EMPIRE STATE
REALTY TRUST

Investor Presentation

October 2024

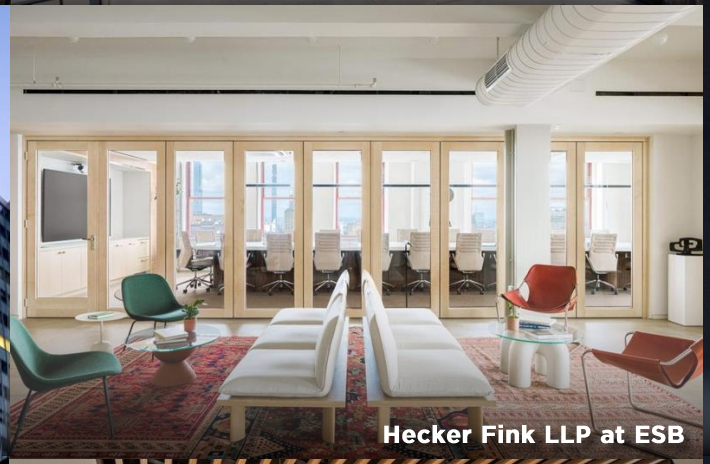

House of the Dragon Activation at the Empire State Building



North 6th Collection Williamsburg, Brooklyn



111 W 33rd Street


Hecker Fink LLP at ESB


CLA at One Grand Central Place



Empire State Building Observatory

Contents

ESRT Overview

Company Priorities

Competitive Advantages

- Flight To Quality
- Contracted Rents and Tenant Expansions
- Strong and Flexible Balance Sheet
- Portfolio Transformation & Redevelopment
- Capital Recycling

ESRT Property Sector Highlights

- Office
- ESB Observatory
- Retail
  - Williamsburg Retail Acquisitions
- Multifamily

Meet the Team: ESRT Management

Sustainability Leadership

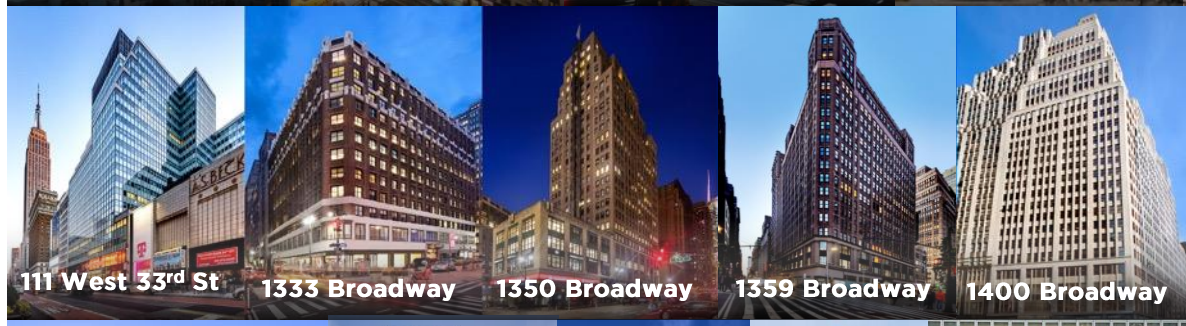
Conclusion

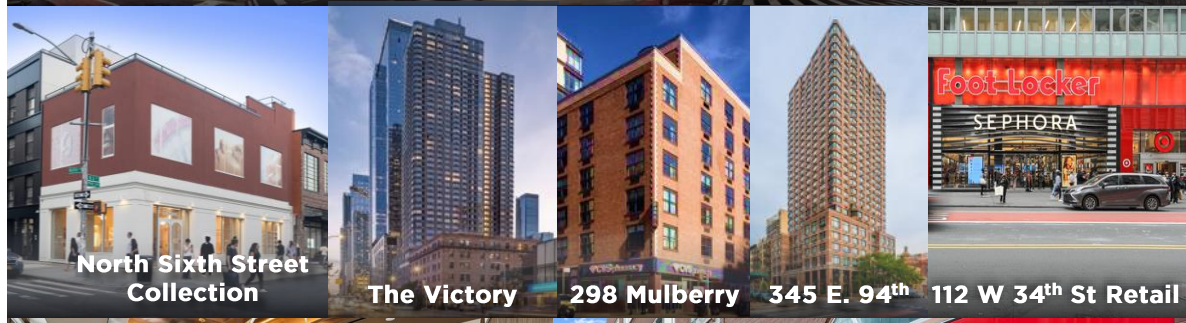
Appendix

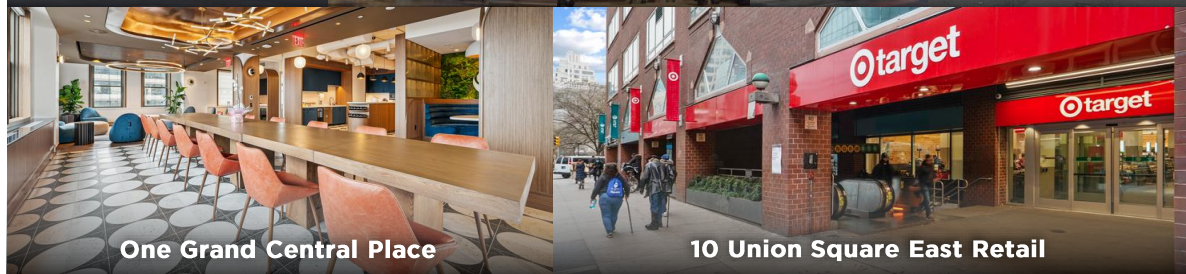
Why ESRT?

- **ESRT puts points on the board with performance**
- **Pure play NYC REIT with multiple drivers of upside**
  - Office, Observatory, Retail, Multifamily
  - NYC is the international capital of the world
    - Resilient, vibrant, irreplicable
- **Competitive advantages**
  - Low leverage, no floating rate debt exposure, diverse income streams, sustainability leader, accessible pricing
  - **Destination** for the market's **flight to top quality space** within rental price tier
  - Office leased percentage matches trophy Manhattan buildings
- **On Our Front Foot**
  - Active in acquisitions and portfolio recycling







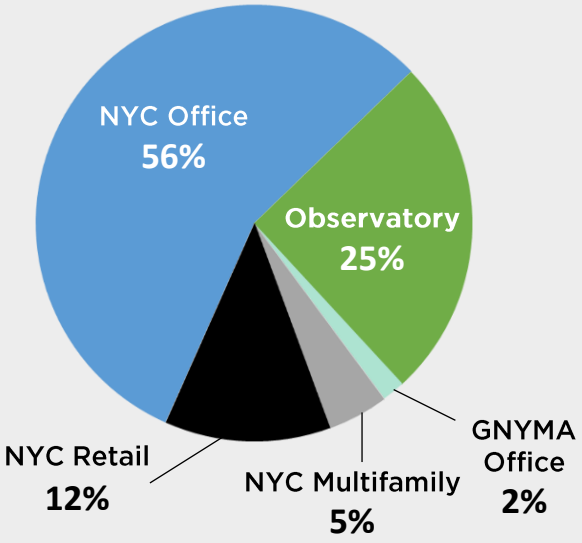


EMPIRE STATE REALTY TRUST

Multiple Sources of Upside – NYC Focus

Office, Observatory, Retail and Multifamily

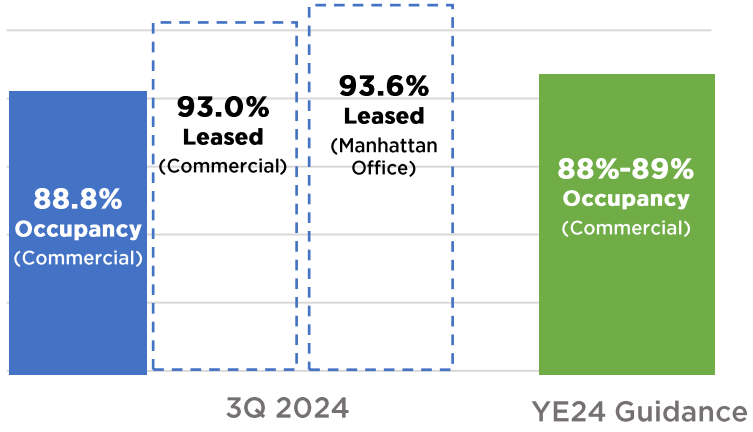
Pro-Forma 3Q24 TTM NOI[1]



	Portfolio	Upside
Office	• 7.8M SF, 97% of Office NOI in Manhattan • Modernized, amenitized, energy-efficient, healthy buildings • Central locations near mass transit • Top tier space within rental price point across the deepest segment of the market	• 11 consecutive quarters of positive leased rate absorption • 13 consecutive quarters of positive mark-to-market lease spreads for Manhattan office • $52M contracted initial cash revenues ($45M incremental) from signed leases not commenced and free rent burn-off
ESB Observatory Experience	• TripAdvisor's #1 attraction in the world • Iconic, authentic NYC experience • Continued NOI growth	• Increased visitation • Dynamic pricing • Inflation hedge
Retail	• 0.7M SF in Manhattan & Williamsburg, Brooklyn • Resilient everyday and destination shopping locations - 95% national retailers • High foot traffic locations at or near mass transit	• Rebound in foot traffic in office neighborhoods surrounding ESRT properties • Consumer demand for everyday retail
Multifamily	• 732 units across NYC • Well-located, well-amenitized • Minimal capex needs	• Strong rent growth and occupancy • Annual rent resets provide inflation hedge

Laser Focused on Shareholder Value

Lease Space



Sell Observatory Tickets

- #1 Attraction in the World by Tripadvisor
- ESB Observatory exceeds pre-Covid net operating income
- Maximize per capita revenue
- Manage expenses

Manage Our Balance Sheet

- Execute on capital allocation goals
  - On offense to pursue attractive acquisitions amidst capital markets dislocation
- Maintain balance sheet flexibility
  - Tenants and brokers screen for landlords with balance sheet strength

Achieve Sustainability Goals

- Carbon neutral commercial portfolio as of 2022
- Recognized leader in sustainability
- Tenants and brokers attracted to partnerships in sustainability with ESRT property team

Top of Tier Quality Attracts Tenants

ESRT Outperforms Peers

- **Proven Leasing Results**
  - Increased NYC office **leased rate +170 bps** y/y in 3Q24 to 93.6%
  - Increased NYC office **occupancy +140 bps** y/y in 3Q24 to 89.2%
  - Achieved **+2.6% positive mark to market** NYC office leasing spreads in 3Q24
  - Leased total of **982K SF in 2023** and **946K SF YTD in 2024**[2]
- **Tenants Expand Within the ESRT Portfolio**
  - **2.8M SF in 293 existing tenant expansions** since IPO

Top of Our Price Tier Assets

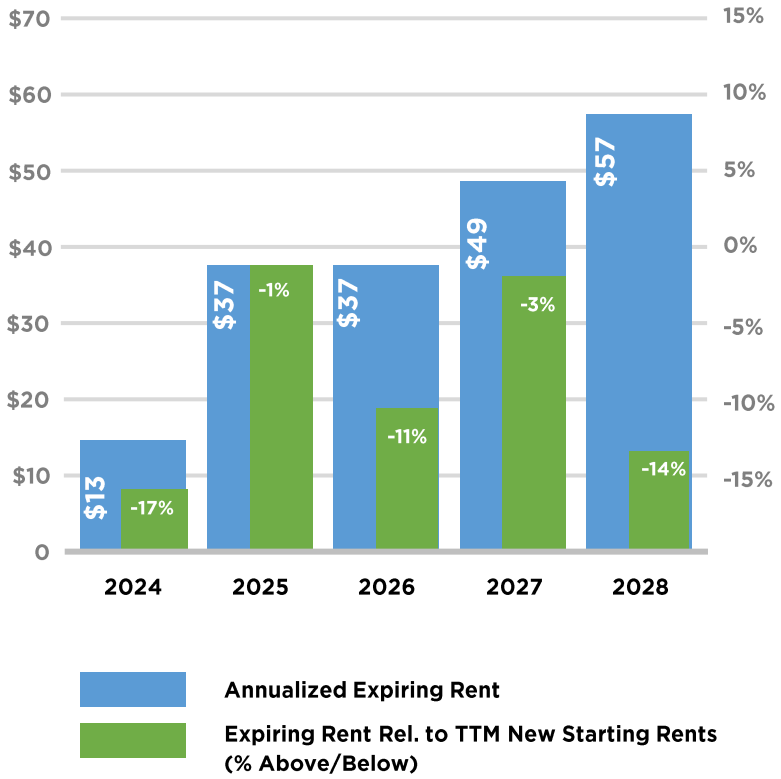
- **Fully Redeveloped and Modernized Buildings Compete and Win**
  - **$1B invested in portfolio upgrades**
  - 95% of tenant space redeveloped
- **Well-Amenitized and Well-Located**
- **Value Proposition for Tenants**
- **Energy-Efficiency and Healthy Building Leaders**
  - **Recognized** by industry, government, and NGOs for leadership
  - Focus on Science Based Targets and investment and return
  - **100% carbon neutral** and renewable wind-powered
  - Read more in ESRT's Sustainability Report

COMPETITIVE ADVANTAGES

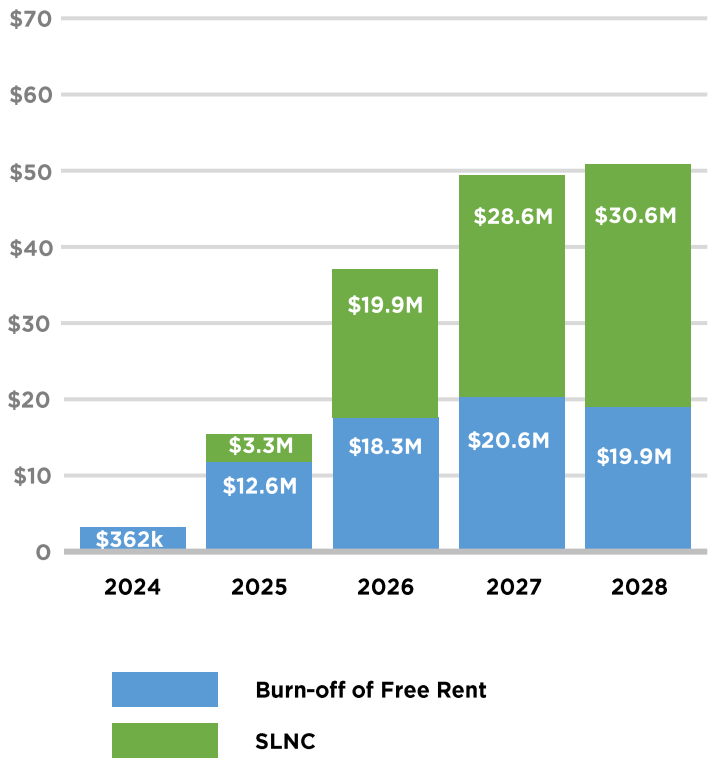
Contracted Rents & Tenant Expansions

- Limited near-term lease expiration with upside to in-place rents
- Locked-in pipeline of signed leases not commenced & free rent burn
- Proven record of existing tenant expansions

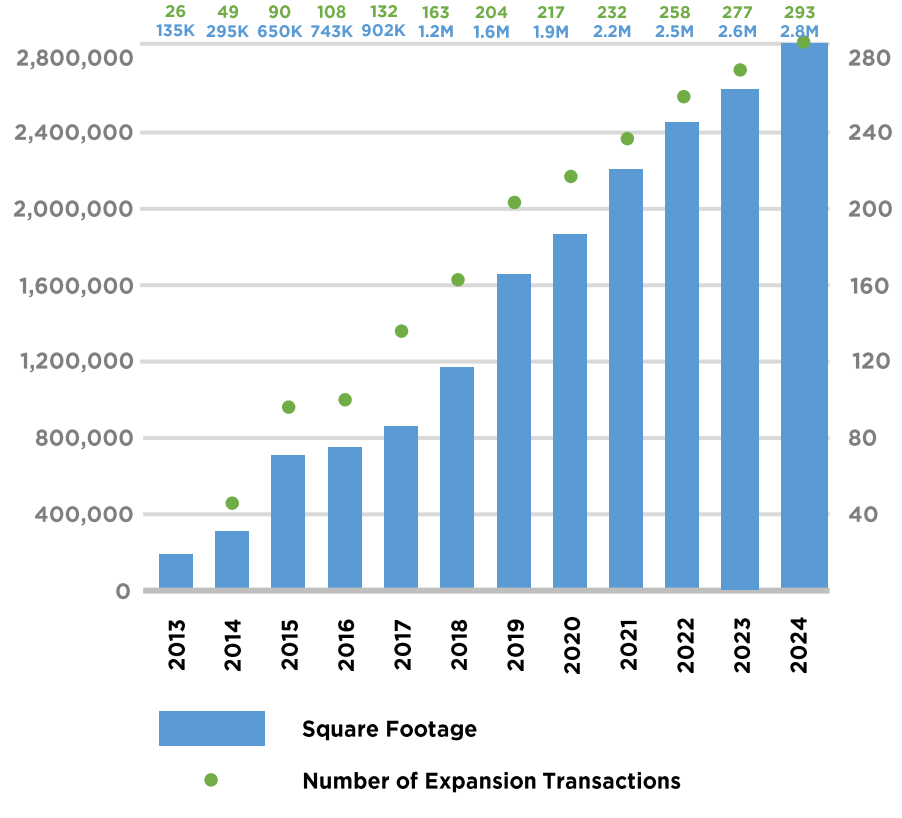
Upcoming Lease Expirations ($Ms)



Cumulative SLNC and Free-Rent Burn-Off[3]



Cumulative Growth from Tenant Expansions[4]



COMPETITIVE ADVANTAGES

Strong & Flexible Balance Sheet

Flexibility

- No floating rate debt exposure
- Weighted average interest rate = 4.27%
- Well-laddered debt maturity schedule
- Entire portfolio 100% owned
- No JVs or complex capital structures

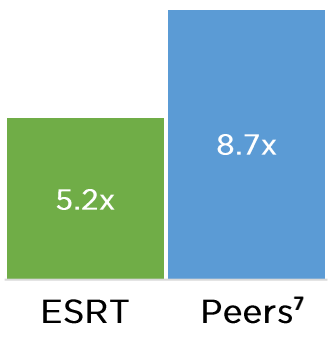
Optionality

- Operating runway
- Capital recycling
- External growth
- Share repurchases

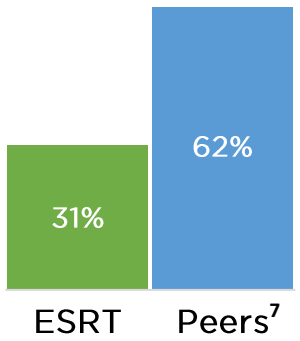
Allows ESRT to:

- Compete and win new tenants
- Be nimble
- Execute and deploy capital

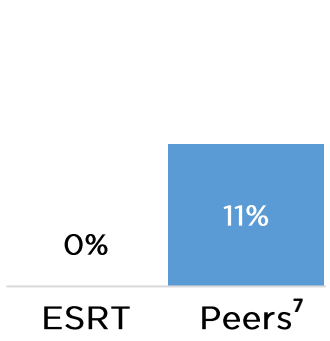
Net Debt / Adj. EBITDA[5]



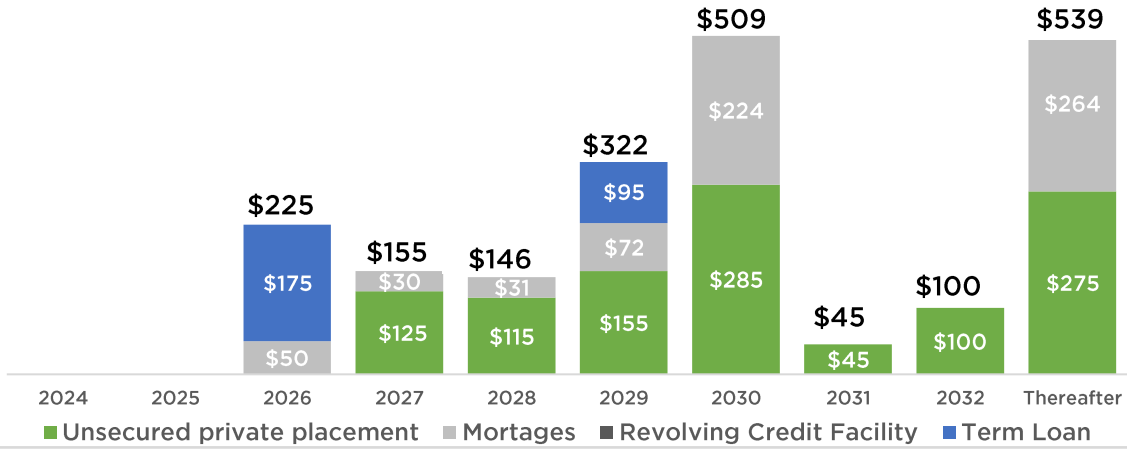
Secured Debt %[6]



Floating Rate Debt %



Well-Laddered Debt Maturity Schedule (in $M's)
Pro forma for activity subsequent to 9/30/2024[8]



COMPETITIVE ADVANTAGES

Portfolio Transformation Complete

~$1B invested to redevelop and create top of tier assets that are fully modernized, amenitized, energy efficient

One Grand Central Place - Tenant Space CLA

AFTER REDEVELOPMENT


Conference Room


Pantry


Entrance

BEFORE







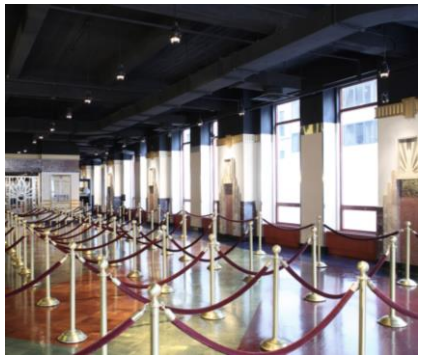
ESB - Observatory

AFTER REDEVELOPMENT


Interactive Museum Experience In Queuing Area


102nd Floor Observatory with Floor-to-Ceiling Windows

BEFORE





250 West 57th St. - Lobby

AFTER REDEVELOPMENT


Lobby

BEFORE



Capital Recycling Enhances Portfolio Quality

Dispositions

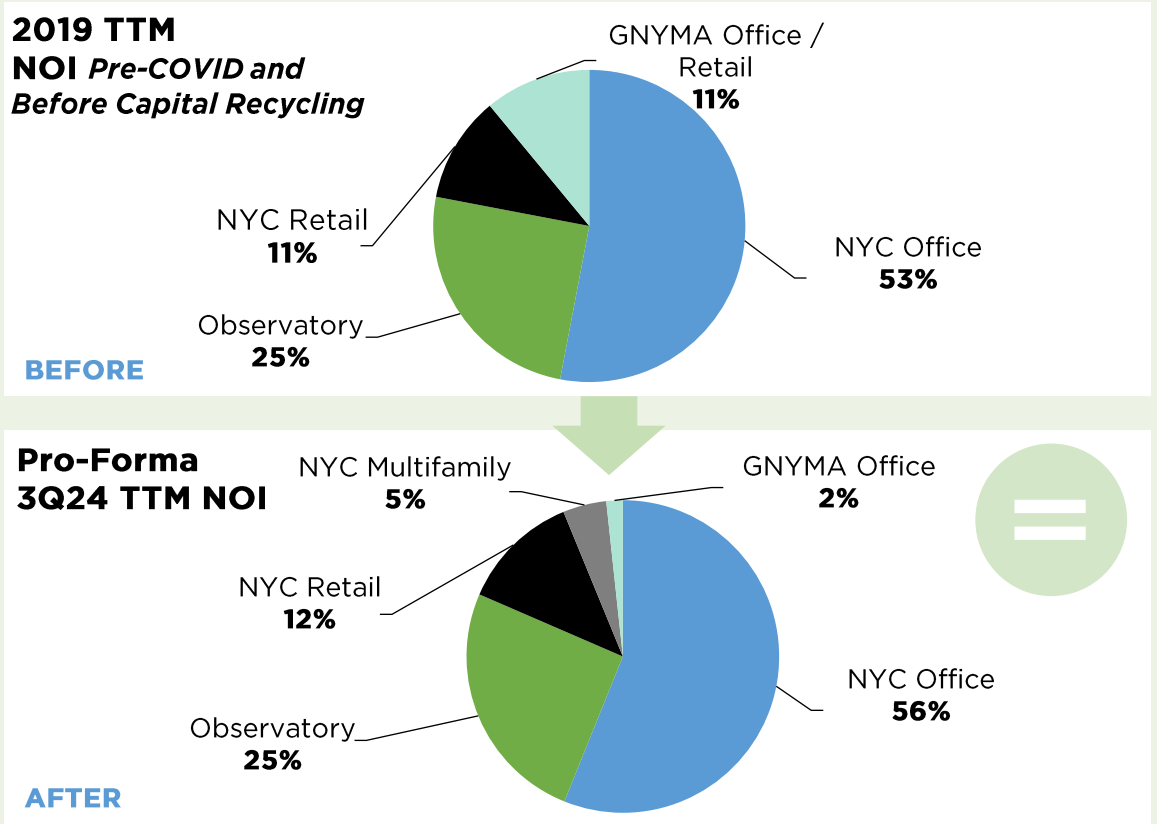
- Completed disposition of five suburban assets since early 2022
  - 383 Main Avenue
  - 500 Mamaroneck
  - 10 Bank
  - Westport Retail (two assets)

Acquisitions

- Invested ~$675M[9] (to date) into NYC multifamily and retail assets with better growth and lower capex
  - 345 E 94th Street
  - The Victory
  - 298 Mulberry
  - North Sixth Street Collection

Building a Stronger NYC Portfolio

- Post-Recycling Estimated NOI Composition

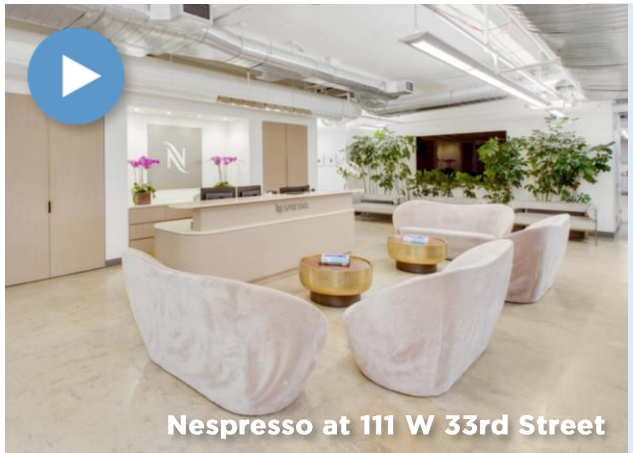


OFFICE

Prime Locations Near Mass Transit

- Majority of our portfolio is located within a 9-minute walk to **NYC's primary transportation hubs** in the most valuable U.S. office market
- **Campus portfolio** – Buildings in close proximity create **valuable synergies** including certain shared amenities
- Two of the most important factors for tenants when they choose their office space are **proximity to mass transit** and **amenities**




Nespresso at 111 W 33rd Street

ESRT's office helps Nespresso attract top talent:

"It is important for Nespresso to have an office here in New York City because it is **the center of global trade**. It allows us to attract the highest talent."

- Anatoliy Korolenko, Nespresso Store Development Manager

Walk score **93**

Transit score **95**

Bike score **83**

OFFICE

Robust Amenity Offering

✓ IN BUILDING AMENITIES

- 60 usable terraces
- 24 food and beverage options
- Fitness/wellness facilities
- Town halls
- Tenant lounges

✓ NEIGHBORHOOD AMENITIES

- Proximity to mass transit
- Restaurants, leisure, shopping
- Broadway Plaza
- Madison Square Park
- Central Park

✓ ADD THE RIGHT AMENITIES AT THE RIGHT COST

- Enhance underutilized concourse & rooftop space
- Cost synergies of investment for a campus portfolio
  - Shared access across certain properties
- Completed additions:
  - Town Hall, Tenant Lounge, Wellness Facility
- New additions underway:
  - Multi-sport court (basketball, pickleball), all hands, additional tenant lounge, golf simulators, rooftop lounge


Shared Conference Center at One Grand Central Place



Planned 5K+ SF Rooftop at 1333 Broadway Overlooking ESB


Town Hall at 1400 Broadway



Refresh57 Wellness Facility at 250 W. 57th



10K SF Multi-Purpose Space at the Empire State Building - Under Construction

Tip: Click the 'Play Arrow' for videos

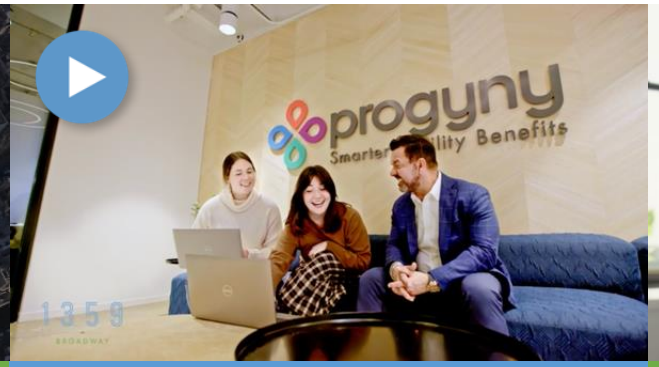
Hear From Our Tenants



LINKEDIN: LIFE AT ESB

"The reaction of our own employees, candidates, prospects and customers that we bring to the facilities is awe and a sense of wonder when you walk through these walls."

–Sr. Brand Marketing Manager, Talent Attraction, LinkedIn



PROGYNY THRIVES AT 1359 BROADWAY

"There wasn't anything I can think of that we weren't able to do that we needed. That's just an example of ESRT's willingness to partner with us and help us be successful in any way that they can."

–Chief Executive Officer, Progyny



ICAPITAL PARTNERS WITH ESRT

"We grew beyond anybody's expectations. The only way that could have happened was because we had a great partnership with ESRT. ESRT made an effort to accommodate us. They worked to create for us a contiguous expansion space."

–Managing Director and Chief People Officer, iCapital



JCDecaux MAINTAINS COMPETITIVE EDGE AT ESB

"Since the creation of our company, sustainability has been at the core of our commitment and we are pleased to share those values with ESRT. Across the life of our respective businesses, we've demonstrated through this office space that we can revive ourselves and still remain young at heart."

–President & Co-CEO, JCDecaux

EMPIRE STATE REALTY TRUST

Why Tenants Choose ESRT Properties

Greater New York Mutual (Jan 2024)

"Industry-leading sustainability measures and **excellent tenant amenities** which **aid in employee recruitment and retention** in addition to our hybrid work environment."

- Elizabeth Heck, Chairman, President, and CEO of GNY Mutual

SESAC Music Group (Dec 2023)

"Our move to 250 W. 57th Street has been a great decision for SESAC Music Group. Our employees love the **easy access to transportation** and **proximity to Central Park**. We value our **partnership with ESRT**."

- John Josephson, Chairman & CEO, SESAC Music Group

Capco (July 2023)

"Exceeded our expectations with its **blend of heritage, contemporary design and energy efficiency**, and it will offer our people **top-tier amenities** in an **accessible location** close to many of our clients."

- Mike Ethelston, Managing Partner of Capco US & Brazil

Aprio (June 2023)

"The Empire State Building **exceeded our expectations** as we sought modernized office space with **top-tier amenities** and a **prime location."**

- Richard Kopelman, CEO and Managing Partner at Aprio

Rising Ground (May 2023)

"We are excited to move into this new space as it will operate as a **central location** to **better engage with the 25,000 New Yorkers** we serve while expanding our work in the city we have called home for nearly two centuries."

- Alan Mucatel, Rising Ground CEO

Leader Sustainability Energy Efficiency
Modernized Financially Stable Best-In-Class
Friendly Clean Great Staff Great Partners



Healthy Building Fully Amenitized Fully Redeveloped
Balance Sheet Carbon Neutral Expansions
Helpful Location Professional Service Oriented

OFFICE

Target the Deepest Part of the Market

ESRT's Top of Tier Assets satisfy the deepest pool of demand in the market by size, location, and price

✓ Attractive price point with our high-quality offering

All Deals With Publicly Disclosed Terms 1Q19 – 3Q24[10]		
Starting Rent Range	% of Total Market Leases	% of ESRT Leases
<$55 PSF	29.6%	19.1%
$56 - $80 PSF	**44.9%**	**79.5%**
$81 - $99 PSF	14.1%	1.3%
>$100 PSF	11.5%	0.0%
Total	100.0%	100.0%

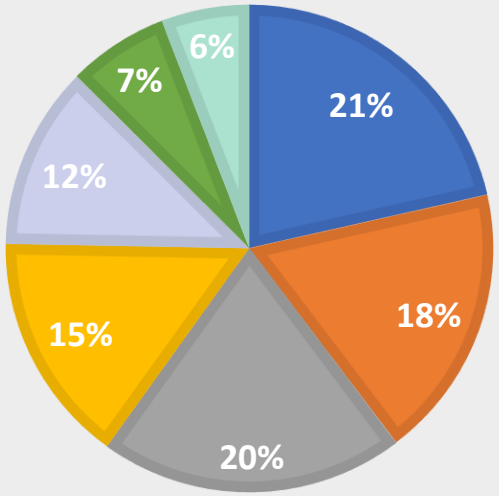
✓ Serves the deepest pool of demand in the market

All Deals 1Q19 – 3Q24[10]		
Size Range	% of Total Market Leases	% of ESRT Leases
Below 30,000 SF	**93.3%**	**92.4%**
Above 30,000 SF	6.7%	7.6%
Total	100.0%	100.0%

OFFICE

Strong & Diverse Tenant Mix

Prime top of tier assets attract top quality tenants



- Technology, Media and Advertising
- Finance, Insurance, Real Estate
- Consumer Goods
- Other
- Professional Services
- Legal Services
- Non-Profit

ESB Observatory

Proven performer across all economic cycles, new competition, and a pandemic, with upside to NYC tourism recovery

- "World's Most Famous Building"
- #1 in the World and in the US by Tripadvisor
- Top Uber tourist attraction in the world[11]
- Top 10 searched 'Bucket List' travel experiences[12]
- Inflation hedge
- $165M renovation complete
- High margin operating business

Tripadvisor Best of the Best

#1 Attraction in the World 2024

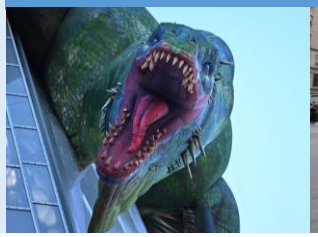
#1 Attraction in the US 2022–2024

Media Impact

(YTD through September 30)

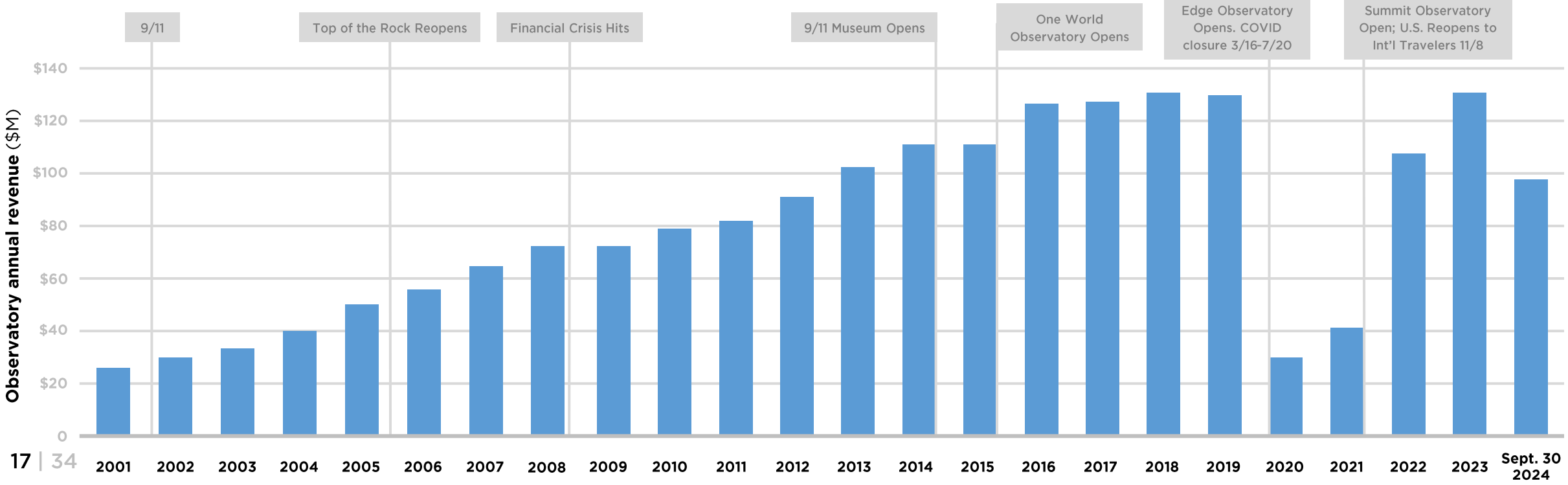
- 354B Media Impressions
- $674M Advertising Value Equivalency

House of the Dragon Activation (June)



Mercedes-AMG PETRONAS F1 and WhatsApp Activation (May)



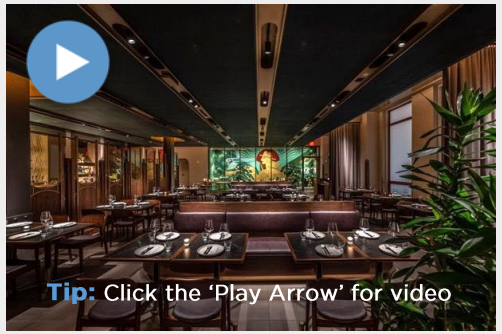


Retail Portfolio Highlights

- **95% national retailers**
- **Everyday retailers**
- **High density** and foot traffic
- On or near **mass transit**
- Weighted average lease term of **6.7 years**

Top 10 Retail Tenants[13]	% of Annual Retail FER	% of Retail Square Footage
1. SEPHORA	11.2%	1.7%
2. TARGET	10.0%	12.0%
3. URBAN OUTFITTERS	9.0%	8.4%
4. Foot Locker	8.6%	5.0%
5. T.J.maxx	4.9%	6.9%
6. CVS	3.8%	3.1%
7. AT&T	3.4%	1.4%
8. CHASE	3.2%	3.2%
9. SCA School Construction Authority	3.2%	4.2%
10. STARBUCKS	3.1%	4.8%

3-Story Starbucks Reserve at the Empire State Building



EMPIRE STATE REALTY TRUST

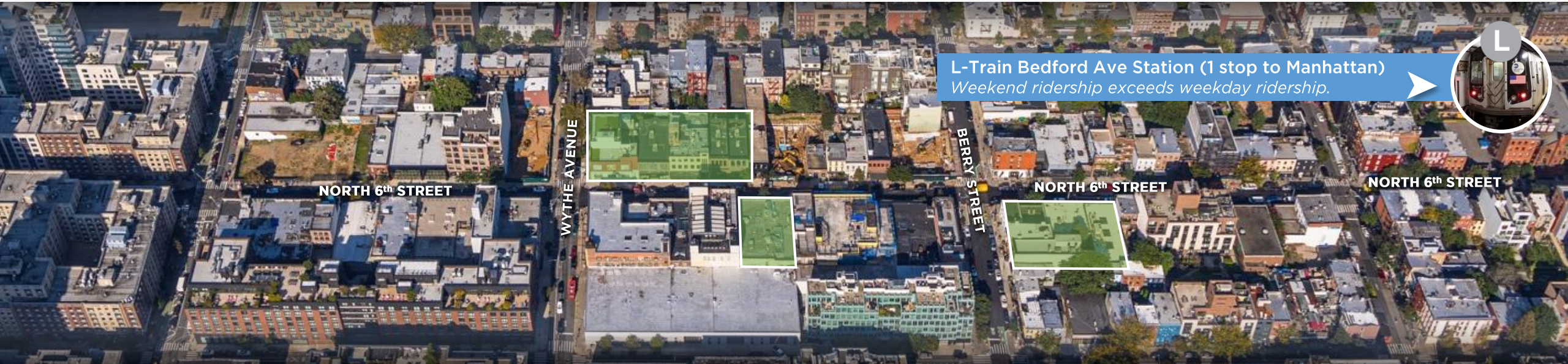
Top-Quality Retail Tenants:

TACOMBI
BLUE BOTTLE COFFEE
CHOPT
GHIRARDELLI CHOCOLATE
PLAYA BOWLS EST. 2014 NJ'S ORIGINAL ACAI SHOP
PANDORA
WOLFGANG'S STEAKHOUSE BY WOLFGANG ZWIENER
CALZEDONIA
SUGARFISH BY SUSHI NOZAWA
GLOWBAR
Glossier.
WARBY PARKER
STARBUCKS RESERVE
Google Store

RETAIL

North 6th Street, Williamsburg Retail Acquisitions

- **Price: ~$225M in aggregate**
  - All-cash acquisition
  - $143M closed in 3Q24 – $52M expected to close in 4Q24, and the balance expected to close in mid-2025
  - 90% leased; 7.4-year WALT
  - Tenants: Hermes, Nike, Santander Work Café, The North Face, Everlane, Warby Parker, DS & Durga, Buck Mason, Chanel, Byredo, & Google
  - In 3Q24 agreed to acquire an additional retail asset on North 6th St. for~$30M; expected to close in mid-2025
- **Attractive Upside:**
  - Significant long-term mark-to-market upside over time as leases roll
  - Vacancy lease-up
- **Investment Strategy:**
  - Scales ESRT's initial North 6th Street Acquisition completed in 3Q23
  - Well-located, high traffic, strong market demographics, great cash flow from growth prospects



RETAIL

ESRT Builds Scale on N. 6th St. Retail Corridor

OWNED BY ESRT
- Initial Acquisition (2023)
- 2024 Acquisitions

Over 500 linear feet of frontage on the shopping blocks of N. 6th St. between Wythe and Bedford Ave



4,123 residential units under construction in Williamsburg



L-Train Bedford Ave Station (1 stop to Manhattan)
Weekend ridership exceeds weekday ridership



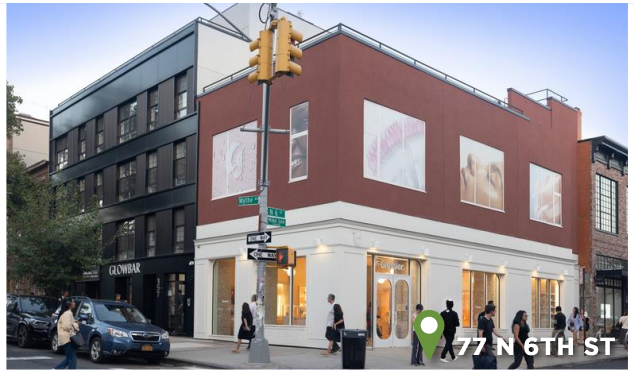
NYC Ferry (16 Minutes to Manhattan)

RETAIL

North 6th Street Retail Corridor

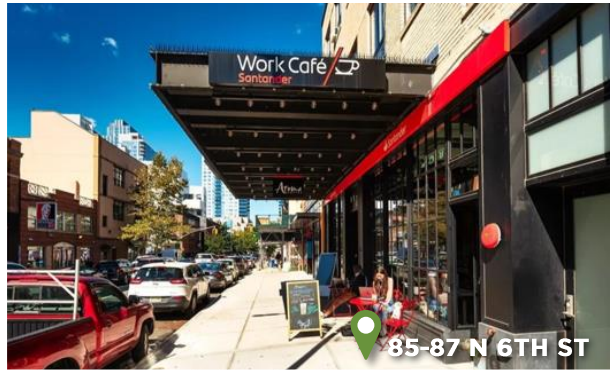


157 WYTHE AVE



77 N 6TH ST


81 N 6TH ST



85-87 N 6TH ST


89-91 N 6TH ST


102 N 6TH ST


104 N 6TH ST



124 N 6TH ST



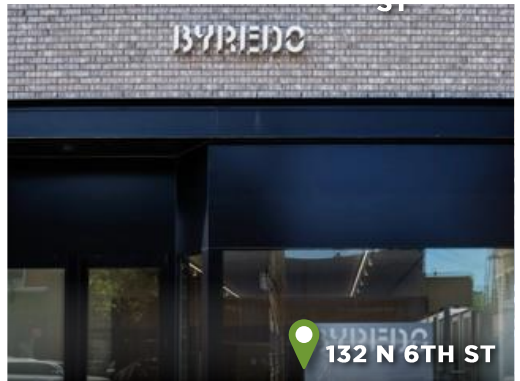
126 N 6TH ST



128 N 6TH ST



130 N 6TH ST



132 N 6TH ST



134 N 6TH ST

RETAIL

Strength of the Williamsburg Market

Dynamic destination retail neighborhood specially created by zoning

Population Density[14]

- Daytime population of 125,000 people
- 158,000 residents live within one mile
  - 36% Population Growth within a mile over last decade
  - 5.4% additional growth projected through 2028
  - 61% of the Population have a college degree or higher
- 35% of the immediate population is between 25-35 years old

✓ Strong Household Income[14]

- 49% of households make $100k per year or more
- 21% of households make $200k per year or more
- Median Home Value >$1M

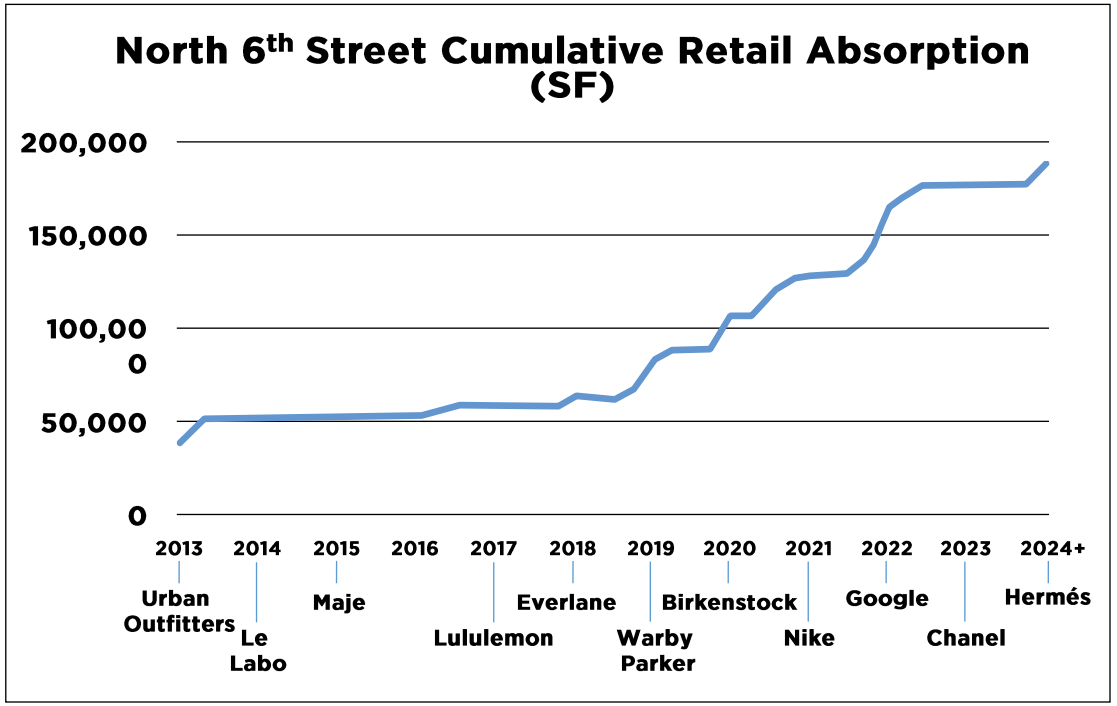
✓ New Development[14]

- Multifamily – 46% increase in inventory over the last decade.
- Hospitality – 10 hotels & 1,350 rooms opened since 2011

✓ Access to Mass Transit[15]

- Bedford "L" train station has the 2nd highest annual ridership in Brooklyn
- Weekend ridership exceeds weekday ridership

✓ Emerging as a breakout retail submarket in NYC



Multifamily Portfolio Highlights

Benefits from strong NYC residential demand



298 Mulberry Street

- Mulberry St. & East Houston St.
- Subway lines: B, D, F, M & 6
- 96 Units, 100% free-market
- Studio, 1BR, 2BR
- Retail space leased to CVS
- 24-hour doorman, fitness center, resident lounge, roof deck, laundry room, parking



355 E 94th Street

- 94th Street and 1st Avenue
- 2nd Avenue Subway Q Line
- 208 Units
- Studio, 1BR, 2BR
- 24-hour doorman, fitness center, resident lounge, outdoor terrace, parking



The Victory at 561 10th Ave

- Just north of Hudson Yards & Manhattan West, 41st St. and 10th Ave.
- 417 Units
- Studio, 1BR, 2BR
- Retail space leased to CVS
- 24-hour doorman, fitness center with half-court basketball, pickleball, resident lounge, outdoor terraces, roof deck, parking

MEET THE TEAM

Experienced and Aligned Management

Management team has a deep understanding of NYC market, real estate and capital markets



Anthony E. Malkin
Chairman & Chief Executive Officer
36 years with ESRT
36 years in industry
A.B. from Harvard College



Christina Chiu
President
4 years with ESRT
22 years in industry
B.S. from NYU Stern School of Business



Thomas P. Durels
Executive Vice President, Real Estate
35 years with ESRT
41 years in industry
B.S. from Lehigh University



Steve Horn
Executive Vice President, Chief Financial Officer & Chief Accounting Officer
4 years with ESRT
17 years in industry
B.A. & MS from Michigan State University

Sustainability Leadership

CARBON NEUTRAL AS OF 2022



REDUCED EMISSIONS

47% in our entire commercial portfolio since 2009

57% at the Empire State Building since 2007



PURCHASED WIND RECs

for **100%** of the commercial portfolio's electrical usage since 2021, and for the Empire State Building since 2011



SUPPORT PRESERVATION OF FORESTS

Offset **100%** of fossil fuel usage

2024 GRESB 5-STAR RATING

Ranked 1st of Americas' Listed Companies for the 2nd consecutive year

Highest possible **GRESB 5 Star Rating and Green Star recognition** for the 5th consecutive year with a score of

93

FRAMEWORKS AND CERTIFICATIONS

Named **ENERGY STAR Partner of the Year** for 4th year in a row and achieved **2024 ENERGY STAR Sustained Excellence Award** for 2nd year in a row

Among the **first commercial office and multifamily portfolios** in the U.S. to achieve **the WELL Equity Rating**

Ranked as one of **Newsweek's 2024 Most Responsible Companies**

SBTi target validation aligned with 1.5° C trajectory

2023 Bloomberg GEI Member for 2nd year in a row

Recognized as a **2024 Great Place To Work**

BOMA New York Grand Pinnacle Award and Earth Award Winner
BOMA Mid-Atlantic Earth Award Winner
BOMA International TOBY Earth Award Winner

Click here: ESRT 2023 Sustainability Report | Empire Building Playbook

Conclusion

NYC-focused portfolio with multiple sources of NYC upside, including tourism, residential, retail and office demand

- Unique NYC-focused portfolio comprised of **modernized office assets;** everyday **retail in high foot traffic locations**; well-located, well-amenitized **multifamily assets**; iconic Empire State Building **Observatory Experience**
- **Well-positioned balance sheet** affords flexibility to pursue capital allocation initiatives that align with ESRT's focus on **long-term shareholder value creation**
- Long standing **sustainability leadership**; 100% of commercial portfolio WELL Health-Safety rated and fully powered by **renewable wind energy; carbon neutral** as of 2022
- **Aligned management team** with extensive experience in NYC real estate and **meaningful shareholder ownership**



Appendix

Overview

- Sustainability Initiatives
- Sustainability Scorecard
- Sustainability Leadership

Reconciliation of Non-GAAP Measures

Footnotes

Disclaimer

Focus on Sustainability Initiatives

Environmental

Awarded as a Leader

GREEN LEASE LEADER PLATINUM

WELL HEALTH-SAFETY RATED 2024

#1 LOWEST EMISSIONS OF ALL NYC-BASED REITS

Per Green Street November 24, 2021 research reports (documenting 2020 data)

16

On track with Sector leading targets

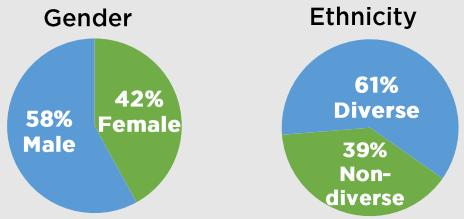
- **100% renewable wind** powered commercial portfolio
- **Net-zero commitment** for carbon emissions at ESB by 2030 and the entire commercial portfolio by 2035

Prepared for Future Regulation and Reduced Risk of Fines

- **Local Law 97 Compliant** based on current assumptions
- **Alignment and approval with Science Based Targets initiative** (SBTi) 1.5-degree Celsius scenario
- **Scope 3** - Voluntarily disclose scope 3 emissions for downstream leased assets (tenant sub metered usage)
- **Sustainability reporting in alignment** with TCFD, SASB, GRI, GRESB and prepared for ISBSB transition

Social

Increased Gender and Ethnic Diversity of our Workforce and Leadership[17]



Diversity, Equity and Inclusion

United Nations Global Compact

Bloomberg Gender-Equality Index

WOMEN'S EMPOWERMENT PRINCIPLES

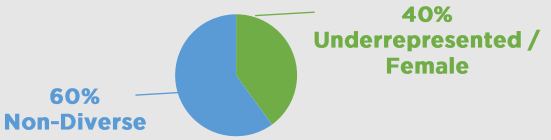
- **Employee-led Inclusion Committee** with measurable goals and transparency to colleagues and board

Investment in Our People

- **Employee programs and benefits:** adoption assistance, fertility benefits, learning and development
- **Tenant Engagement:** Quarterly Town Halls, custom tenant sustainability programs
- **Community engagement & volunteerism:** paid volunteer time off and sponsored programs with local community groups

Governance

Focus on Board Diversity



Board Independence

- **90% Independent Directors** (6 new directors appointed since 2017 – 5 diverse candidates)

Accountability

- **Board oversight of sustainability initiatives** with specific committee responsibilities in charters
- **Adopted sustainability metric** as a component of NEO's annual bonus and performance-based equity

Stock Ownership / Compensation

- 14% of shares / OP units held by directors and executives
- **Claw back policy** in place
- Double-trigger change **in control** benefits

Awards

- Governance Intelligence's 2023 Corporate Governance Award for **Best Proxy Statement (small cap),** nominee for Best Shareholder Engagement, and 2024 nominee for **Best ESG reporting (small cap)**

Sustainability Scorecard

Alignment with Sustainability Reporting Standards						
Framework	**GRI**	**GRESB**	**MSCI**	**ISS ESG**	**SASB**	**SUSTAINALYTICS**
Scoring	Y/N	0-100, 1-5 Stars	AAA-CCC	0-10 (lower = better)	Y/N	Negligible – Severe
2020	Y	88, 5 Stars	BBB	E:3, S:4, G:7	Y	Low Risk
2021	Y	94, 5 Stars	BBB	E:2, S:2, G:7	Y	Low Risk
2022	Y	95, 5 Stars	BBB	E:3, S:3, G:6	Y	Low Risk
2023	Y	92, 5 Stars	A	E: 2, S: 3, G: 6	Y	Low Risk

#1 MOST EFFICIENT REIT IN NYC 15

Based on kgCO2e per square foot per Morgan Stanley February 5, 2020 research report (documenting 2019 data)

SCIENCE BASED TARGETS

DRIVING AMBITIOUS CORPORATE CLIMATE ACTION

1.5°c commitment

Listed on Newsweek's America's Most Responsible Companies of 2024

ENERGY STAR AWARD 2024

PARTNER OF THE YEAR

BOMA New York 2023 Pinnacle Awards

BOMA TOBY AWARDS

BOMA NY Grand Pinnacle Award and Earth Award
BOMA Mid-Atlantic and International TOBY Earth Award

#1 LOWEST EMISSIONS OF ALL NYC-BASED REITS 18

Per Green Street November 24, 2021 research reports (documenting 2020 data)

GRESB ★★★★★ 2023

GRESB 5 Star Rating 4th Consecutive Year, 1st of 115 Americas' Listed Companies

MANHATTAN CHAMBER OF COMMERCE

2023 Landmark of the Year

WELL HEALTH-SAFETY RATED 2024

100%

WELL Health-Safety Rated

Empire Building Challenge PARTNER

Reimagining Low-carbon Buildings

GREEN LEASE LEADER PLATINUM

Green Lease Leader

U.S. GREEN BUILDING COUNCIL LEED GOLD USGBC

Empire State Building is LEED EB O&M v4 Gold

fitwel

86%

Manhattan Portfolio Fitwel Certified

Fitwel Champion

Better Buildings U.S. DEPARTMENT OF ENERGY

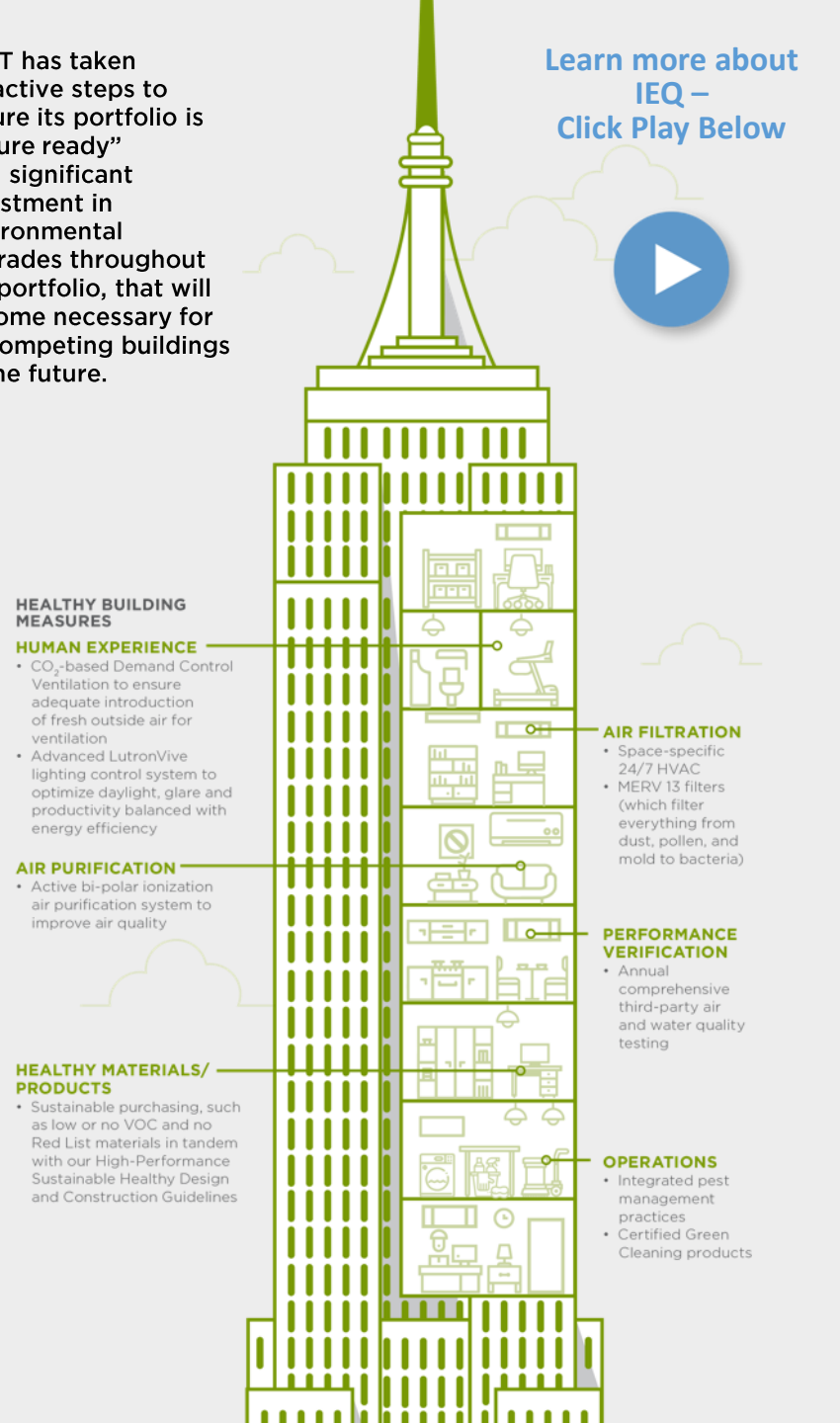
Department of Energy (DOE) Better Climate Challenge Partner

NYC MAYOR'S OFFICE OF SUSTAINABILITY

NET ZERO COMMITMENT

ESRT has taken proactive steps to ensure its portfolio is "future ready" with significant investment in environmental upgrades throughout the portfolio, that will become necessary for all competing buildings of the future.

Learn more about IEQ – Click Play Below



Sustainability Leadership



Our Chairman and CEO, Anthony E. Malkin is a recognized leader on sustainability initiatives for our local and national community

- Chairman of the Real Estate Roundtable Sustainability Policy Advisory Committee
- Was sole commercial owner member of NYC's Dept of Buildings Local Law 97 Implementation Advisory Board and Co-Chair of LL97 Commercial Buildings Working Group



Our Director of Energy, Sustainability and ESG, SVP Dana Schneider serves on the Real Estate Round Table Sustainability Policy Advisory Committee

- Urban Green Board of Directors
- Sole commercial owner member of NYC Sustainability Advisory Board
- REBNY Sustainability Committee
- The Clean Fight and REBNY PropTech Judge



Our President, Christina Chiu serves on the NYC Building Decarbonization and Climate Finance Task Force, led by the NYC Economic Development Corporation (NYC-EDC) and NYU Stern's Chen Institute, and supported by representatives from the Mayor's Office for Climate (MOCEJ) and the New York State Energy Research & Development Authority (NYSERDA)

EMPIRE STATE REALTY TRUST

Industry Leadership & Engagement

- ✓ WELL Living Lab/Mayo Clinic
- ✓ REBNY Sustainability Committee
- ✓ NAREIT Real Estate Sustainability Committee
- ✓ Urban Green Board of Directors
- ✓ ULI Tenant Energy Optimization Program
- ✓ NYC Mayor's Carbon Challenge
- ✓ NYC Building Decarbonization and Climate Finance Task Force
- ✓ The Clean Fight (Final Round Judge)
- ✓ USGBC LEED Steering Committee
- ✓ ESRT & NYSERDA's Empire Building Playbook is available online for free

Reconciliation of Non-GAAP Measures

Reconciliation of Net Income to Cash NOI and Same Store Cash NOI [19]	September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023
Net income	$ 22,796	$ 28,555	$ 10,215	$ 15,830	$ 19,928
Add:					
General and administrative expenses	18,372	18,020	15,972	16,144	16,012
Depreciation and amortization	45,899	47,473	46,081	49,599	46,624
Interest expense	27,408	25,323	25,128	25,393	25,382
Interest expense associated with property in receivership	1,922	628			
Loss on early extinguishment of debt	-	-	553	-	-
Income tax expense (benefit)	1,442	750	(655)	1,792	1,409
Less:					
(Gain) loss on disposition of property	(1,262)	(10,803)	-	2,497	-
Third-party management and other fees	(271)	(376)	(265)	(275)	(268)
Interest income	(6,960)	(5,092)	(4,178)	(4,740)	(4,462)
Net operating income	109,346	104,478	92,851	106,240	104,625
Straight-line rent	(2,277)	(1,900)	(3,061)	(2,133)	(5,015)
Above/below-market rent revenue amortization	(476)	(513)	(514)	(483)	(554)
Below-market ground lease amortization	1,958	1,958	1,958	1,958	1,957
Total cash NOI - including Observatory and lease termination fees	108,551	104,023	91,234	105,582	101,013
Less: Observatory NOI	(29,667)	(25,166)	(16,165)	(26,935)	(28,091)
Less: cash NOI from non-Same Store properties	(4,962)	(7,350)	(8,233)	(8,248)	(7,204)
Total Same Store property cash NOI - including lease termination fees	**73,922**	**71,507**	**66,836**	**70,399**	**65,718**
Less: Lease termination fees	(4,771)	-	-	-	-
Total Same Store property cash NOI - excluding Observatory and lease termination fees	**$ 69,151**	**$ 71,507**	**$ 66,836**	**$ 70,399**	**$ 65,718**

Reconciliation of Non-GAAP Measures

	Twelve Months to Date	Three Months Ended [20] 30-Sep-24	30-Jun-24	31-Mar-24	31-Dec-23
Rental revenue	539,844	132,492	136,328	136,557	134,467
Tenant expense reimbursement	70,792	20,625	16,142	17,325	16,700
Deduct:					
Straight-line rental revenues	(9,371)	(2,277)	(1,900)	(3,061)	(2,133)
Above/below-market rent revenue amortization	(1,986)	(476)	(513)	(514)	(483)
Total cash revenues	599,279	150,364	150,057	150,307	148,551

Reconciliation of Net Income to EBITDA and Adjusted EBITDA	Three Months Ended [20] September 30, 2024	June 30, 2024	March 31, 2024	December 31, 2023	September 30, 2023
Net income	$ 22,796	$ 28,555	$ 10,215	$ 15,830	$ 19,928
Interest expense	27,408	25,323	25,128	25,393	25,382
Interest expense associated with property in receivership	1,922	628	-	-	-
Income tax expense (benefit)	1,442	750	(655)	1,792	1,409
Depreciation and amortization	45,899	47,473	46,081	49,599	46,624
EBITDA	99,467	102,729	80,769	92,614	93,343
(Gain) loss on disposition of properties	(1,262)	(10,803)	-	2,497	-
Adjusted EBITDA	$ 98,205	$ 91,926	$ 80,769	$ 95,111	$ 93,343

Footnotes

- Page 4
  - 1 - Adjusted for pro-forma; (1) the disposition of First Stamford Place announced in April 2024, (2) the breakout of base retail from NYC office, now included with standalone retail as “NYC retail”, and (3) full-year NOI contribution from the Williamsburg retail acquisitions that the company signed agreements for in July 2024.
- Page 6
  - 2 - Beginning in the quarter ended June 30, 2024, we include "Early Renewals", defined as leases which were signed over two years prior to lease expiration. “Early Renewals” are included within the total leased square footage metrics listed.
- Page 7
  - 3 – Table reflects cumulative initial cash rents totaling $52M contributing to cash NOI in the following years.
  - 4 – Since 2013, the year in which we went public, through September 30, 2024.
  - Company data and filings include office and retail tenants as of September 30, 2024.
- Page 8
  - 5 - Adjusted EBITDA is calculated on a trailing twelve-month basis.
  - 6 - Reflects the Company’s secured debt.
  - 7 - Peer group includes SLG as of September 30, 2024, and BXP, PGRE, and VNO as of June 30, 2024.
  - 8 – Pro-forma debt maturity schedule reflects the Company’s debt and excludes regularly scheduled amortization and the undrawn portion revolving credit facility as of September 30, 2024, adjusted for subsequent activity including: (1) repayment of the $100M Series A unsecured notes due in March 2025 with private placement proceeds, and (2) repayment of the $120M drawn on the revolver (2029 maturity with extensions).
- Page 10
  - 9 – Includes all announced acquisitions through 10/21/2024.
- Page 15
  - 10 - Source: Newmark
- Page 16
  - Industry diversification by annualized fully escalated office rent.
  - Company data and filings as of September 30, 2024.
- Page 17
  - 11 - Per Uber Newsroom report titled: A look back at 2021, dated December 9th, 2021. Click here for more information.
  - 12 - Per CNBC article titled: These are the most-searched ‘bucket list’ travel experiences in the world, dated July 5th 2021. More information here.
- Page 18
  - 13 - Based on percentage of total fully escalated rent (FER) of the Company’s retail portfolio in aggregate. Does not include signed leases that have not yet commenced. Company data and filings as of September 30, 2024.
- Page 22
  - 14 - Source: CoStar
  - 15 – Source: Metropolitan Transportation Authority
- Page 28
  - 16 - Per Green Street research report: Office Insights: NYC Local Emissions Regulation Update, dated November 24, 2021.
  - 17 – Data as of December 31, 2023.
- Page 29
  - 18 - Per Green Street research report: Office Insights: NYC Local Emissions Regulation Update, dated November 24, 2021.
- Page 31
  - 19 - Company data and filings as of September 30, 2024. Amounts in thousands.
- Page 32
  - 20 - Company data and filings as of September 30, 2024. Amounts in thousands.

Disclaimer

This presentation includes “forward-looking statements” within the meaning of Section 27A of the Securities Act of 1933, as amended (the “Securities Act"), and Section 21E of the Securities Exchange Act of 1934, as amended (the “Exchange Act”). We intend these forward-looking statements to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995 and are including this statement for purposes of complying with those safe harbor provisions. You can identify forward-looking statements by the use of forward-looking terminology such as “aims," "anticipates," "approximately," "believes," "contemplates," "continues," "estimates," "expects," "forecasts," "hope," "intends," "may," "plans," "seeks," "should," "thinks," "will," "would" or the negative of these words and phrases or similar words or phrases. For the avoidance of doubt, any projection, guidance, or similar estimation about the future or future results, performance or achievements is a forward-looking statement.

Forward-looking statements are subject to substantial risks and uncertainties, many of which are difficult to predict and are generally beyond our control, and you should not rely on them as predictions of future events. Forward-looking statements depend on assumptions, data or methods which may be incorrect or imprecise, and we may not be able to realize them. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all).

Many important factors could cause our actual results, performance, achievements, and future events to differ materially from those set forth, implied, anticipated, expected, projected, assumed or contemplated in our forward-looking statements, including, among other things: (i) economic, market, political and social impact of, and uncertainty relating to, any catastrophic events, including pandemics, epidemics or other outbreaks of disease, climate-related risks such as natural disasters and extreme weather events, terrorism and other armed hostilities, as well as cybersecurity threats and technology disruptions; (ii) a failure of conditions or performance regarding any event or transaction described herein; (iii) resolution of legal proceedings involving the Company; (iv) reduced demand for office, multifamily or retail space, including as a result of the changes in the use of office space and remote work; (v) changes in our business strategy; (vi) a decline in Observatory visitors due to changes in domestic or international tourism, including due to health crises, geopolitical events, currency exchange rates, and/or competition from other observatories; (vii) defaults on, early terminations of, or non-renewal of, leases by tenants; (viii) increases in the Company’s borrowing costs as a result of changes in interest rates and other factors; (ix) declining real estate valuations and impairment charges; (x) termination of our ground leases; (xi) limitations on our ability to pay down, refinance, restructure or extend our indebtedness or borrow additional funds; (xii) decreased rental rates or increased vacancy rates; (xiii) difficulties in executing capital projects or development projects successfully or on the anticipated timeline or budget; (xiv) difficulties in identifying and completing acquisitions; (xv) impact of changes in governmental regulations, tax laws and rates and similar matters; (xvi) our failure to qualify as a REIT; (xvii) incurrence of taxable capital gain on disposition of an asset due to failure of compliance with a 1031 exchange program; (xviii) our disclosure controls and internal control over financial reporting, including any material weakness; and (xix) failure to achieve sustainability metrics and goals, including as a result of tenant collaboration, and impact of governmental regulation on our sustainability efforts. For a further discussion of these and other factors that could impact the company's future results, performance, or transactions, see the section entitled “Risk Factors” of our annual report on Form 10-K for the year ended December 31, 2023 and of our quarterly report on Form 10-Q for the quarter ended June 30, 2024 and any additional factors that may be contained in any filing we make with the SEC.

While forward-looking statements reflect the Company's good faith beliefs, they do not guarantee future performance. Any forward-looking statement contained in this press release speaks only as of the date on which it was made, and we assume no obligation to update or revise publicly any forward-looking statement to reflect changes in underlying assumptions or factors, new information, data or methods, future events, or other changes after the date of this press release, except as required by applicable law. Prospective investors should not place undue reliance on any forward-looking statements, which are based only on information currently available to the Company (or to third parties making the forward-looking statements).

The sustainability aspirations, targets and objectives contained in this presentation reflect our current plans and aspirations and are not guarantees that we will be able to achieve them. In addition, these efforts are impacted by our tenants’ willingness and ability to collaborate in reporting sustainability metrics and meeting sustainability goals, the ability of the New York grid to meet the emissions reduction targets and timing set forth in New York States’s CLCPA legislation, and replacement of equipment at the end of its useful life cycle.