

COPT: THE LANDLORD OF CHOICE FOR MARYLAND'S CYBER VALLEY



During 2010, U.S. Cyber Command was established at Fort George G. Meade (“Ft. Meade”), a DoD Center of **Excellence in Information, Intelligence and Cyber** and, in 2018, was elevated to a unified combatant command.¹ Due to the rapid growth of cybersecurity companies in the area, many refer to the B/W Corridor as The Silicon Valley of Cybersecurity, or simply *Cyber Valley*.

¹ In May 2018, U.S. Cyber Command was elevated to become the 10th Unified Combatant Command; previously it was a sub-unified command under U.S. Strategic Command.



MARYLAND'S EDUCATIONAL INSTITUTIONS THAT ARE NSA- DHA CERTIFIED CENTERS OF EXCELLENCE FOR CYBERSECURITY EDUCATION, RESEARCH AND TRAINING:

- > Bowie State University
- > Capitol College
- > Tech University
- > Johns Hopkins University
- > The Maryland Innovation and Security Institute ("MISI")
- > Towson University
- > United States Naval Academy
- > University of Maryland-Baltimore County
- > University of Maryland-College Park
- > University of Maryland-University College
- > National Cryptologic Museum²

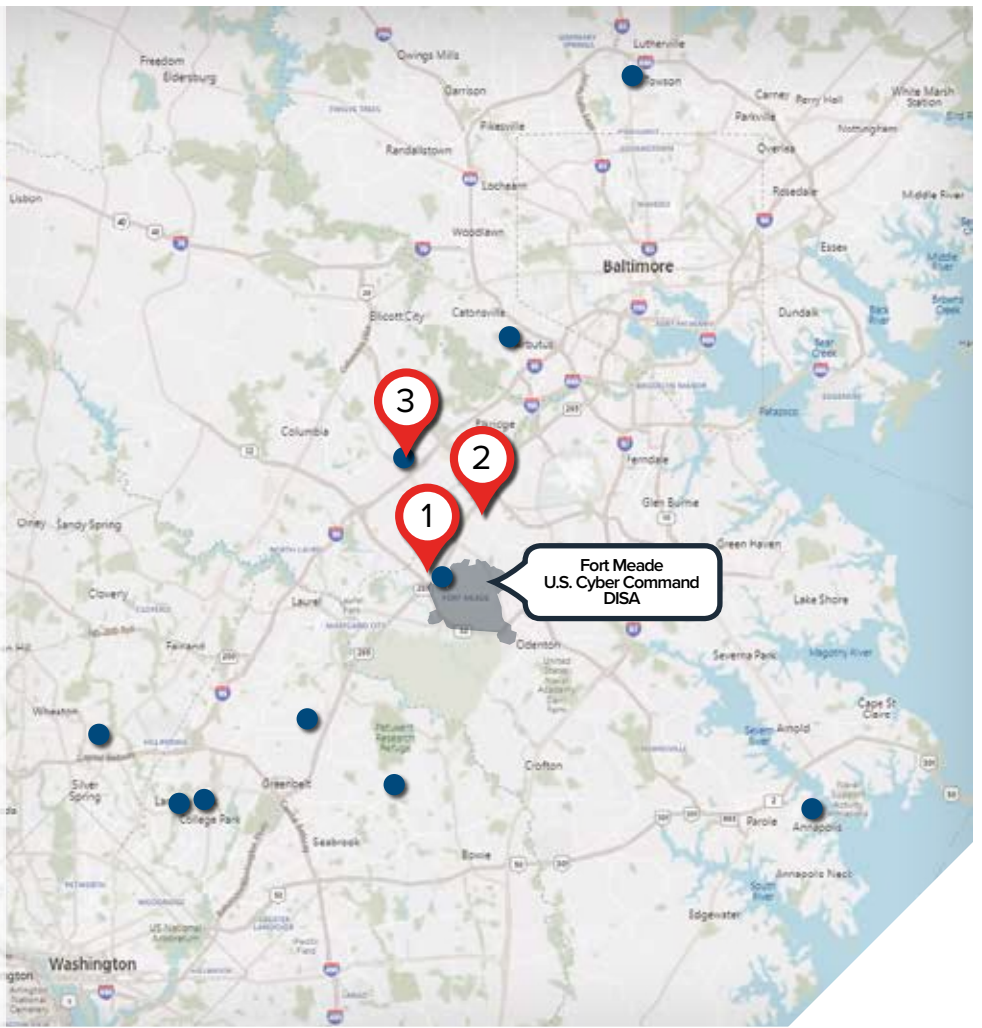
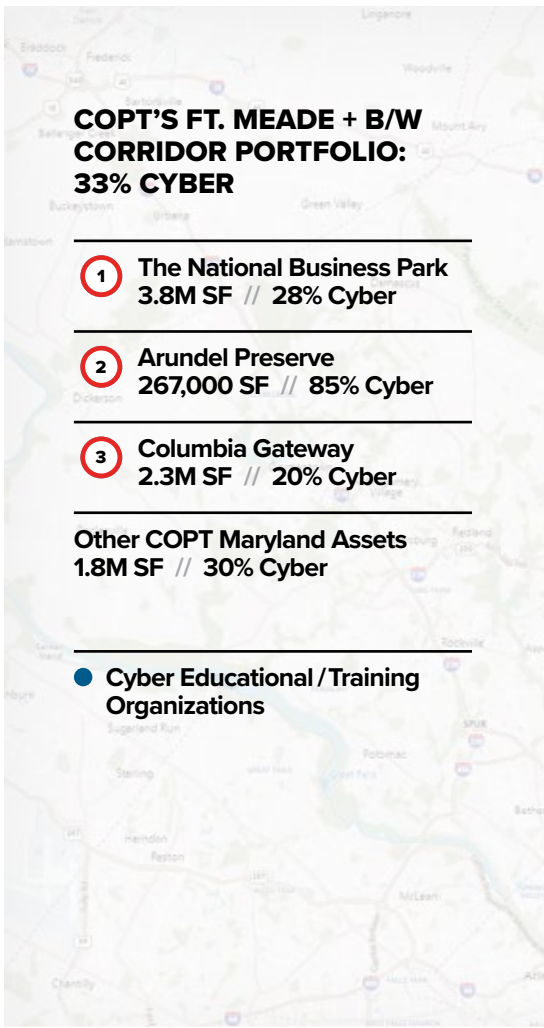
COPT: CYBER LANDLORD OF CHOICE

COPT's portfolio of Class A office product is uniquely positioned to accommodate the rapid growth of cybersecurity companies whose businesses depend on proximity to U.S. Government and commercial customers in and around Ft. Meade. COPT owns 87 office buildings totaling 8.2 million square feet within a 10-mile radius of Ft. Meade. At March 31, 2019, COPT's Ft. Meade/BW Corridor portfolio represented 47% of its consolidated portfolio, and 49% of its annualized rental revenues.³ The Company also owns land in the Ft. Meade/BW Corridor that can accommodate 4 million SF of future development.

Since U.S. Cyber Command was established at the end of 2010, COPT has completed 2.5 million SF of new leasing with cyber tenants, 2.1 million SF of which occurred in the Ft. Meade/BW Corridor. When combined with 600,000 SF of cybersecurity leasing accomplished before 2011, COPT has approximately 2.7 million SF—or 33% of its Maryland portfolio—leased to cybersecurity organizations, making COPT one of the largest cybersecurity landlords in the Cyber Valley.

² A private-public partnership between the NSA and the National Cryptologic Museum Foundation

³ Annualized rental revenue excludes revenues from COPT's single wholesale data center, located in Manassas, VA.



THE NATIONAL BUSINESS PARK: IRREPLACEABLE PROXIMITY TO U.S. CYBER COMMAND

The National Business Park is COPT's wholly-owned 3.8 million SF office park that contains 31 Class A office buildings leased to the U.S. Government and Defense/IT contractors serving the missions at Ft. Meade. COPT's land position at the NBP can support another 2.1 million SF of development.

The NBP is adjacent to Ft. Meade, essentially defining the installation's northwestern border. Due in large part to this proximity, The NBP historically has lead the B/W Corridor submarket in occupancy and rental rates. Since the founding of U.S. Cyber Command, an additional 1.1 million SF of leasing specifically related to cyber has occurred at The NBP, representing 28% of the park.



ARUNDEL PRESERVE: STONE'S THROW FROM FT. MEADE

COPT's Arundel Preserve office park is integrated into an amenity-rich, mixed-use development located one mile north of Ft. Meade's northern border. One of COPT's newer projects, Arundel Preserve, currently consists of two buildings totaling 267,000 SF, of which cybersecurity tenants lease 85%. COPT owns land in this park that can support another 960,000 SF of development.



COLUMBIA GATEWAY: WHERE CYBER COMPANIES GROW

Columbia Gateway is a 6.7 million SF office and industrial park located within 7 miles of Ft. Meade. Close enough to serve U.S. Cyber Command and other high-tech missions at Ft. Meade. Its proximity to Ft. Meade without the premium rents paid at The NBP, plus immediate access to I-95, and a wide array of retail amenities, make Columbia Gateway a preferred location for new and established cybersecurity firms. With 28 buildings totaling 2.3 million SF, COPT is the largest landlord in Columbia Gateway, and also leased to the greatest number of cybersecurity firms.⁴ As of March 31, 2019, COPT leased 20% of its Columbia Gateway space to cybersecurity tenants, and served as landlord to 46% of the cybersecurity firms in the park.⁵

A large part of COPT's cyber leasing success is in the differentiated space and the value proposition it delivers to tenants. In 2014, COPT began redeveloping select buildings to appeal to modern, hi-tech and cybersecurity organizations, who value attractive space and on-site amenities as much as a fair rental rate. COPT's innovative CIRQL™ design and its commitment to providing Experience Driven Workplaces in commuter-friendly locations such as Columbia Gateway are key ingredients of COPT's success in attracting—and retaining—today's hi-tech workforce.



CORPORATE OFFICE PROPERTIES TRUST

6711 Columbia Gateway Drive, Suite 300

Columbia, MD 21046

ir@copt.com // www.copt.com // NYSE: OFC



⁴ This includes 6950 Columbia Gateway Drive, a 106,000 SF office building currently being redeveloped according to COPT's Experience Driven Workplace guidelines. The project is scheduled to be placed back in-service during 2Q19.

⁵ Source: <http://eagb.maps.arcgis.com/apps/MapSeries/index.html?appid=f1480443ee5d4fbabd710890431a5af4>