO LEADER AMONG BEST-IN-CLASS REITS**

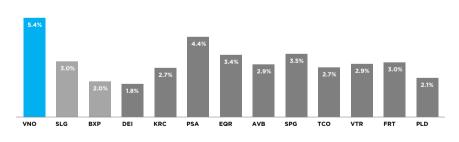


Vornado has delivered superior same-store NOI - Cash Basis growth relative to blue chip peers on both a 5-year and 10-year basis





## 10-Year Same-Store NOI - Cash Basis CAGR (2008-2018)



## LEADER IN REPOSITIONING AND MODERNIZING PROPERTIES SELECT CASE STUDIES



(Amounts in thousands, except per share)









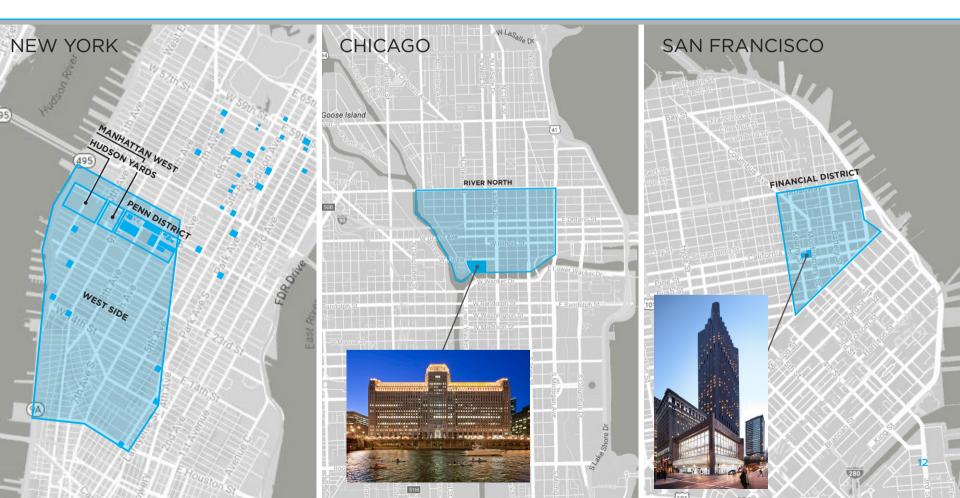
	1290 AVENUE OF TH 2,113,000				330 WEST 34TH STREET 722,000 SF		TH STREET 00 SF
Incremental Stabilized Cash NOI	\$	38,500	\$	37,300	\$ 21,200	\$	15,700
Capital Cost (Including TI/LC)		221,300		240,000	142,700		77,200
Yield		<b>17.4</b> %		15.5%	14.9%		20.3%
Value Created(1)	\$	444,000(2)	\$	588,900	\$ 328,400	\$	271,700 <sup>(3)</sup>
Value Created Per Share	\$	2.18	\$	2.90	\$ 1.62	\$	1.34

<sup>1.</sup> Incremental NOI valued at 4.5% cap rate, less capital cost (including TI/LC)

<sup>2.</sup> Shown at 70% share

<sup>3.</sup> Shown at 100% share; Vornado monetized 47% of the value creation through sale of a partial interest





### SELECT NEW YORK CITY OFFICE PROPERTIES



#### PLAZA DISTRICT



888 SEVENTH AVENUE



650 MADISON AVENUE



595 MADISON AVENUE



640 FIFTH AVENUE



689 FIFTH AVENUE



330 MADISON AVENUE

**MIDTOWN** 



90 PARK AVENUE

#### **PENN DISTRICT**



7 WEST 34TH STREET



PENN11



330 WEST 34TH STREET



PENN1/PENN2



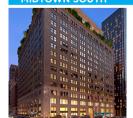
FARLEY OFFICE & RETAIL BUILDING 731 LEXINGTON AVENUE





1290 AVENUE OF THE AMERICAS

#### **MIDTOWN SOUTH**



ONE PARK AVENUE



770 BROADWAY



280 PARK AVENUE



350 PARK AVENUE



61 NINTH AVENUE



512 WEST 22ND STREET



85 TENTH AVENUE

## **BLUE-CHIP OFFICE TENANT ROSTER**



### **FINANCIAL**

## Goldman Sachs Capital One

NEUBERGER BERMAN

AM M&T Bank

pwc

FRANKLIN-TEMPLETON INVESTMENTS

INVESTCORP

MFA FINANCIAL

KKR

PJT Partners















**GUGGENHEIM** 

DODGE & COX FUNDS



McKinsey&Company











### **TAMI**

















**Information Builders** 













Oath:

**PayPal** 

**YAMAHA SIEMENS** 

ī87ī

## **HEALTHCARE / INSURANCE**





Allscripts

UnitedHealthcare





























KIRKLAND & ELLIS LLP

**LEGAL** 

ALSTON +BIRD...









**★**Macyŝ







RALPH LAUREN













## SELECT NEW YORK CITY STREET RETAIL PROPERTIES































510 FIFTH AVENUE

655 FIFTH AVENUE

689 FIFTH AVENUE

697 FIFTH AVENUE

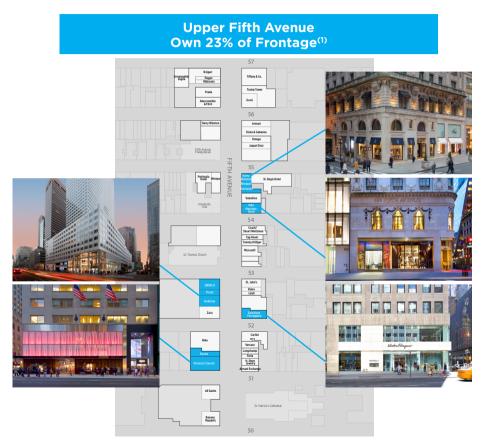
478-486 BROADWAY

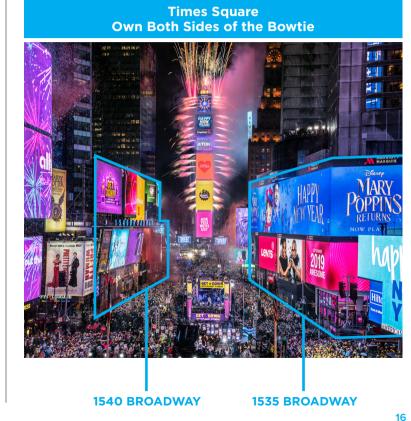
677 MADISON AVENUE

435 SEVENTH AVENUE

### CONCENTRATION IN THE KEY HIGH STREET RETAIL SUBMARKETS IN MANHATTAN













SEPHORA

CELINE

Christofle





**TOPSHOP** 













Berluti

COACH















FOREVER 21

Massimo Dutti



## **INVICTA**





















john varvatos

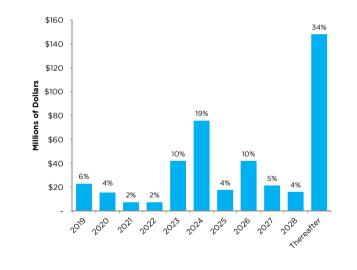




## Over 50% of Vornado street retail NOI - Cash Basis comes from Upper Fifth Avenue and Times Square. Both are locked up for term with high quality tenants

UPPER FIFTH AVE	NUE	TIMES SQUARE	
Tenant	Year of Expiration	Tenant	Year of Expiration
Zara	2019	US Polo	2023
MAC Cosmetics	2024	Sunglass Hut	2023
Hollister	2024	Planet Hollywood	2023
Uniqlo	2026	MAC Cosmetics	2025
Tissot	2026	T-Mobile	2025
Dyson	2027	Disney	2026
Ferragamo	2028	Invicta	2028
Swatch	2031 <sup>(1)</sup>	Sephora	2029
Harry Winston	2031	Swatch	2030
Victoria's Secret	2032	Levi's	2030(2)
		Forever 21	2031
		Nederlander Theater	2050

New York Retail Expirations by Revenue as of 12/31/2018 Weighted Average Lease Term: 7.6 Years



<sup>1.</sup> Tenant has the right to cancel in 2023

<sup>2.</sup> Tenant has the right to cancel in 2024











theMART building (Chicago) – best example of contemporary office space outside of Silicon Valley. Transformed from a showroom building to the premier creative and tech hub in the Midwest, resulting in significant earnings growth and value creation

- 3,675,000 SF building 94.8% Occupancy at 12/31/2018
- Located in River North, the hottest submarket in Chicago
- Between 2011 and 4Q18, converted over 950,000 SF in the building from showroom/trade show space to creative office space
- 3.1 million SF of total space leased since 2012
- 12/31/2018 Cash NOI (non-GAAP)<sup>(1)</sup> of \$103.6 million<sup>(2)</sup> versus 2011 Cash NOI (non-GAAP)<sup>(1)</sup> of \$54.3 million
- In-place escalated rents average \$48.18 PSF as of 12/31/2018 (office \$43.71, showroom \$53.44 and retail \$54.87)
- In conjunction with the City of Chicago, theMART debuted Art on theMART on September 29, 2018. This curated series of digital artworks projects the work of renowned artists across the 2.5 acre exterior river-façade of theMART, creating the largest permanent digital art projection in the world.

#### **Major Tenants:**

- Motorola Mobility (guaranteed by Google)
- ConAgra Foods Inc.
- 1871
- Kellogg's
- Allscripts Healthcare

- Yelp Inc.
- Paypal, Inc.
- Razorfish
- Allstate Insurance
- Steelcase
- Herman Miller

<sup>1.</sup> See page 38 for non-GAAP reconciliation

<sup>2.</sup> The year ended December 31, 2018 Cash NOI includes the add back of (i) free rent and (ii) the estimated 80% tenant reimbursement of the \$15.1 million additional real estate tax expense accrual due to an increase in the tax-assessed value of theMART

#### **555 CALIFORNIA STREET**













555 California Street - the franchise office building in San Francisco and arguably the most iconic building on the west coast - further NOI growth expected from redeveloped concourse and 315/345 Montgomery

- 1,821,000 SF building 99.4% Occupancy at 12/31/2018
- 1.7 million SF of office space leased since 2012
- 12/31/2018 Cash NOI (non-GAAP)<sup>(1)</sup> of \$57.6 million at share (not including Cash NOI from approximately 78,000 SF of space under redevelopment, which is leased to Regus Spaces) versus 2012 Cash NOI (non-GAAP)<sup>(1)</sup> of \$38.2 million at share
- In-place escalated rents average \$75.60 PSF as of 12/31/2018

### **Major Tenants:**

- Bank of America
- Dodge & Cox
- Fenwick & West LLP
- Microsoft
- Jones Day
- Goldman Sachs
- Sidley Austin

- Kirkland & Ellis LLP
- Morgan Stanley
- UBS
- Wells Fargo
- KKR
- McKinsey & Company Inc.











## VORNADO

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**GROWTH FROM DEVELOPMENT** 

## WELL-POSITIONED WITH EXISTING ASSETS AND NEW DEVELOPMENTS CONCENTRATED IN THE FAST GROWING WEST SIDE





**512 WEST 22ND STREET (55.0%)** 

173,000 SF 1Q19



**RETAIL BUILDING (95.0%)** 

850,000 SF 3Q20



**606 BROADWAY (50.0%)** 

34.000 SF Delivered



2,545,000 SF TBD



**260 ELEVENTH AVENUE** 

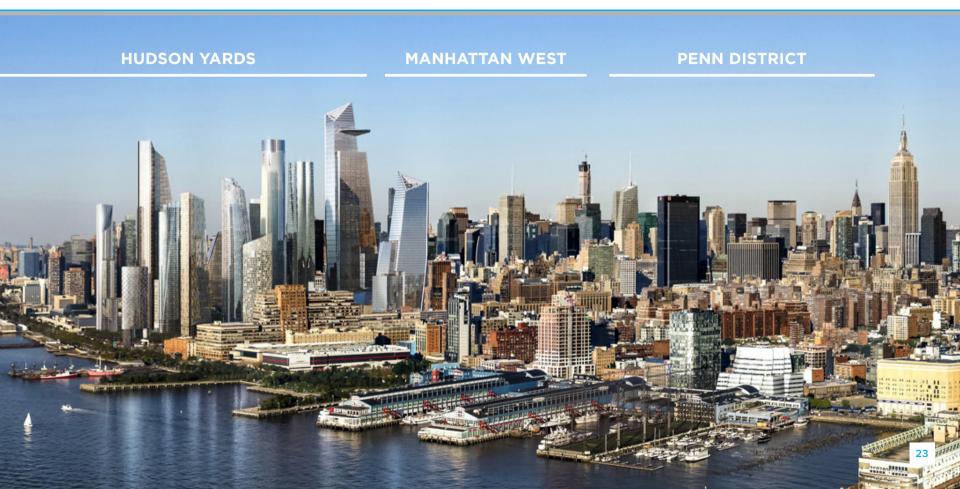
340,000 SF TBD



1,800,000 SF TBD

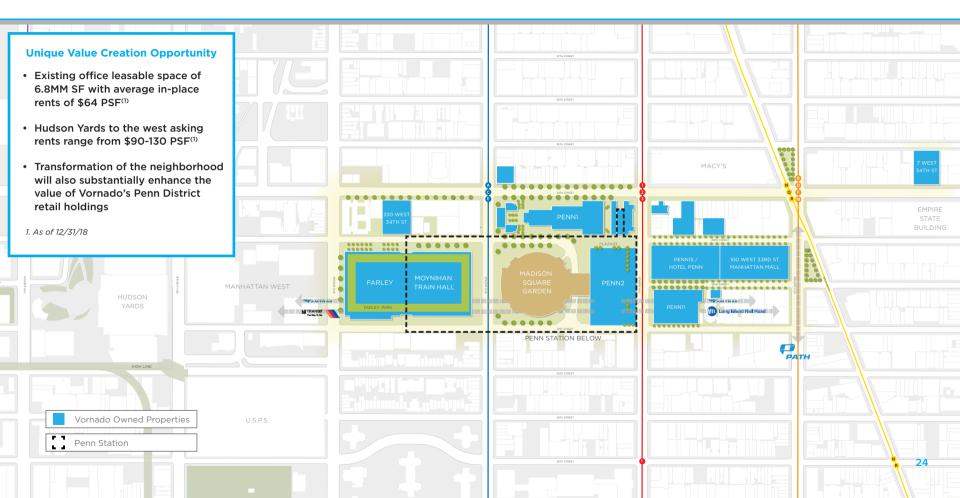






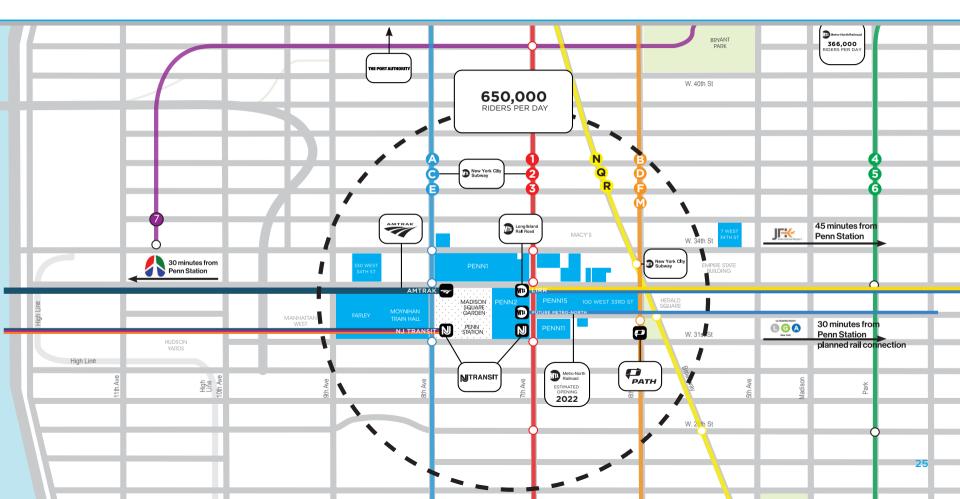
## PENN DISTRICT | AN UNPRECEDENTED OPPORTUNITY





## PENN DISTRICT | BEST POSITIONED FROM TRANSIT STANDPOINT







#### OUR CURRENT DEVELOPMENT PIPELINE IS EXPECTED TO INCREASE CASH NOI BY ~\$130MM (AT SHARE) UPON STABILIZATION

(Amounts in thousands)











	PENN1	512 WEST 22ND STREET	606 BROADWAY	345 MONTGOMERY STREET	FARLEY OFFICE & RETAIL BUILDING(3)	TOTAL CURRENT PROJECTS	
	2,545,000 SF	173,000 SF	34,000 SF	78,000 SF	850,000 SF	3,680,000 SF	
Full Quarter Stabilized Operations	N/A	Q3 2020	Q2 2020	Q3 2020	Q2 2022		
VNO Share	100.0%	55.0%	50.0%	70.0%	95.0%		
Development Budget (at Share) <sup>(2)</sup>							
Amount Expended	\$ 9,725	\$ 52,505	\$ 25,601	\$ 15,284	\$ 137,267 <sup>(4)</sup>	\$ 240,382	
Remaining	\$ 190,275	\$ 19,495	\$ 4,399	\$ 16,716	\$ 622,733	\$ 853,618	
Total Incremental Budget	\$ 200,000(5	\$ 72,000	\$ 30,000	\$ 32,000	\$ 760,000	\$ 1,094,000	

<sup>1.</sup> Square footages shown at 100%; costs shown at share

<sup>2.</sup> Excludes land and acquisition costs

<sup>3.</sup> Farley Office & Retail Building figures reflect increase in ownership from 50.1% to 95% post-September 30, 2018

<sup>4.</sup> Excludes our share of the upfront contribution of \$230,000 and net of anticipated historic tax credits

<sup>5.</sup> We expect the final budget will exceed \$200,000 after anticipated scope changes



#### FUTURE REDEVELOPMENT OPPORTUNITIES PROVIDE BUILT-IN SOURCE OF ADDITIONAL GROWTH



PENN2 1,800,000 SF



HOTEL PENNSYLVANIA 2,800,000 SF



260 ELEVENTH AVENUE 340,000 SF

## FARLEY OFFICE & RETAIL BUILDING DEVELOPMENT BEGINNING THE TRANSFORMATION OF PENN DISTRICT



- Recently acquired an additional 44.9% from the Related Companies, increasing Vornado's ownership interest to 95%, in the joint venture that has a 99year lease for the commercial space at the historic Farley Post Office and Retail Building
- The joint venture is developing the Farley Office and Retail Building, which will include approximately 850,000 rentable square feet of commercial space, comprised of approximately 730,000 square feet of office space and approximately 120,000 square feet of retail space
- · Total budget of \$760 million at share
- Expected delivery 3Q 2020



























## PENN1 REDEVELOPMENT - PRELIMINARY ESTIMATES





PENN1	2	.54MM SF
Development Cost	\$	200MM <sup>(1)</sup>
In-Place Office Rent	\$	67 PSF
Average Market Rent After Development	\$	87 PSF
Incremental Rent	\$	20 PSF
Incremental NOI	\$	48MM
Yield on Capital		24%
Value Created <sup>(2)</sup> Value Created Per Share	\$ \$	867MM 4.25

Average remaining office lease term is 5.4 years

<sup>1.</sup> We expect the final budget will exceed \$200,000 after anticipated scope changes

<sup>2.</sup> Incremental NOI valued at 4.5% cap rate, less development costs excluding recurring TI/LCs that would have been incurred on re-tenanting the building irrespective of this capital project







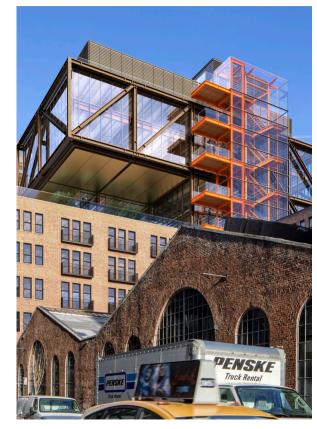


















## NATIONALLY RECOGNIZED, INDUSTRY-LEADING SUSTAINABILITY PROGRAM

- 5-time Energy Star Partner of the Year, Sustained Excellence recipient 2018
- 26 million square feet of owned and managed LEED certified buildings
- Largest landlord of LEED certified buildings in New York City with over 20 million SF. All new commercial developments will be, at minimum, LEED Gold certified
- NAREIT Leader in the Light award 2018, 9th year in a row
- Global Real Estate Sustainability Benchmark (GRESB) "Green Star" since 2013; #3 among all listed US Real Estate companies, 2018
- 20% reduction in same-store greenhouse gas emission since 2009



























# VORNADO

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**APPENDIX** 

### **NON-GAAP FINANCIAL MEASURES**



This investor presentation contains certain non-GAAP financial measures, including net operating income ("NOI") and earnings before interest, taxes, depreciation and amortization ("EBITDA").

NOI represents total revenues less operating expenses. We consider NOI to be the primary non-GAAP financial measure for making decisions and assessing the unlevered performance of our segments as it relates to the total return on assets as opposed to the levered return on equity. As properties are bought and sold based on NOI, we utilize this measure to make investment decisions as well as to compare the performance of our assets to that of our peers. NOI should not be considered a substitute for net income. NOI may not be comparable to similarly titled measures employed by other companies. We calculate NOI on an Operating Partnership basis which is before allocation to the noncontrolling interest of Vornado Realty L.P. (the "Operating Partnership").

EBITDA represents earnings before interest, taxes, depreciation and amortization. EBITDA is essentially NOI less general and administrative expenses. We use EBITDA as a secondary non-GAAP measure primarily in the context of a net debt to EBITDA ratio. We calculate EBITDA on an Operating Partnership basis which is before allocation to the noncontrolling interest of Vornado Realty L.P. (the "Operating Partnership").

A reconciliation of NOI and EBITDA to net income, the most directly comparable GAAP measure, is provided on the following pages.

These non-GAAP financial measures are used by management, investors and analysts to facilitate meaningful comparisons of operating performance between periods and among our peers because they exclude the effect of real estate depreciation and amortization and net gains on sales, which are based on historical costs and implicitly assume that the value of real estate diminishes predictably over time, rather than fluctuating based on existing market conditions. These metrics do not represent cash generated from operating activities and are not necessarily indicative of cash available to fund obligations and should not be considered as an alternative to net income as performance measures or cash flow as liquidity measures. These non-GAAP metrics may not be comparable to similarly titled measures employed by other companies.

### **NON-GAAP RECONCILIATIONS**



(Amounts in millions)

## Reconciliation of Vornado Realty Trust Net income to NOI at share - Cash Basis for the year ended December 31, 2018

#### For the Year Ended December 31, 2018 Net income 423 Deduct: Income from partially owned entities (9) Loss from real estate fund investments 89 Interest and other investment income, net (17)Net gains on disposition of wholly owned and partially owned assets (246)Purchase price fair value adjustment (44)Income from discontinued operations (1) NOI attributable to noncontrolling interests in consolidated subsidiaries (71)Add: 447 Depreciation and amortization expense General and administrative expense 142 Transaction related costs, impairment and other 31 NOI from partially owned entities 253 Interest and debt expense 348 Income tax expense 38 1.383 NOI at share Non cash adjustments for straight-line rents, amortization (45)of acquired below-market leases, net and other \$ 1,338 NOI at share - Cash Basis

#### NOI at share - Cash Basis by segment:

	For the Year Ended December 31, 2018
New York:	
Office (includes \$27MM of BMS NOI)	\$ 726
Retail	324
Residential	22
Alexander's	48
Hotel Pennsylvania	12
	1,132
Other:	
theMART (including trade shows)	94
555 California Street	53
Other investments	59
	206

## **NON-GAAP RECONCILIATIONS**



(Amounts in millions)

### Reconciliation of Net income attributable to the Operating Partnership to EBITDA and EBITDA, as adjusted for the year ended December 31, 2018

	For the Year Ended December 31, 2018			
Net income attributable to the Operating Partnership	\$ 476			
Interest and debt expense	448			
Depreciation and amortization	521			
Income tax expense	38			
EBITDA	1,483			
Adjustments, net (1)	(220)			
EBITDA, as adjusted	\$ 1,263			

<sup>37</sup> 

## **NON-GAAP RECONCILIATIONS**



(Amounts in millions)

Reconciliation of theMART Net income to EBITDA, NOI - Cash Basis and NOI - Cash Basis adding back free rent for the year ended December 31, 2011 and for the

year ended December 31, 2018		For the Year Ended December 31, 2018	For the Year Ended December 31, 2011		
Net income (loss)	\$	22.6	\$	(4.5)	
Interest and debt expense		18.7		31.2	
Depreciation and amortization		39.3		21.6	
Income tax expense					
EBITDA		80.6		48.3	
Non-cash adjustments and other		2.5		3.1	
NOI - Cash Basis		83.1		51.4	
Adding back real estate tax expense adjustment		12.1		_	
Adding back free rent		8.4		2.9	
NOI - Cash Basis adding back free rent and real estate tax expense adjustment <sup>(1)</sup>	\$	103.6	\$	54.3	

Reconciliation of 555 California Street Net income to EBITDA, NOI at share - Cash Basis and NOI at share - Cash Basis adding back free rent for the year ended December 31, 2012

	For the Year Ended December 31, 2018 at share		For the Year Ended December 31, 2012 at share	
Net income (loss)	\$	11.0	\$	(4.6)
Interest and debt expense		18.1		22.0
Depreciation and amortization		25.9		28.5
Income tax expense		0.5		0.3
EBITDA		55.5		46.2
Non-cash adjustments and other		(2.0)		(9.1)
NOI at share - Cash Basis		53.5		37.1
Adding back free rent		4.1		1.1
NOI at share - Cash Basis adding back free rent	\$	57.6	\$	38.2

<sup>1.</sup> The year ended December 31, 2018 Cash NOI includes the add back of (i) free rent and (ii) the estimated 80% tenant reimbursement of the \$15.1 million additional real estate tax expense accrual due to an increase in the tax-assessed value of the MART











# VORNADO

REALTY TRUST

**MARCH 2019**