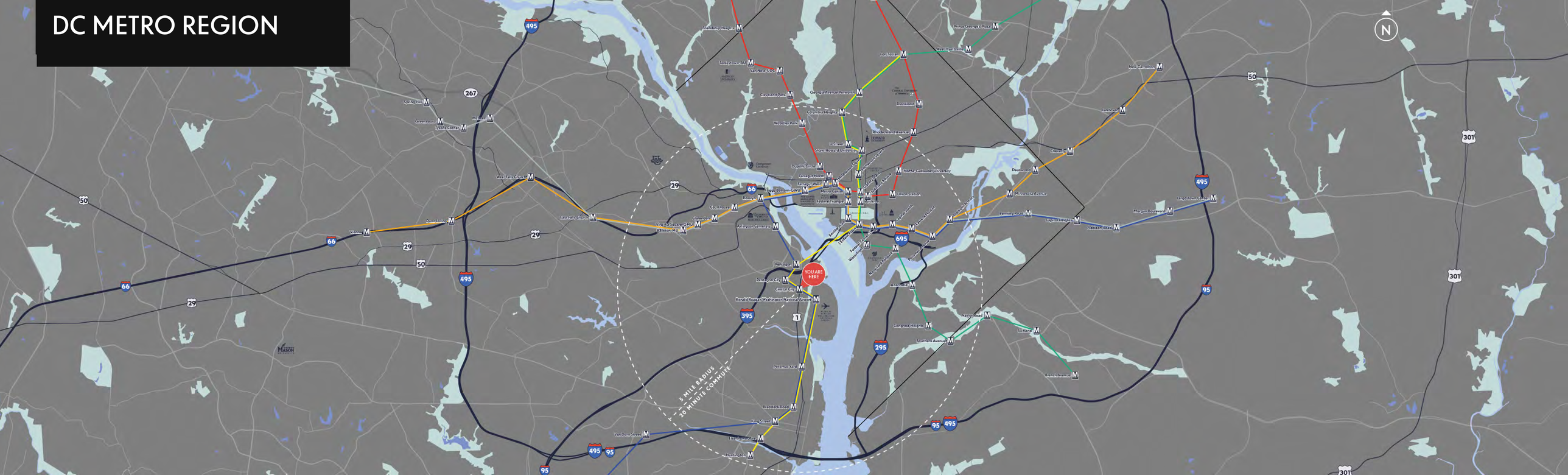
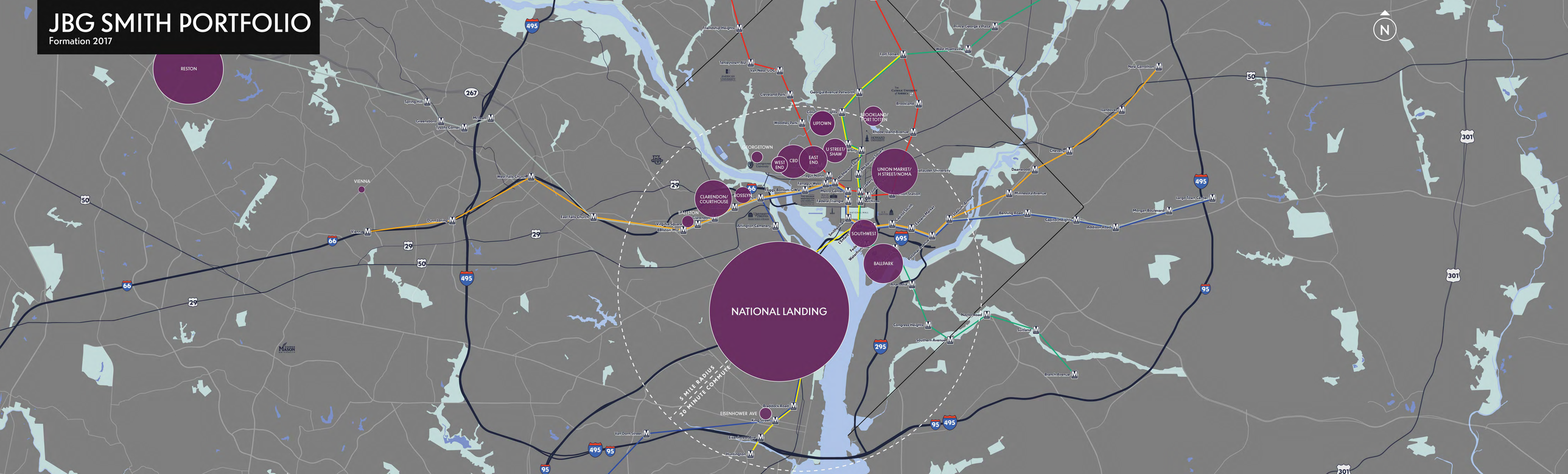

JBG SMITH AT NATIONAL LANDING

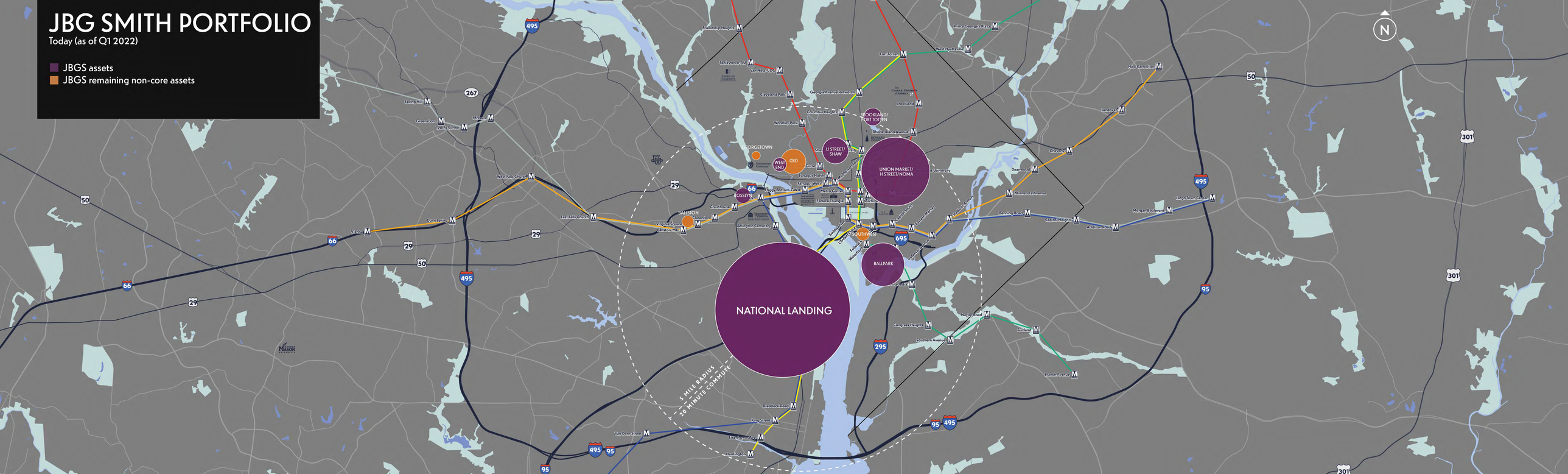
DC METRO REGION

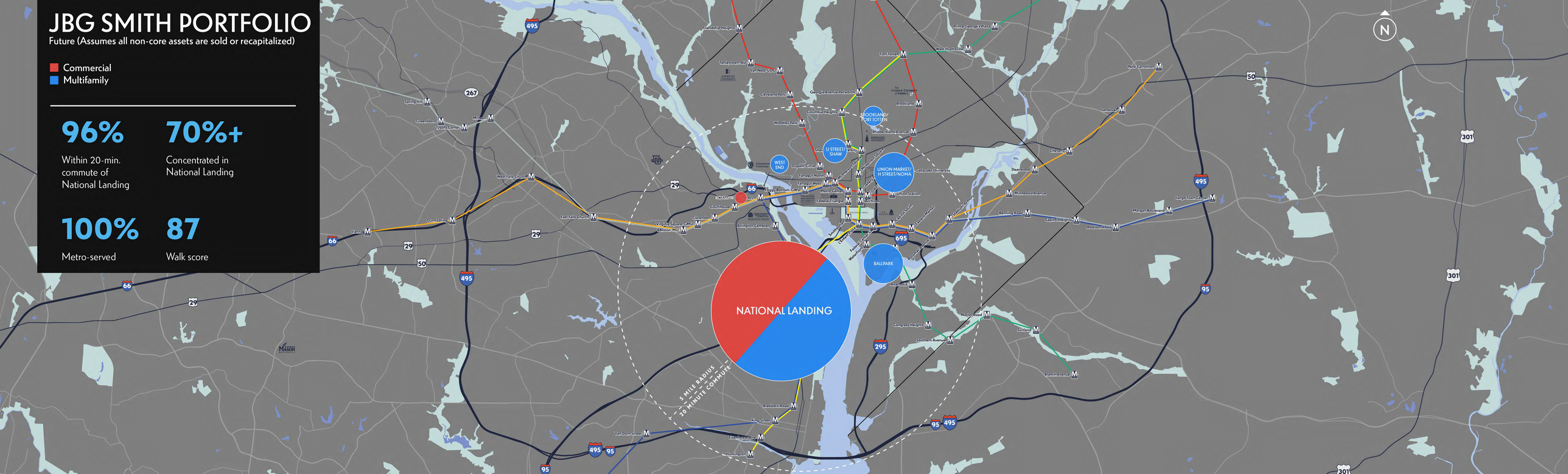


JBG SMITH PORTFOLIO

Formation 2017




JBG SMITH PORTFOLIO
Today (as of Q1 2022)
JBGS assets
JBGS remaining non-core assets
NATIONAL LANDING
5 MILE RADIUS
20 MINUTE COMMUTE
UNION MARKET/
H STREET/NOMA
U STREET/
SHAW
BROOKLAND/
FORT TOTTEN
BALLPARK
SOUTHWEST
WEST
END
CBD
GEORGETOWN
ROSSLYN
BALLSTON
N


JBG SMITH PORTFOLIO
Future (Assumes all non-core assets are sold or recapitalized)
Commercial
Multifamily
96%
Within 20-min. commute of National Landing
70%+
Concentrated in National Landing
100%
Metro-served
87
Walk score
NATIONAL LANDING
5 MILE RADIUS
20 MINUTE COMMUTE
BALLPARK
U STREET/ SHAW
UNION MARKET/ H STREET/NOMA
BROOKLAND/ CPT TOTTEN
WEST END
ROSSLYN
N

NATIONAL LANDING

Powerhouse Catalysts Drive Demand for the Submarket



NATIONAL LANDING TECH DEMAND CATALYSTS

amazon

Amazon's decision to bring 38K+ new jobs and occupy ~ 6M SF of office in National Landing is expected to drive significant multifamily and office demand

VIRGINIA TECH

The $1B Innovation Campus will attract a steady stream of tech talent and tenants to National Landing

The Pentagon + Department of Defense

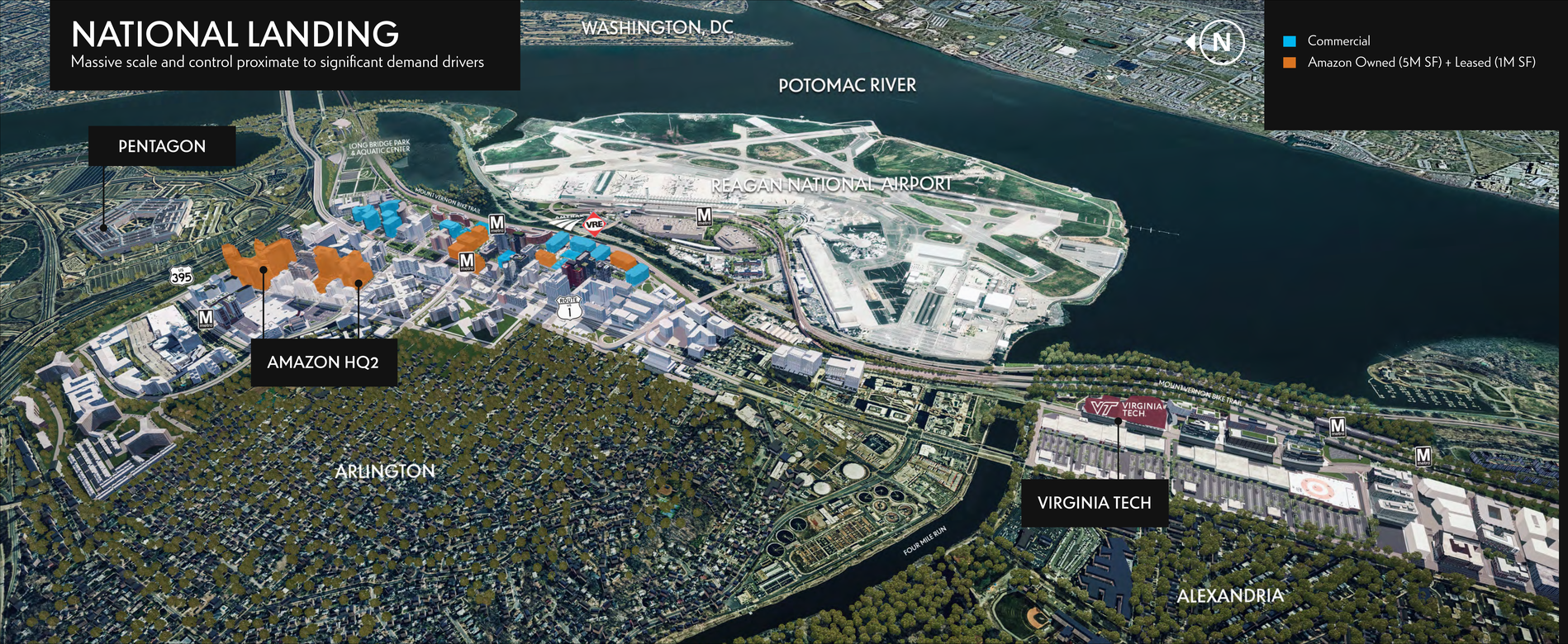
Heightened focus on global security and national defense will attract technology partnerships and make this mission critical node even more important

Digital Infrastructure

Digital infrastructure initiatives in National Landing will attract prospective tenants in our office leasing pipeline

NATIONAL LANDING

Massive scale and control proximate to significant demand drivers



JBG SMITH SCALE AND REACH

56%

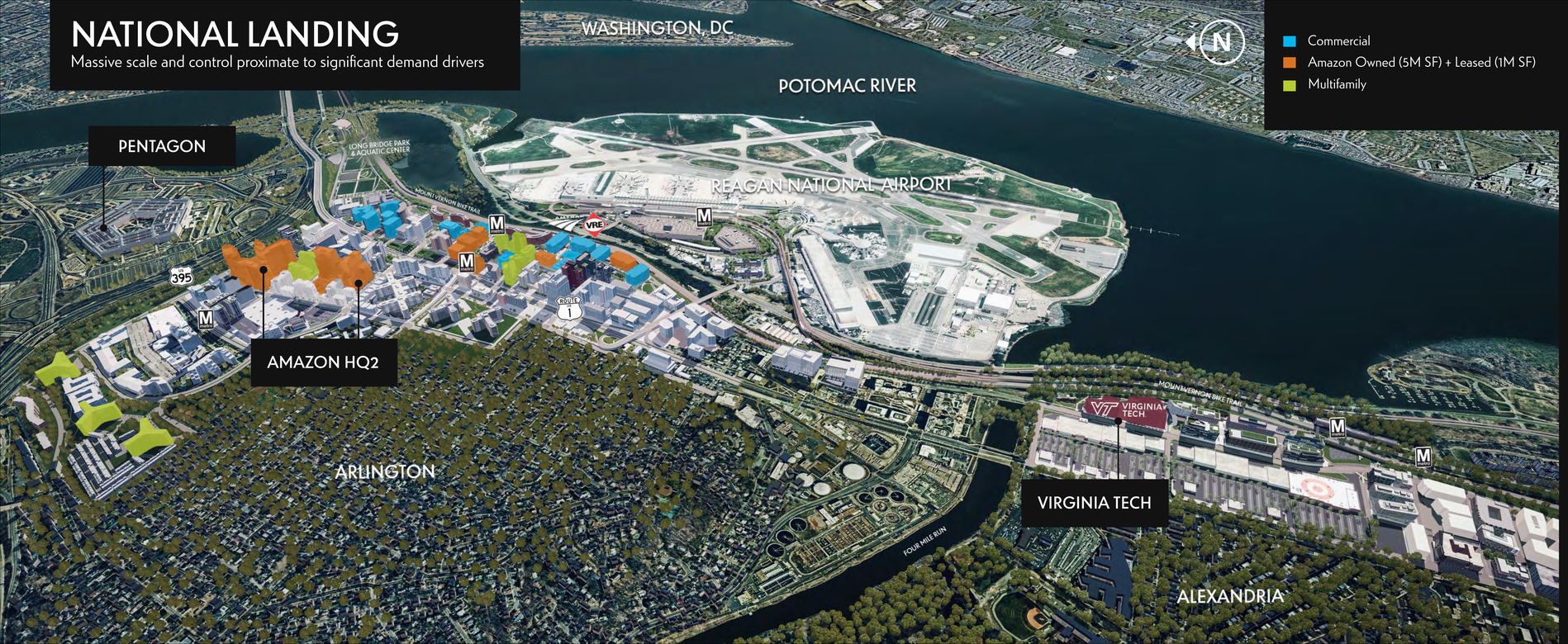
Control of commercial operating

6.2M

SF of commercial operating

NATIONAL LANDING

Massive scale and control proximate to significant demand drivers



JBG SMITH SCALE AND REACH

56%
Control of commercial operating

6.2M
SF of commercial operating

29%
Control of multifamily operating and under construction

4.2K
Units of multifamily operating and under construction

NATIONAL LANDING

Massive scale and control proximate to significant demand drivers



JBG SMITH SCALE AND REACH

56%
Control of commercial operating

6.2M
SF of commercial operating

29%
Control of multifamily operating and under construction

4.2K
Units of multifamily operating and under construction

77%
Control of developable land

7.5M
SF of developable land

NATIONAL LANDING:
THE INTERSECTION OF TECH TALENT, ADVANCED INFRASTRUCTURE & VIBRANT CULTURE

LEADING TECH TALENT

The region fosters a steady pipeline of tech talent, leading in female STEM workers and diversity. Amazon's HQ2 and Virginia Tech's $1B Innovation Campus will bolster the ecosystem.



PLACEMAKING

We cultivate vibrant, amenity-rich, walkable neighborhoods in urban environments. Transformation in National Landing is underway.



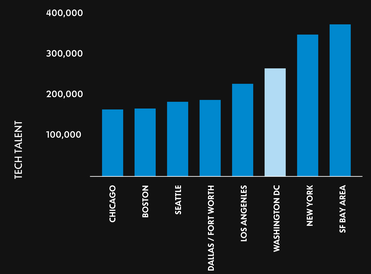
DIGITAL PLACEMAKING

Tech and other industries are seeking a digital infrastructure platform to innovate on and test their latest ideas. We are building the United States' first 5G Smart City at scale.

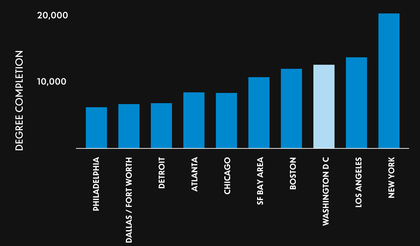


LEADING TECH TALENT:
STRONG IN-PLACE WORKFORCE AND TALENT PIPELINE

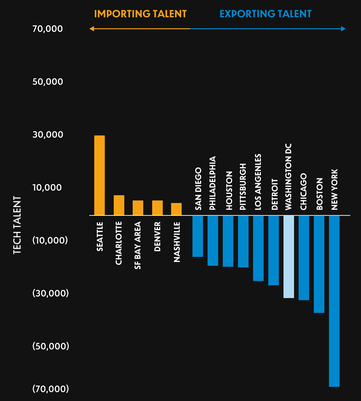
TOP 10 REGIONS BY TECH TALENT LABOR POOLS (2021)



TOP 10 REGIONS BY TECH DEGREE COMPLETION PER YEAR (2021)



TOP 10 TECH "BRAIN GAIN/DRAIN" MARKETS (JOBS MINUS DEGREES)



#1

Region for female representation in tech talent

#4

Region for racial diversity in tech graduates



PLACEMAKING: PRIOR STATE

MIX OF USES

Majority office use

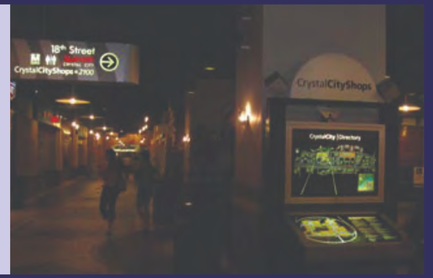


Homogenous design

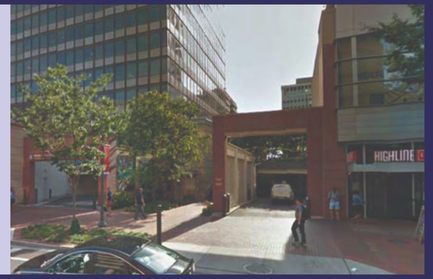


RETAIL AMENITIES

Anchorless retail, much of it underground with no anchors



Retail is one-sided with “missing teeth” in the streetscape



WALKABILITY

Elevated highway divides National Landing



Poor pedestrian and transit arrival experience



PLACEMAKING: TRANSFORMATION UNDERWAY

MIX OF USES

2001 S. Bell Street

Addresses: Majority office use

Under Construction



1900 Crystal Drive

Addresses: Homogenous design

Under Construction



RETAIL AMENITIES

Central District Retail

Addresses: Anchorless retail, much of it underground with no anchors

Completed



Dining in the Park

Addresses: Retail is one-sided with "missing teeth" in the streetscapeng, isolating them from the street

Under Construction



WALKABILITY

Route 1 at Grade

Addresses: Elevated highway divides National Landing

Future Start



Pedestrian-Friendly Streets and Retail

Addresses: Poor pedestrian and transit arrival experience

Under Construction



PLACEMAKING:
BUILDING A HEART WITH 20/20 VISION

We are creating a neighborhood. Every element has been thoughtfully considered to create a sustainable, accessible, inclusive environment for residents, professionals and visitors – with a keen design focus on the 20 feet of sidewalk and 20 feet of street façade that envelops people and defines the place.



BUILDING A HEART
NORTH



CENTRAL DISTRICT RETAIL

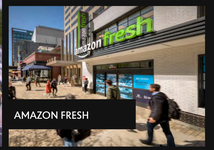
- Over 100,000 SF of food, entertainment and lifestyle retail
- Steps away from Water Park and easy access to new Crystal City Metro East Entrance

Completed

TACOMBI · Mah Ze Dahr · [solidcore] · ALAMO DRAFTHOUSE CINEMA · amazon fresh · CVS


CENTRAL DISTRICT RETAIL


MAH ZE DAR BAKERY



AMAZON FRESH

WATER PARK

- Nine 300-SF kiosks and one large restaurant serving a Water Bar overlooking the park
- 1.6-acres of community space
- The region's first open container and outdoor dining designation
- Local, women and minority-owned operators

Under Construction


WATER PARK

BUILDING A HEART
CENTRAL

NEXT GENERATION OFFICE BUILDING
1800 S. Bell Street
245,000 SF
Currently in Service/Future Development

NEW MULTIFAMILY
1900 Crystal Drive - North and South
808 Units
Under Construction

PEDESTRIAN-FRIENDLY SHARED STREET WITH RETAIL

- Over 38,000 SF of new street-level retail
- Neighborhood-serving amenities include over twenty retail concepts and small shops and two, full-service restaurants featuring local food and beverage
- Pedestrian-friendly woonerf leads to a grand staircase to a peaceful and serene Center Park



1900 CRYSTAL DRIVE

BUILDING A HEART SOUTH

NEW MULTIFAMILY
2000 & 2001 S. Bell Street
775 Units
Under Construction

NEW MULTIFAMILY
2250 Crystal Drive
825 Units
Near-Term Development

NEW MULTIFAMILY
223 23rd Street
620 Units
Near-Term Development

POTENTIAL HOTEL OPPORTUNITY

0.7 MILES OF WORLD-CLASS SHOPPING AND DINING

RESIDENTIAL AMENITY HUB

- 85,000+ SF
- Differentiated amenities at scale

Future Start



AMENITY HUB

DINING IN THE PARK

- Surreal by Michelin-starred Chef Enrique Limardo and Seven Restaurant Group
- Reimagined culinary experience offering indoor/outdoor seating year-round
- The region's first open container and outdoor dining designation allows patrons to "sip and stroll" in the park

Under Construction



SURREAL AT DINING IN THE PARK



WATER PARK - UNDER CONSTRUCTION



METROPOLITAN PARK - UNDER CONSTRUCTION



TACOMBI - COMPLETED



CENTRAL DISTRICT RETAIL - COMPLETED



THE FRESHMAN - COMPLETED



DINING IN THE PARK - UNDER CONSTRUCTION


1900 CRYSTAL DRIVE - UNDER CONSTRUCTION


WATER PARK - UNDER CONSTRUCTION



RASA - COMPLETED

TRANSFORMATIVE RETAIL

35 Retailers open by 2023 + **20** Retailers open by 2024 = **55** New retailers

3x Street-level retail

~80% Committed/leased

60%+ Women- and minority-owned

DIGITAL PLACEMAKING:
PURPOSE-BUILT, CONVERGED DIGITAL INFRASTRUCTURE



Infrastructure Attractive To Industry 4.0 Tenants:

ARTIFICIAL INTELLIGENCE (AI)

CLOUD COMPUTING


INTERNET OF THINGS (IOT)


CYBER + EDGE

~$60M JBGS Investment:

- Direct Return: 10-15% Yield on Cost
- Indirect Return: High-Growth Tenancy



FIBER

Description:

- Densely deployed fiber with pre-wired connections to nearly all buildings, public areas, and street furniture

Benefit:

- Unprecedented choice and quality of service for high capacity, secure connectivity in National Landing

Status:

- Obtained ~30% of full-build network from Arlington County, and advancing designs and entitlements for the remainder

ARLINGTON
VIRGINIA



EDGE DATA CENTERS

Description:

- Two urban edge data centers act as hubs for carriers & data aggregation, and locations for next generation compute

Benefit:

- Unlocks the power of low latency technology applications like AI, XR, AVs, and beyond

Status:

- Advancing designs and entitlements with first facility to be delivered in 4Q 2022

NVIDIA

IONQ

AT&T



UBIQUITOUS 5G (INDOOR/OUTDOOR)

Description:

- Ubiquitous public 5G networks, including at the mmWave, across National Landing

Benefit:

- Creates a canvas for 5G innovation with ultra-reliability, low latency, and ability for massive device density

Status:

- Signed definitive agreement with AT&T with initial deployment to be online in 4Q 2022, leveraging JBGS fiber, NLEX, and real estate assets

AT&T



UBIQUITOUS WI-FI (INDOOR/OUTDOOR)

Description:

- Unified Wi-Fi network that extends from the apartment units and amenities and also includes public spaces

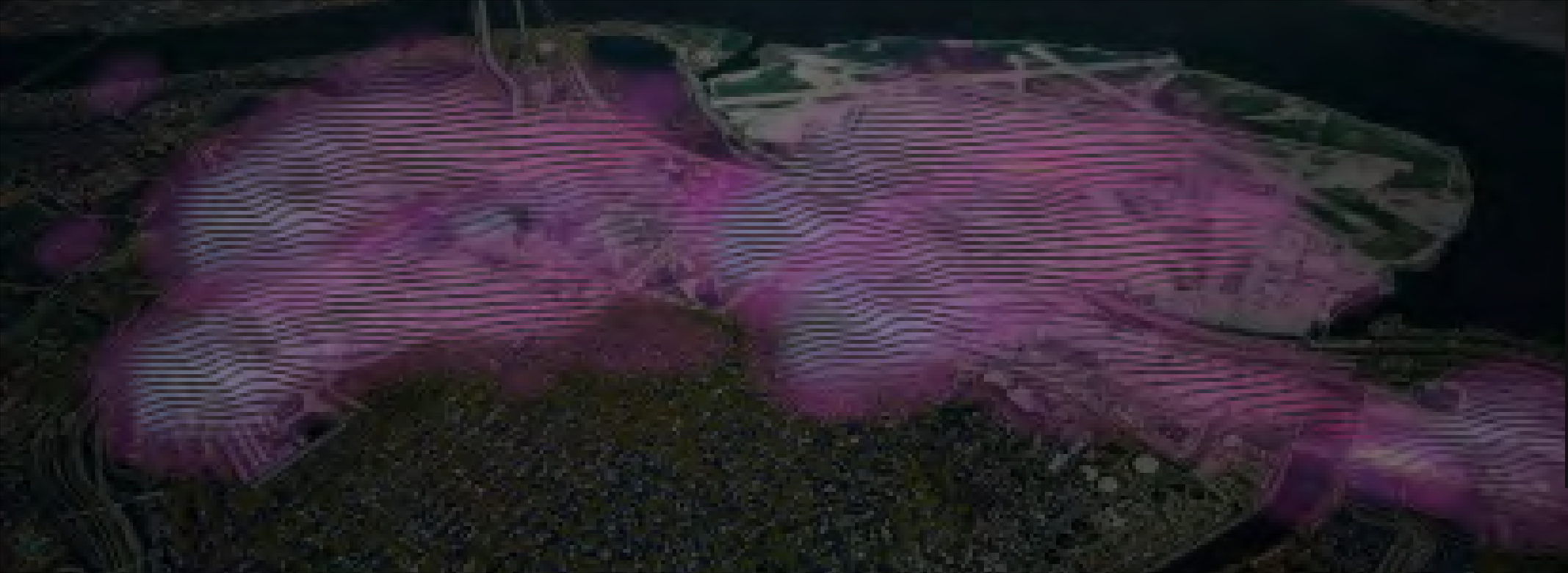
Benefit:

- Allows for a seamless Wi-Fi experience for residents, office workers, and visitors across the neighborhood

Status:

- Advancing designs in properties and outdoor spaces with deployments coming online alongside properties, leveraging JBGS fiber and NLEX assets

cisco AT&T accenture



CBRS SPECTRUM

Description:

- 70 MHz of privately controlled CBRS mid-band spectrum extending all across Arlington (4 blocks) and Alexandria (3 blocks)

Benefit:

- Ability to stand up secure and customizable private networks quickly and reliably

Status:

- Operationalizing spectrum with first private network deployment planned to be kicked off in 4Q 2022

fw federated wireless

Powerhouse Demand Catalysts

AMAZON



VIRGINIA TECH





NATIONAL LANDING

PENTAGON



DIGITAL INFRASTRUCTURE



Vibrant, Revitalized Place