## 2022 CITI GLOBAL PROPERTY CEO CONFERENCE



### DISCLAIMER

This presentation contains forward-looking statements within the meaning of federal securities laws. All statements, other than statements of historical facts, included in this presentation that address activities, events or developments that we expect, believe or anticipate will or may occur in the future are forward-looking statements. These forward-looking statements are based on certain assumptions and analyses, made by us in light of our experience and our perception, of historical trends, current conditions, expected future developments and other factors we believe are appropriate. Forward-looking statements are generally identifiable by the use of the words "may," "will," "should," "expect," "anticipate," "estimate," "believe," "intend," "project," "continue," or the negative of these words, or other similar words or terms.

Forward-looking statements contained in this presentation are subject to a number of risks and uncertainties, many of which are beyond our control, that may cause our actual results, performance or achievements to be materially different from future results, performance or achievements expressed or implied by forward-looking statements made by us, including the risks and uncertainties related to the on-going COVID-19 pandemic (including future variants) and the direction and impact it will have on our business and the industry as a whole and the other risks and uncertainties described in our filings with the Securities and Exchange Commission (the "SEC"). Except to the extent required by law, we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of future events, new information or otherwise.

The Non-GAAP financial measures contained in this presentation are not measures of financial performance calculated in accordance with U.S. generally accepted accounting principles, or GAAP, and should not be considered as replacements or alternatives to any other performance measure derived in accordance with GAAP or as alternative measures of liquidity. Management believes that there are several non-GAAP financial measures which represent measures similar to those used in evaluating compliance with certain of our debt financial covenants, and which will allow readers to easily make comparisons between current and prior year period results. Select non-GAAP financial measures are also used as a metric to determine certain components of performance-based compensation. These non-GAAP financial measures are based on currently available information as well as certain adjustments that we believe are reasonable and are presented as an aid in understanding our operating results. They may not be comparable to similarly named measures used by other companies. Reconciliations for non-GAAP financial measures to the nearest comparable GAAP measure are provided in SL Green's Current Report on Form 10-K filed with the SEC on February 17, 2022. In addition, this presentation contains earnings guidance in funds from operations per diluted share for the year ending December 31, 2022 .



## SL GREEN: A BRIGHT FUTURE

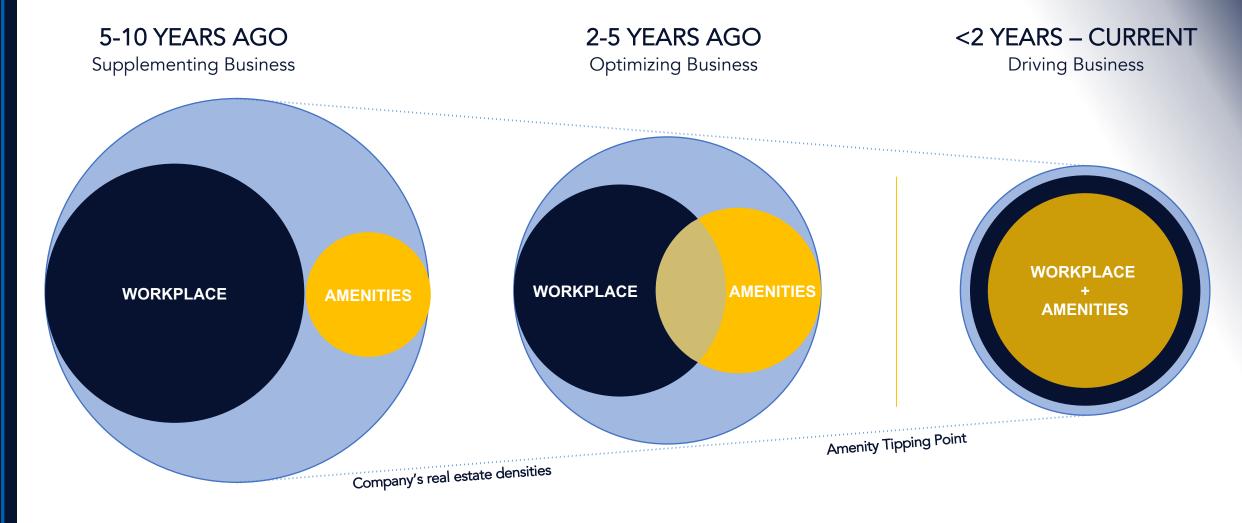
- 1. Adapt to Changing Workplace Patterns
- 2. Focus on Development and Redevelopment
- 3. New Approach to Asset Management
- 4. Diversify Our Platform
- 5. Lead the Way on ESG
- 6. Realize Embedded Value
- 7. Invest in Ourselves
- 8. "GSD"



## ADAPT TO CHANGING WORKPLACE

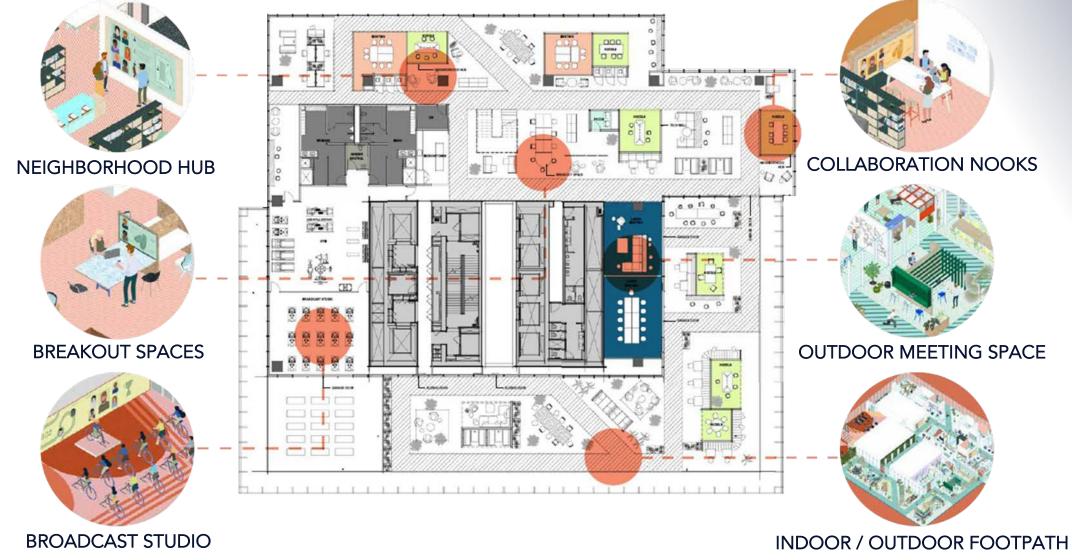


# THE EVOLVING DESIGN OF AMENTIES





### THE EVOLVING DESIGN OF OFFICE SPACE





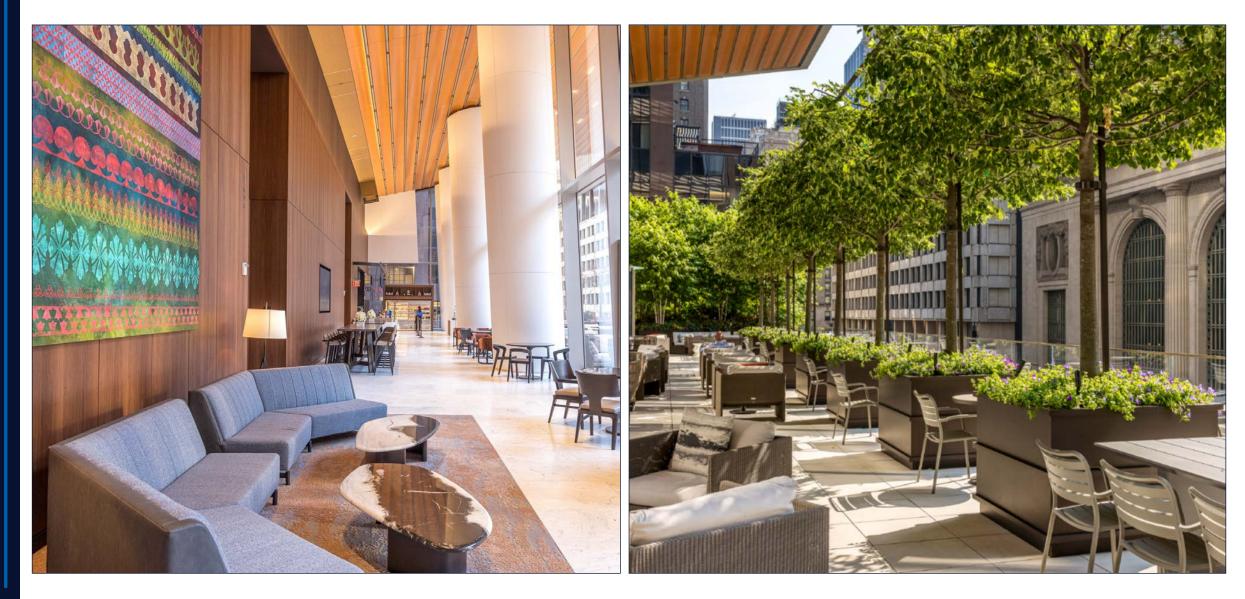
## SL GREEN BUILDING AMENITIES

- Curated amenity spaces based on building size, location and tenant profile
- Strategic lease-up of retail space to support office tenants
- Dedicated hospitality team recruited from the hotel and restaurant industries

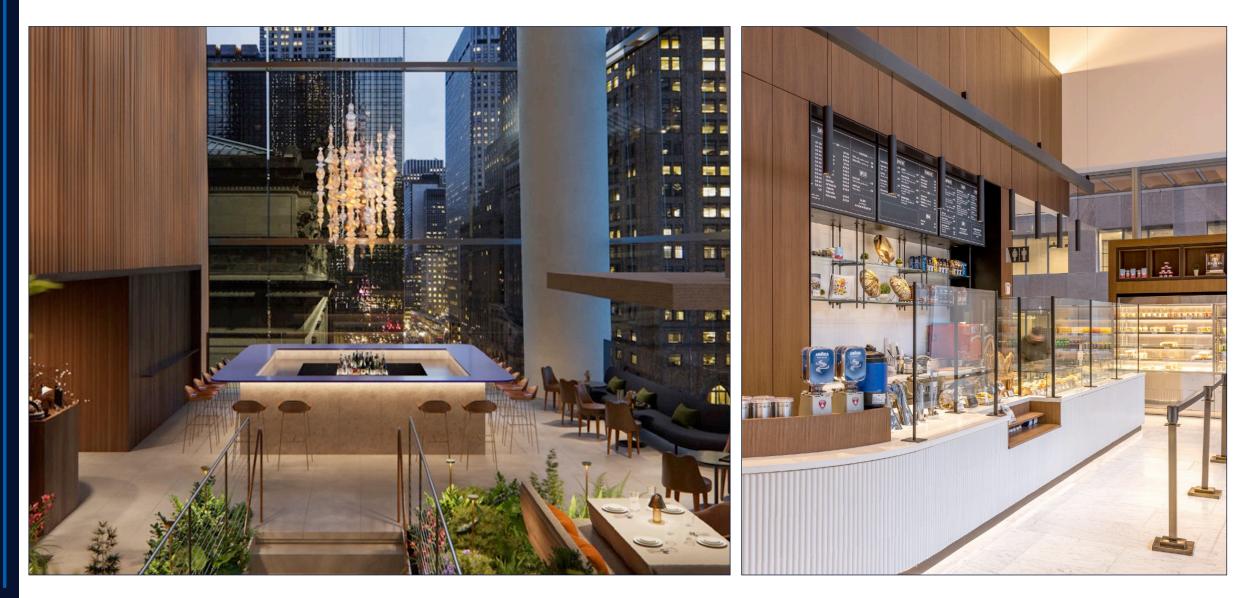




## **ONE VANDERBILT:** The Vandy Club Grand Gallery



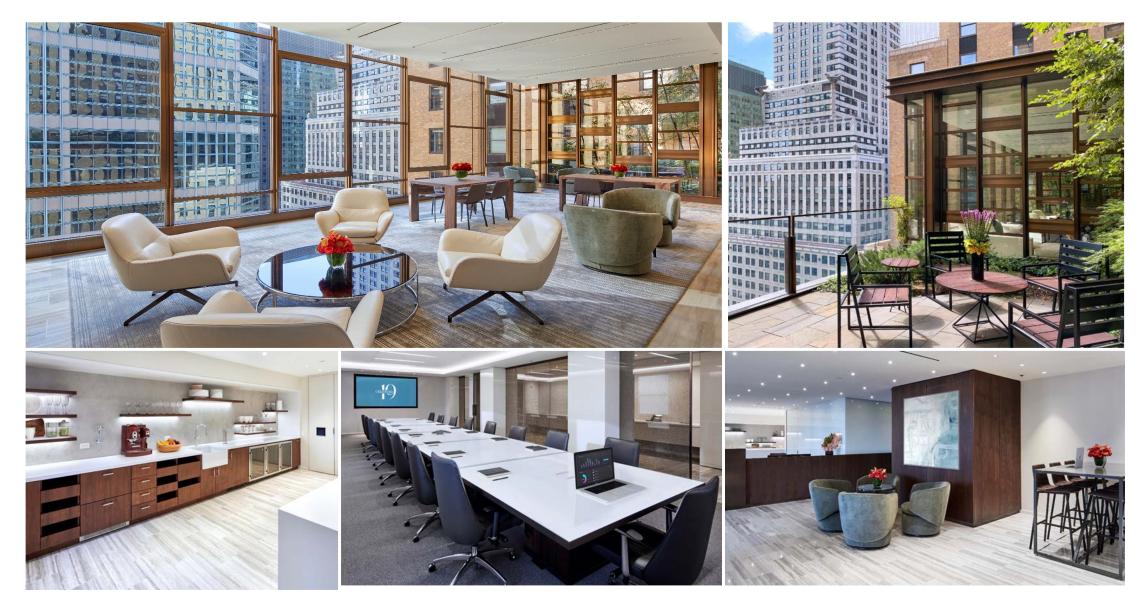
## **ONE VANDERBILT:** Le Pavillon & La Terrace by DB



## 100 PARK AVE: Park House Tenant Lounge & Conference Room



#### **420 LEXINGTON:** Graybar 19 – Conference Center



### **ONE MADISON:** Chelsea Piers Fitness





## FOCUS ON DEVELOPMENT & REDEVELOPMENT



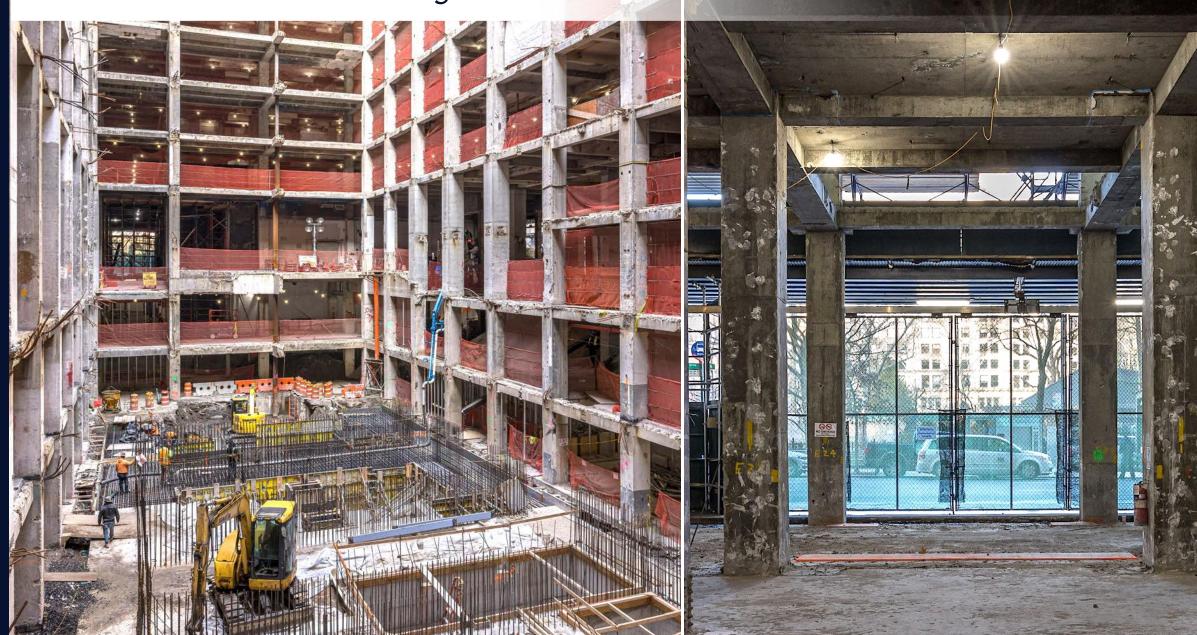
### SL GREEN'S ACTIVE DEVELOPMENT PROJECTS



# of Stories	27	12	34	26
Gross Square footage	1.3M	85K	260K	222K
Total Project Budget	\$2.3B	\$440M	\$306M	\$178M
SLG Ownership Interest	25.5%	-	-	20.0%
SLG Equity Left to Fund <sup>1</sup>	\$0	\$113M	\$0	\$18.5M
Estimated Completion	Q4 2023	Q3 2023	Q2 2022	Q3 2023
Architect	KPF / Vocon	CookFox / Victoria Hagan	FX Collaborative	Ismael Leyva



## **ONE MADISON:** Progress

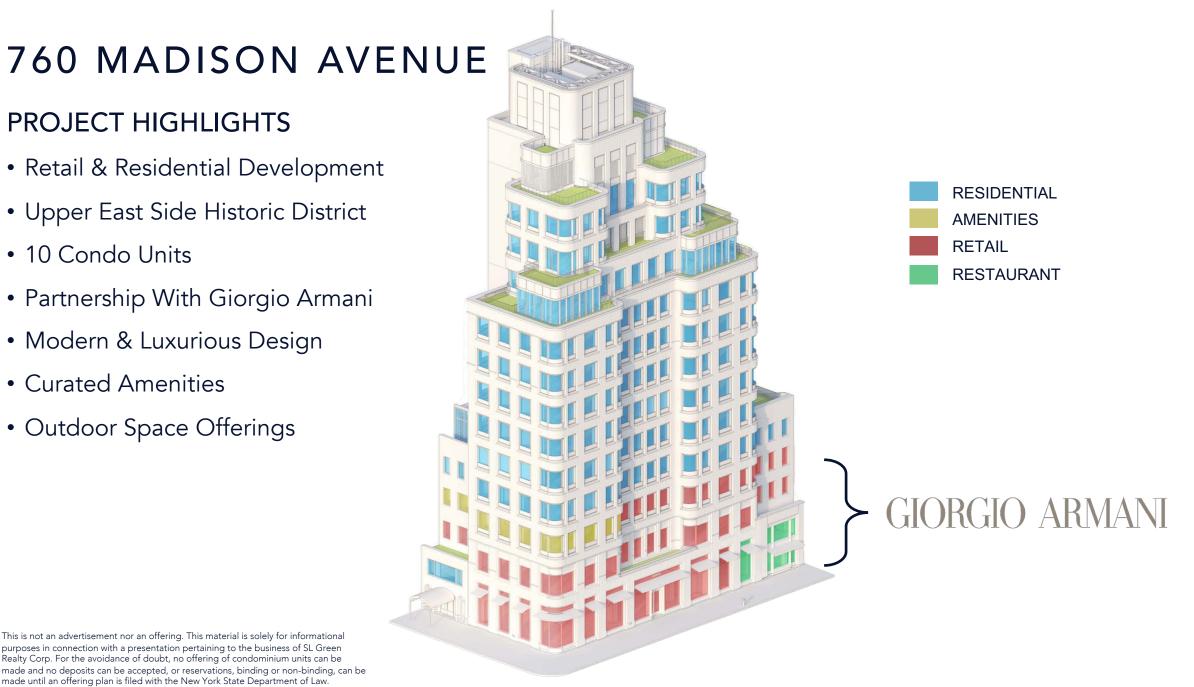


## ONE MADISON: Progress



### 760 MADISON AVENUE

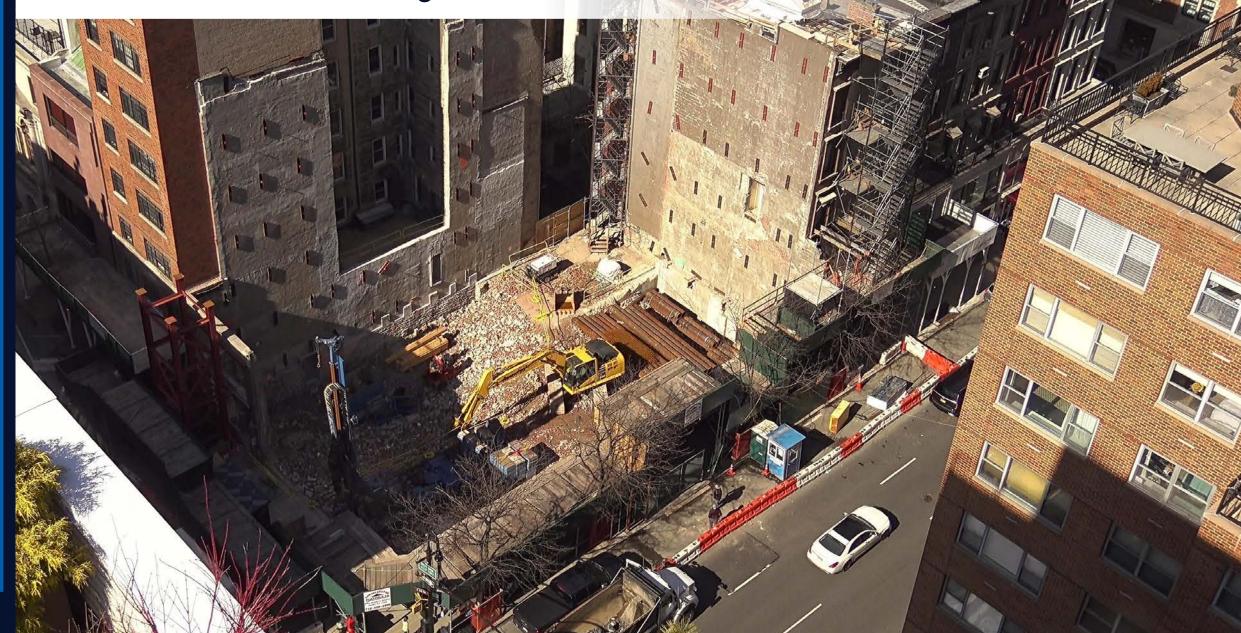
This is not an advertisement nor an offering. This material is solely for informational purposes in connection with a presentation pertaining to the business of SL Green Realty Corp. For the avoidance of doubt, no offering of condominium units can be made and no deposits can be accepted, or reservations, binding or non-binding, can be made until an offering plan is filed with the New York State Department of Law.



## 760 MADISON AVENUE: Terraces

This is not an advertisement nor an offering. This material is solely for informational purposes in connection with a presentation pertaining to the business of SL Green Realty Corp. For the avoidance of doubt, no offering of condominium units can be made and no deposits can be accepted, or reservations, binding or non-binding, can be made until an offering plan is filed with the New York State Department of Law.

## 760 MADISON: Progress



-



### MARKET RATE LEASING PERFORMANCE

648

LEASING TOURS

			2020 IC RENTS			CURRENT RENTS		INCREASES	
UNIT TYPE	COUNT	G	ROSS \$	GROSS PSF		GROSS \$	GROSS PSF	GROSS \$	PSF %
Studio	59	\$	3,838	\$84.23		\$4,382	\$96.19	\$11.96	14.2%
1 Bed	59	\$	5,046	\$86.96		\$5,790	\$99.76	\$12.80	14.7%
1 Bed+	9	\$	6,284	\$87.48		\$7,322	\$101.93	\$14.45	16.5%
2 Bed	18	\$	7,452	\$80.01		\$9,078	\$97.14	\$17.13	21.4%
3 Bed	1	\$1	4,068	\$100.01	_ `	\$15,000	\$106.32	\$6.31	6.3%
	146	\$	4,993	\$85.00		\$5,761	\$98.42	\$13.42	15.8%

118

LEASES EXECUTED

#### \$1,361,298 Incremental Gross Revenue<sup>2</sup>



81%

UNITS LEASED<sup>1</sup>

### SL GREEN'S ACTIVE REDEVELOPMENTS



## NEW APPROACH TO ASSET MANAGEMENT



### APPROACH

- Transitioning Towards an "Asset-Light" Business Model
  - Historically 50-100% ownership positions
  - New focus on smaller equity positions with disproportionate upside
  - One Madison Avenue (25.5%), 15 Beekman (20.0%), more to come
- Capitalizing on Global Institutional Demand for NYC Assets and SLG Platform
  - Significant demand for best-of-class NYC real estate and premier sponsorship
  - Growing institutional partnerships from around the globe (North America, Europe, Asia, and Middle East)
- Generating Outsized Fee-enhanced Returns and Promotes Through Joint Ventures
  - Every \$ invested provides significantly larger relative return
  - Lower equity commitments free up capital to opportunistically deploy elsewhere
- Increasing Third Party Strategic Assignments Business
  - Generating stable fee income with no equity commitments (special servicing, restructurings, etc.)
  - Experience, reputation and relationships drive business origination
  - Proven execution ability in navigating complex situations



## ASSET LIGHT AND STRUCTURE FOCUSED

Increasing Third Party Strategic Assignments Business Green Loan Services LLC<sup>1</sup>: \$2.3B Third Party Assignments, \$12.1M Fees since 2017



Assignment Date	2022	2021	2021	2022	2017	2021	2019
Outstanding Principal Balance	\$600M	\$846M	\$330M	\$308M	\$265M	\$179M	\$110M
Asset Type	Hotel, Retail	Retail	Retail, Office	Office	Office	Office	Office
Location	New York, NY	Diversified US	Washington D.C.	New York, NY	Stamford, CT	Islandia, NY	New York, NY
Assignment / Resolution	REO Asset Management	Restructure / Loan Modification	Foreclosure / Par Payoff	Named Special Servicer	Deed In Lieu / REO Repositioning	Fair Value Purchase Option	Fair Value Purchase Option



1. Rated CMBS special servicer since 2004

## DIVERSIFY SLG PLATFORM





#### RE-IMAGINE CITY

Snøhetta 🖄

SUMMIT One Vanderbilt redefines immersive experiences atop the iconic modern landmark, One Vanderbilt.

Conceived by Kenzo Digital, designed by Snøhetta and produced by SL Green, SUMMIT One Vanderbilt invites guests to transcend their everyday existence and engage with space in a new way.

Conceptualized as a "Central Park in the Sky," SUMMIT One Vanderbilt asks guests to question their perception of the built environment, their connection to nature, and how they perceive themselves. In record time, SUMMIT One Vanderbilt became the hottest new attraction in New York City – within the most competitive landscape for entertainment attractions.

#### 99

Days in Operation

**399K** Total Visitors

**57 Countries** With ticket purchasers

#### 285 Miles

Traveled in Ascent (equivalent to the distance from Manhattan to Washington DC)

#### 73 Wedding Proposals

Booked or spontaneous





Manhattan, Oct. 21. Crie Adams, the Democratic candidate for mayor of New York, spoke at the opening of the Summit One Vanderbilt observation deck in Midtown. Andrew Seng for The New York, and the Statemark of the Statemark



#### WHAT OUR GUESTS SAY

My favorite observation deck in NYC. The design is absolutely breathtaking! – Nyorquina P on Google

This is a floating glass and mirror castle of wonder - everything is curated perfectly. - Chris N. on Trip Advisor

Summit One Vanderbilt is a must see in NYC an experience that you can't miss! – Luisa M. on Google

It is a must see for anybody living or visiting New York! *– Jordi Z. on Google* 

OUTSTANDING!!! This attraction is by far the best in New York!!!

- Joao L. on Yelp

Absolutely stunning ! I spent 2 hours with stars in my eyes - *Christine D. on Facebook* 

My experience was the best I got engaged there! Definitely in love with SUMMIT-

– Angela C. on Facebook

#### WHAT MEDIA SAYS

"A stunning perspective of the NYC skyline." — *Travel + Leisure* 

"If you've ever wondered what it is like to stare down Madison Avenue from Spiderman's vantage point, this is your chance." — Thrillist

"Why settle for one sky-high attraction when you can have three inside one building?" – CNN Travel

"Transcendence is like a sophisticated funhouse..." — Architectural Digest

> "We've seen New York from so many places, we've never seen it like this...That was unbelievable. That was such a great experience." — Hoda & Jenna on the TODAY Show

"Summit excites your imagination about New York City — and makes you fall in love with the place all over again." — New York Post

"SUMMIT One Vanderbilt sets visitors atop the skyline in a way no other arts attraction has done before."

– Cool Hunting

### LE PAVILLON

A CULINARY OASIS IN THE HEART OF MIDTOWN BY CHEF DANIEL BOULUD.

9,876 Bottles of Wine Sold

3,714 Oysters Served

100+ Table per Night Waitlist

983/460 Birthdays / Anniversaries

4-stars Forbes Travel Guide

10,000lbs Black Olive Trees Inside



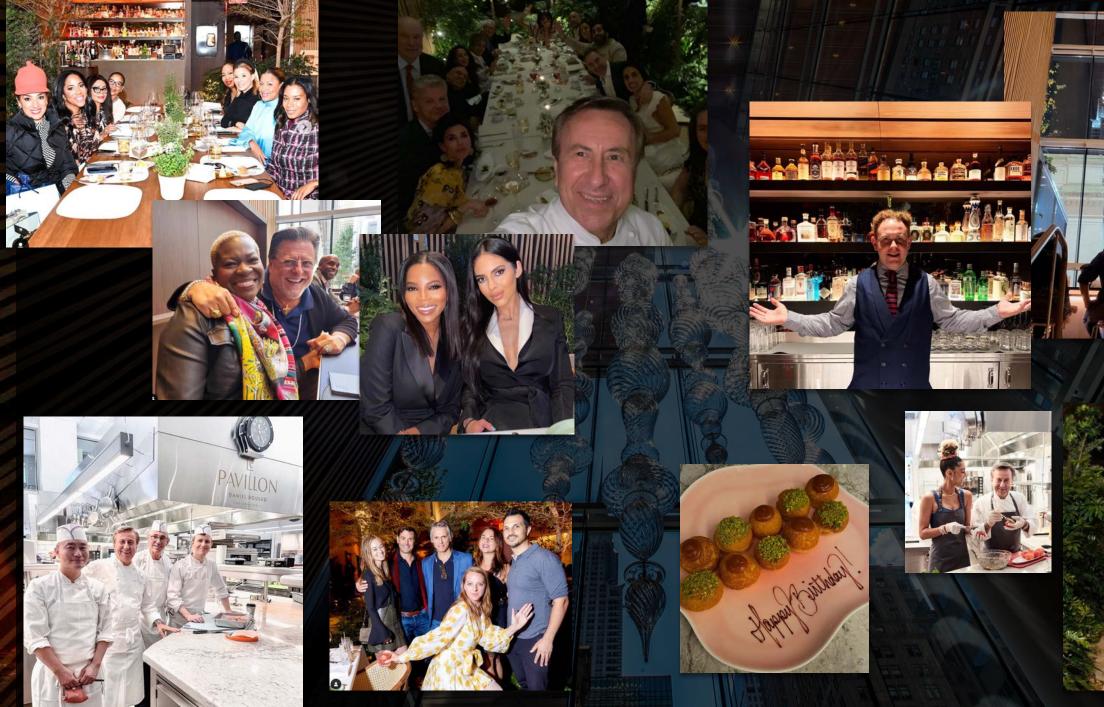
THE MOST IMPORTANT NEW RESTAURANT IN NYC HISTORY IS LE PAVILLON

May 18, 2021

# EATER

LE PAVILLON'S DESSERT *THE NOISETTE* AWARDED ONE OF EATERS 27 DESSERTS WORTH SAVING ROOM FOR

May 20, 2021









## HOW SLG APPROACHES ESG

#### ASSETS

Maximizing value for our stakeholders, reducing environmental impact, creating desirable spaces for businesses, and investing in our local community.

#### EMPLOYEES

Providing the tools and resources necessary to thrive in a rapidly developing industry and fostering a corporate culture to challenge employees to meet their potential.

#### **TENANTS**

Prioritizing tenant engagement to enable tenants and owners to achieve our collective ESG goals and objectives. ESG principles are integrated throughout our business

#### **RISK MANAGEMENT**

Proactively implementing response procedures making longterm planning decisions to fortify the future stability of our business.

#### COMMUNITY

Tying our future to the success of our City and fellow New Yorkers by creating thousands of jobs, supporting philanthropic causes, and partnering with our suppliers and tenants.

#### GOVERNANCE

Committing to transparent disclosure with stakeholders and ensuring we achieve our collective vision of model corporate citizenship.



# SLG ESG RECENT AWARDS AND ACCOLADES

# 2021



ESG Risk Rating Top 15% 2019-2021





91st Percentile among Global Peers Assessed

#### STATE STREET GLOBAL ADVISORS

R-Factor™ Score Outperformer 2020-2021



One Vanderbilt-2021 ULI New York Award for Excellence in Development

#### **COMMERCIAL OBSERVER**

One Vanderbilt-Smart Building of the Year



Gold Level 2020



"A" Rating on Public Disclosure 2017-2021





Top 25% of all Residential & Commercial REITs



One Vanderbilt-Only building worldwide to achieve LEED v3 Platinum and v4 Gold simultaneously



Sustained Excellence Partner of the Year 2015-2016, 2018-2021 Sustained Excellence 2018-2021



Changemaker Award 2018-2021

# YTD 2022

#### Sustainability Yearbook

Member 2022

#### S&P Global

Top 15% CSA score among industry peers

### STATE STREET GLOBAL ADVISORS

R-Factor Score "Leader" ranking for top 10% performance in Real Estate industry 2022 (upgraded from "Outperformer")

**ISS** Top 20% Corporate ESG Performance and "High Transparency" level

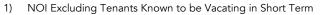


# REALIZE EMBEDDED VALUE



# SL GREEN'S 2021 OFFICE SALES

	635-641 SIXTH AVE.	110 E 42 <sup>ND</sup> ST.	590 FIFTH AVE.	707 ELEVENTH AVE.	ONE MADISON AVE.	220 E 42 <sup>ND</sup> ST.	TOWER 46
Interest Sold	100%	100%	100%	100%	25%	49%	25%
Price / Gross Value	\$325M	\$117M	\$103M	\$95M	\$2.3B	\$790M	\$275M
Price / Gross Value PSF	\$1,217	\$550	\$1,000	\$688 <sup>2</sup>	\$1,659	\$646	\$793
Cap Rate	4.9% <sup>1</sup>	4.3%	3.5%	N/A	N/A <sup>3</sup>	4.9%	5.0%



2) Price Per ZSF

3) No Current In-Place Cash Flow as Asset is Undergoing Redevelopment

## SL GREEN'S NON-OFFICE 2021 SALES

	1080 AMSTERDAM AVE.	605 WEST 42 <sup>ND</sup> STREET <sup>2</sup>	400 EAST 57 <sup>TH</sup> STREET
Interest Sold	92.5%	20%	100% of loan / 41% interest in building
Price / Gross Value	\$43M	\$858M	\$134M
Price / Gross Value PSF	\$947 <sup>1</sup>	\$973	\$663
Cap Rate	3.8%	4.1%	3.2% <sup>3</sup>

Grossed up for the ground lease 1)

Excluding Garage Stabilized

## NOTABLE RECENT MARKET SALES

	HUDSON COMMONS	218 WEST 18 <sup>TH</sup> STREET	11 EAST 26 <sup>TH</sup> STREET	86 TRINITY PLACE	100 PEARL STREET	ONE MANHATTAN WEST <sup>2</sup>	452 FIFTH AVENUE <sup>2</sup>	475 FIFTH AVENUE <sup>2</sup>
Buyer	CommonWealth Partners	Meadow Partners	Rockrose Development	The Yucaipa Companies	CommerzReal	Blackstone	Innovo Property Group	RFR Realty
Seller	Cove Property Group, Baupost Group	Columbia Property Trust	Peter McGreevy, 30 Adams & Co	Clarion Partners, GHC Development	GFP Real Estate, Northwind Group	Brookfield, QIA	IDB Group, Midtown Equities, UKI	NBIM, TIAA
Price / Gross Value	\$1.03B	\$170M	\$283M	\$155M	\$850M	\$2.85B	\$855M	\$300M
Price / Gross Value PSF	\$1,476	\$1,026	\$1,296	\$853	\$878	\$1,366	\$988	\$1,064
Cap Rate	3.6%	5.0%	4.9%	N/A <sup>1</sup>	4.3%	3.7%	5.0%	5.8%

1) No Current In-place Cash Flow as Asset is Vacant

2) Under Contract

## POTENTIAL SL GREEN SALES



...AND LIKELY MORE TO COME

# OURSELVES



# NET ASSET VALUE: IMPLIED DISCOUNT

\$ In Millions Except Per Share; All Presented @ SLG Share

Share Price <sup>1</sup>		\$78.98
Total Market Capitalization Based on 70.3M Fu	Ily Diluted Shares Outstanding	\$5,552
Plus: Net Debt		9,999
Total Market Enterprise Value		\$15,552
Leased Fees and Leasehold Interests <sup>2</sup>	711 Fee @ 4.0% Cap; 1591-1597 Bwy Fee @ Cost; Leaseholds @ 7.0% Cap (Average)	1,329
High Street Retail Portfolio <sup>3</sup>	Retail @ 6.0% Cap (Average)	494
Suburban Asset Value	@ Net Present Value	121
Development Properties <sup>4</sup>	@ Cost	1,743
One Vanderbilt	@ Appraised Value + Cash Reserves	3,522
Held for 2022 Sale Properties	@ Estimated Net Proceeds <sup>5</sup>	37
Debt & Preferred Equity Portfolio	@ 0.9x Book Value	962
Other Assets <sup>6</sup>	Air Rights, Promotes, Emerge, Asset Mgmt Fees, Other Assets	312
Residual Value - Fee Simple Manhattan Office		\$7,032
2022 Fee Simple Manhattan Office Cash NOI a	it Share <sup>7</sup>	\$501
Implied Cap Rate		7.1%
Implied Value PSF		\$521

	Cap Rate	Implied Stock Price	Implied Multiple	Price PSF
ote: Property Values as of 11/30/21. Share Count as of 12/31/21 Share Price as of Market Close 03/04/2022 Leasehold interests include Gravbar, 1185 AoA, 625 Madison and 711 Third. 2 Herald is included in Manhattan Fee Simple	4.75%	\$128.85	19.4x	\$781
	5.00%	\$121.35	18.3x	\$742
<ol> <li>High Street Retail assets include 717 Fifth, 1552 Broadway, 719 Seventh, 650 Fifth, 115 Spring, 21 East 66th, 121 Greene, 11 West 34th, 85 Fifth, and 690 Madison</li> <li>Development properties include OMA (cost at share and partner receivables), 7 Dey, 15 Beekman, 760 Madison, 707 11th and the Summit</li> </ol>	5.25%	\$114.57	17.3x	\$707
5. 1080 Amsterdam				

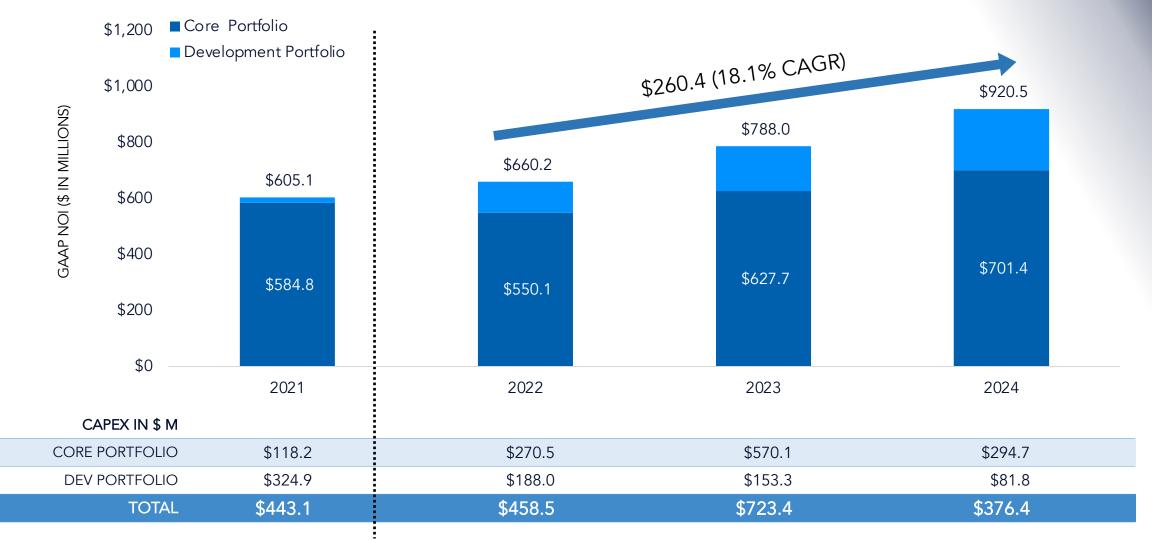
6. Includes fees and promotes on OVA and OMA, among other properties

7. 2022 Projected Cash NOI, Adding Back Free Rent

\*\*The capitalization rates ("Cap Rates") shown in the above ranges are illustrative in nature and may or may not reflect Cap Rates used by investors or other parties when valuing our properties. Cap Rates, which are applied as one potential approach to determine value, are inherently subjective and uncertain, and typically vary based on several factors, including property type, location, variability of market conditions and many other considerations. We have applied a single cap rate to our Manhattan stabilized cash NOI merely to illustrate the significant discount to an implied Net Asset Value ("NAV") at which we believe we trade, recognizing that the exact amount of that discount will vary depending on the Cap Rate selected and other factors

\*\*The above NAVs are merely illustrative and are not intended to reflect the value or the net proceeds that might be realized from a sale of our properties. The use of NAV as a measure of value is subject to inherent limitations. As with any valuation methodology, the methodologies used by the Company in estimating NAVs are based on many assumptions, judgments or opinions that may or may not prove to be correct, and other companies or investors may calculate NAVs differently than the Company. Among other things, the NAVs are based on uncertain Cap Rates and estimates and do not take into account transfer taxes and numerous other transactional costs are taxet into account transfer taxes and estimates and do not take into account transfer taxes and estimates and on on take into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not acke into account transfer taxes and estimates and do not achieved from a sale of our properties or the Company. Investors in the Company. Investors in the Company inguidated or (iv) the amount that a security holder would receive if the Company inguidated or (iv) the book value of the Company's real estate, which is generally based on the amount that a security holder would receive if the Company inguidated or (iv) the book value of the Company's real estate, which is generally based cost of the property, subject to certain adjustments

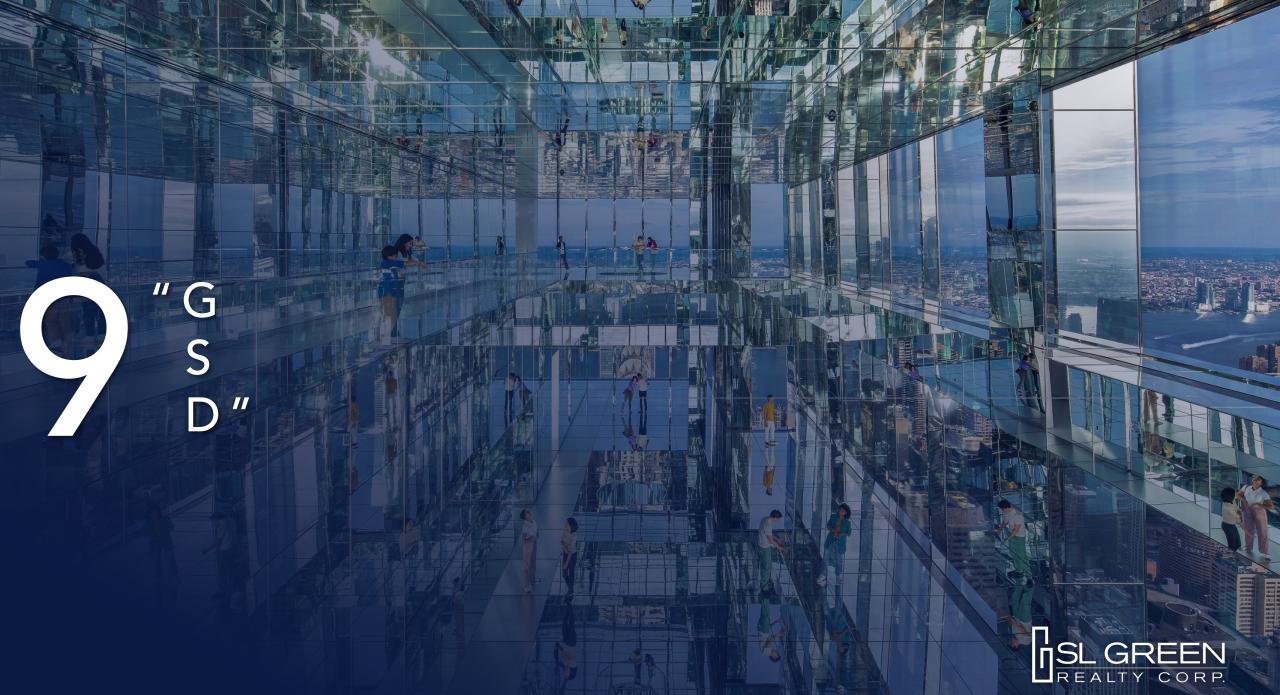
# 2021 COMBINED PORTFOLIO NOI BRIDGE



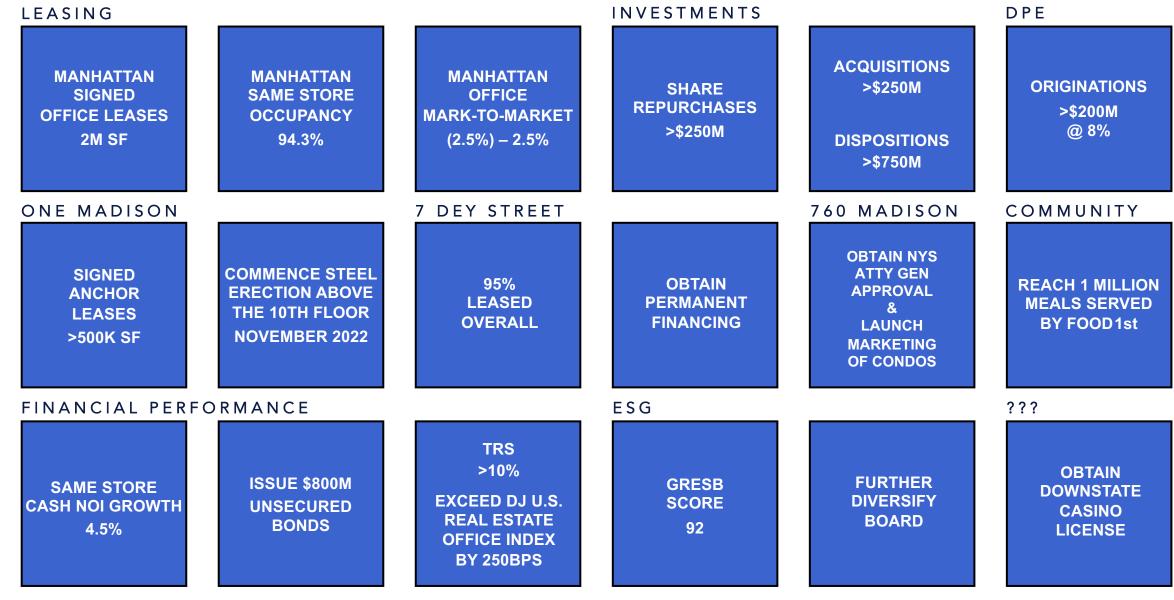
Note: Management's Projections @ SLG Share

Does Not Reflect the Impact of Operating Expense Capitalization in the Core Portfolio. Includes Ground Rent Classified as Interest Expense for GAAP One Madison Avenue 2024 GAAP NOI Reflects 2025 GAAP NOI





# 2022 GOALS & OBJECTIVES



# 2022 CITI GLOBAL PROPERTY CEO CONFERENCE

