



## Supplemental Information September 30, 2014



### **First Pinnacle Industrial Center Dallas, TX 598,445 Square Feet**

First Industrial Realty Trust, Inc. (NYSE: FR)  
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(1) The Supplemental Statements of Operations provided in this supplemental information package present funds from operations, net operating income, EBITDA, adjusted funds from operations and same store net operating income, which are standard REIT industry financial measures that are not calculated in accordance with generally accepted accounting principles. Please see footnote (i) for a definition of these supplemental performance measures. Please see the Supplemental Statements of Operations Reconciliation for a reconciliation of certain captions in the Supplemental Statements of Operations reported in this supplemental information package to the GAAP Statements of Operations as reported in the Company's filings with the Securities and Exchange Commission on Form 10-Q.

#### **FORWARD-LOOKING STATEMENTS**

This supplemental information may contain certain forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, and Section 21E of the Securities Exchange Act of 1934. We intend for such 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. Forward-looking statements, which are based on certain assumptions and describe future plans, strategies and expectations of the Company, are generally identifiable by use of the words "believe," "expect," "intend," "plan," "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "should" or similar expressions. Our ability to predict results or the actual effect of future plans or strategies is inherently uncertain. Factors which could have a materially adverse effect on our operations and future prospects include, but are not limited to: changes in national, international, regional and local economic conditions generally and real estate markets specifically; changes in legislation/regulation (including changes to laws governing the taxation of real estate investment trusts) and actions of regulatory authorities; our ability to qualify and maintain our status as a real estate investment trust; the availability and attractiveness of financing (including both public and private capital) to us and to our potential counterparties; the availability and attractiveness of terms of additional debt repurchases; interest rates; our credit agency ratings; our ability to comply with applicable financial covenants; competition; changes in supply and demand for industrial properties (including land, the supply and demand for which is inherently more volatile than other types of industrial property) in the Company's current and proposed market areas; difficulties in identifying and consummating acquisitions and dispositions; our ability to manage the integration of properties we acquire; risks related to our investments in properties through joint ventures; environmental liabilities; slippages in development or lease-up schedules; tenant creditworthiness; higher-than-expected costs; changes in asset valuations and related impairment charges; changes in general accounting principles, policies and guidelines applicable to real estate investment trusts; international business risks; and those additional factors described under the heading "Risk Factors" and elsewhere in the Company's annual report on Form 10-K for the year ended December 31, 2013 and in the Company's subsequent Exchange Act reports. We caution you not to place undue reliance on forward-looking statements, which reflect our outlook only and speak only as of the date of this supplemental information or the dates indicated in the statements. We assume no obligation to update or supplement forward-looking statements. For further information on these and other factors that could impact the Company and the statements contained herein, reference should be made to the Company's filings with the Securities and Exchange Commission.

|   | September 30,<br>2014 | December 31,<br>2013 | December 31,<br>2012 |
|---|-----------------------|----------------------|----------------------|
| <b>ASSETS</b>   |                       |                      |                      |
| Investment in Real Estate   |                       |                      |                      |
| Land (a)  | \$ 711,978            | \$ 703,478           | \$ 691,726           |
| Buildings and Improvements  | 2,403,411             | 2,390,566            | 2,403,654            |
| Construction in Progress  | 40,547                | 25,503               | 26,068               |
|   | <u>3,155,936</u>      | <u>3,119,547</u>     | <u>3,121,448</u>     |
| Gross Real Estate Investment                                      |                       |                      |                      |
| Less: Accumulated Depreciation                                    | (783,897)             | (748,044)            | (732,635)            |
|   | <u>2,372,039</u>      | <u>2,371,503</u>     | <u>2,388,813</u>     |
| Net Investment in Real Estate                                     |                       |                      |                      |
| Real Estate and Other Assets Held for Sale, Net (b)               | 15,413                | -                    | 6,765                |
| Cash and Cash Equivalents   | 14,259                | 7,577                | 4,938                |
| Tenant Accounts Receivable, Net                                   | 5,852                 | 5,705                | 4,596                |
| Investments in Joint Venture (c)                                  | 84                    | 907                  | 1,012                |
| Deferred Rent Receivable, Net                                     | 56,929                | 56,417               | 54,563               |
| Deferred Financing Costs, Net                                     | 11,178                | 11,406               | 12,028               |
| Deferred Leasing Intangibles, Net (a)                             | 30,741                | 29,790               | 33,190               |
| Prepaid Expenses and Other Assets, Net (d)                        | 70,016                | 114,205              | 102,937              |
|   | <u>70,016</u>         | <u>114,205</u>       | <u>102,937</u>       |
| Total Assets  | <u>\$ 2,576,511</u>   | <u>\$ 2,597,510</u>  | <u>\$ 2,608,842</u>  |
| <b>LIABILITIES AND EQUITY</b>                                     |                       |                      |                      |
| <i>Liabilities</i>  |                       |                      |                      |
| Mortgage Loans Payable, Net (e)                                   | \$ 602,927            | \$ 677,890           | \$ 763,616           |
| Senior Unsecured Notes, Net (f)                                   | 364,837               | 445,916              | 474,150              |
| Unsecured Term Loan (k)   | 200,000               | -                    | -                    |
| Unsecured Credit Facility (p)                                     | 176,000               | 173,000              | 98,000               |
| Accounts Payable, Accrued Expenses and Other Liabilities          | 81,933                | 75,305               | 80,647               |
| Deferred Leasing Intangibles, Net (a)                             | 12,924                | 13,626               | 15,522               |
| Rents Received in Advance and Security Deposits                   | 32,969                | 30,265               | 30,802               |
| Dividends Payable   | 11,886                | 10,289               | 452                  |
|   | <u>1,483,476</u>      | <u>1,426,291</u>     | <u>1,463,189</u>     |
| Total Liabilities   |                       |                      |                      |
| Commitments and Contingencies                                     | -                     | -                    | -                    |
| <i>Equity</i>   |                       |                      |                      |
| <i>First Industrial Realty Trust, Inc.'s Stockholders' Equity</i> |                       |                      |                      |
| Preferred Stock (n)   | -                     | -                    | -                    |
| Common Stock  | 1,149                 | 1,143                | 1,031                |
| Additional Paid-in-Capital  | 1,870,562             | 1,938,886            | 1,906,490            |
| Distributions in Excess of Accumulated Earnings                   | (678,032)             | (669,896)            | (657,567)            |
| Accumulated Other Comprehensive Loss                              | (3,035)               | (3,265)              | (6,557)              |
| Treasury Shares at Cost   | (140,018)             | (140,018)            | (140,018)            |
|   | <u>1,050,626</u>      | <u>1,126,850</u>     | <u>1,103,379</u>     |
| Total First Industrial Realty Trust, Inc.'s Stockholders' Equity  |                       |                      |                      |
| Noncontrolling Interest (g)                                       | 42,409                | 44,369               | 42,274               |
|   | <u>42,409</u>         | <u>44,369</u>        | <u>42,274</u>        |
| Total Equity  | <u>1,093,035</u>      | <u>1,171,219</u>     | <u>1,145,653</u>     |
| Total Liabilities and Equity                                      | <u>\$ 2,576,511</u>   | <u>\$ 2,597,510</u>  | <u>\$ 2,608,842</u>  |

|   | Three Months Ended    |                       | Nine Months Ended     |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
|   | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>REVENUES</b>   |                       |                       |                       |                       |
| Rental Income   | \$ 66,811             | \$ 62,277             | \$ 193,434            | \$ 183,879            |
| Tenant Recoveries and Other Income  | 20,266                | 17,431                | 62,913                | 54,853                |
| <b>Total Revenues</b>   | <b>87,077</b>         | <b>79,708</b>         | <b>256,347</b>        | <b>238,732</b>        |
| <b>EXPENSES</b>   |                       |                       |                       |                       |
| Property Expenses   | 27,566                | 25,312                | 85,396                | 77,527                |
| General and Administrative  | 5,389                 | 5,137                 | 18,053                | 17,001                |
| Impairment of Real Estate   | -                     | 1,047                 | -                     | 1,047                 |
| Depreciation of Corporate FF&E  | 137                   | 137                   | 388                   | 509                   |
| Depreciation and Other Amortization of Real Estate  | 27,984                | 26,955                | 83,692                | 79,389                |
| <b>Total Expenses</b>   | <b>61,076</b>         | <b>58,588</b>         | <b>187,529</b>        | <b>175,473</b>        |
| <b>OTHER INCOME/(EXPENSE)</b>   |                       |                       |                       |                       |
| Interest Income   | 681                   | 591                   | 2,054                 | 1,754                 |
| Interest Expense (h)  | (17,322)              | (17,997)              | (55,292)              | (55,391)              |
| Amortization of Deferred Financing Costs  | (753)                 | (781)                 | (2,360)               | (2,468)               |
| Mark-to-Market Gain on Interest Rate Protection Agreements  | -                     | -                     | -                     | 52                    |
| Loss from Retirement of Debt  | (32)                  | (662)                 | (655)                 | (6,248)               |
| <b>Total Other Income/(Expense)</b>   | <b>(17,426)</b>       | <b>(18,849)</b>       | <b>(56,253)</b>       | <b>(62,301)</b>       |
| <b>INCOME FROM CONTINUING OPERATIONS BEFORE EQUITY IN (LOSS) INCOME OF JOINT VENTURES AND INCOME TAX PROVISION</b>    | <b>8,575</b>          | <b>2,271</b>          | <b>12,565</b>         | <b>958</b>            |
| Equity in (Loss) Income of Joint Ventures   | (14)                  | 72                    | 3,508                 | 119                   |
| Income Tax Provision  | (103)                 | (63)                  | (192)                 | (4)                   |
| <b>INCOME FROM CONTINUING OPERATIONS</b>  | <b>8,458</b>          | <b>2,280</b>          | <b>15,881</b>         | <b>1,073</b>          |
| Discontinued Operations:  |                       |                       |                       |                       |
| Income Attributable to Discontinued Operations  | 309                   | 949                   | 1,102                 | 1,726                 |
| Gain on Sale of Real Estate   | 13,428                | 5,243                 | 14,483                | 15,650                |
| <b>Income from Discontinued Operations</b>  | <b>13,737</b>         | <b>6,192</b>          | <b>15,585</b>         | <b>17,376</b>         |
| <b>INCOME BEFORE GAIN ON SALE OF REAL ESTATE</b>  | <b>22,195</b>         | <b>8,472</b>          | <b>31,466</b>         | <b>18,449</b>         |
| Gain on Sale of Real Estate   | -                     | 291                   | -                     | 553                   |
| <b>NET INCOME</b>   | <b>22,195</b>         | <b>8,763</b>          | <b>31,466</b>         | <b>19,002</b>         |
| Net Income Attributable to the Noncontrolling Interest (g)  | (868)                 | (219)                 | (1,137)               | (244)                 |
| <b>NET INCOME ATTRIBUTABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.</b>   | <b>21,327</b>         | <b>8,544</b>          | <b>30,329</b>         | <b>18,758</b>         |
| Less: Preferred Dividends (n)   | -                     | (1,392)               | (1,019)               | (7,506)               |
| Less: Redemption of Preferred Stock (n)   | -                     | (2,121)               | (1,462)               | (5,667)               |
| <b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b> | <b>\$ 21,327</b>      | <b>\$ 5,031</b>       | <b>\$ 27,848</b>      | <b>\$ 5,585</b>       |

|   | Three Months Ended    |                       | Nine Months Ended     |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
|   | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>REVENUES</b>   |                       |                       |                       |                       |
| Rental Income   | \$ 67,520             | \$ 65,558             | \$ 196,964            | \$ 195,540            |
| Tenant Recoveries and Other Income  | 21,072                | 18,633                | 65,546                | 59,252                |
| Total Revenues  | 88,592                | 84,191                | 262,510               | 254,792               |
| <b>EXPENSES</b>   |                       |                       |                       |                       |
| Property Expenses   | 27,914                | 26,743                | 86,943                | 82,973                |
| Total Property Expenses   | 27,914                | 26,743                | 86,943                | 82,973                |
| <b>NET OPERATING INCOME (i)</b>   | 60,678                | 57,448                | 175,567               | 171,819               |
| FFO from Joint Ventures   | 21                    | 134                   | 379                   | 412                   |
| Mark-to-Market Gain on Interest Rate Protection Agreements  | -                     | -                     | -                     | 52                    |
| General and Administrative  | (5,389)               | (5,137)               | (17,942)              | (17,001)              |
| Acquisition Costs   | -                     | -                     | (111)                 | -                     |
| <b>EBITDA (i)</b>   | 55,310                | 52,445                | 157,893               | 155,282               |
| NAREIT Compliant Economic Gain (j)  | -                     | 291                   | -                     | 553                   |
| Interest Expense (h)  | (17,322)              | (17,997)              | (55,292)              | (55,391)              |
| Income Tax Provision  | (103)                 | (63)                  | (192)                 | (4)                   |
| Loss from Retirement of Debt  | (32)                  | (662)                 | (655)                 | (6,248)               |
| Preferred Dividends (n)   | -                     | (1,392)               | (1,019)               | (7,506)               |
| Redemption of Preferred Stock (n)   | -                     | (2,121)               | (1,462)               | (5,667)               |
| Amortization of Deferred Financing Costs  | (753)                 | (781)                 | (2,360)               | (2,468)               |
| Depreciation of Corporate FF&E  | (137)                 | (137)                 | (388)                 | (509)                 |
| <b>FUNDS FROM OPERATIONS - FFO (NAREIT) (i)</b>   | 36,963                | 29,583                | 96,525                | 78,042                |
| Depreciation and Other Amortization of Real Estate  | (28,171)              | (28,526)              | (85,278)              | (85,098)              |
| Impairment of Depreciated Real Estate   | -                     | (1,047)               | -                     | (2,652)               |
| Equity in Depreciation and Other Amortization of Joint Ventures   | (25)                  | (114)                 | (91)                  | (224)                 |
| Preferred Dividends (n)   | -                     | 1,392                 | 1,019                 | 7,506                 |
| Redemption of Preferred Stock (n)   | -                     | 2,121                 | 1,462                 | 5,667                 |
| Non-NAREIT Compliant Gain (j)   | 13,428                | 5,243                 | 14,483                | 15,650                |
| Non-NAREIT Compliant Gain from Joint Ventures (j)   | -                     | 111                   | 3,346                 | 111                   |
| <b>NET INCOME</b>   | 22,195                | 8,763                 | 31,466                | 19,002                |
| Net Income Attributable to the Noncontrolling Interest (g)  | (868)                 | (219)                 | (1,137)               | (244)                 |
| <b>NET INCOME ATTRIBUTABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.</b>   | 21,327                | 8,544                 | 30,329                | 18,758                |
| Less: Preferred Dividends (n)   | -                     | (1,392)               | (1,019)               | (7,506)               |
| Less: Redemption of Preferred Stock (n)   | -                     | (2,121)               | (1,462)               | (5,667)               |
| <b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b> | \$ 21,327             | \$ 5,031              | \$ 27,848             | \$ 5,585              |
| <b>EBITDA (i)</b>   | \$ 55,310             | \$ 52,445             | \$ 157,893            | \$ 155,282            |
| One-Time Restoration Fee (l)  | (1,014)               | -                     | (2,236)               | -                     |
| Interest Expense (h)  | (17,322)              | (17,997)              | (55,292)              | (55,391)              |
| Capitalized Interest (h) and Overhead   | (336)                 | (1,122)               | (1,205)               | (3,233)               |
| Amortization of Debt Discounts / (Premiums) and Hedge Costs   | 148                   | 998                   | 1,924                 | 2,928                 |
| Income Tax Provision  | (103)                 | (63)                  | (192)                 | (4)                   |
| Mark-to-Market Gain on Interest Rate Protection Agreements  | -                     | -                     | -                     | (52)                  |
| Preferred Dividends (n)   | -                     | (1,392)               | (1,019)               | (7,506)               |
| Straight-Line Rent and Amortization of Above (Below) Market Leases and Lease Inducements                              | (571)                 | (779)                 | (1,173)               | (2,913)               |
| Restricted Stock/Unit Amortization  | 1,351                 | 1,769                 | 6,248                 | 4,436                 |
| Non-Incremental Capital Expenditures (l)  | (11,849)              | (13,163)              | (31,713)              | (36,725)              |
| <b>ADJUSTED FUNDS FROM OPERATIONS - AFFO (i)</b>  | \$ 25,614             | \$ 20,696             | \$ 73,235             | \$ 56,822             |
| <b>FUNDS FROM OPERATIONS (NAREIT) PER SHARE/UNIT - DILUTED (i) (m)</b>  | \$ 0.32               | \$ 0.26               | \$ 0.84               | \$ 0.70               |
| <b>ADJUSTED FUNDS FROM OPERATIONS PER SHARE/UNIT - DILUTED (i) (m)</b>  | \$ 0.22               | \$ 0.18               | \$ 0.64               | \$ 0.51               |
| <b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s COMMON STOCKHOLDERS PER SHARE - DILUTED (m)</b>      | \$ 0.19               | \$ 0.05               | \$ 0.25               | \$ 0.05               |
| <b>COMMON DIVIDENDS/DISTRIBUTIONS PER SHARE/UNIT</b>  | \$ 0.1025             | \$ 0.0850             | \$ 0.3075             | \$ 0.2550             |



|   | Three Months Ended    |                       | Nine Months Ended     |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
|   | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s<br/>COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b> | \$ 21,327             | \$ 5,031              | \$ 27,848             | \$ 5,585              |
| Depreciation and Other Amortization of Real Estate  | 27,984                | 26,955                | 83,692                | 79,389                |
| Depreciation and Other Amortization of Real Estate<br>Included in Discontinued Operations                                 | 187                   | 1,571                 | 1,586                 | 5,709                 |
| Impairment of Depreciated Real Estate   | -                     | 1,047                 | -                     | 1,047                 |
| Impairment of Depreciated Real Estate<br>Included in Discontinued Operations  | -                     | -                     | -                     | 1,605                 |
| Noncontrolling Interest (g)   | 868                   | 219                   | 1,137                 | 244                   |
| Equity in Depreciation and Other Amortization of Joint Ventures   | 25                    | 114                   | 91                    | 224                   |
| Non-NAREIT Compliant Gain (j)   | (13,428)              | (5,243)               | (14,483)              | (15,650)              |
| Non-NAREIT Compliant Gain from Joint Ventures (j)   | -                     | (111)                 | (3,346)               | (111)                 |
| <b>FUNDS FROM OPERATIONS (NAREIT) (i)</b>   | <b>\$ 36,963</b>      | <b>\$ 29,583</b>      | <b>\$ 96,525</b>      | <b>\$ 78,042</b>      |
| Loss from Retirement of Debt  | 32                    | 662                   | 655                   | 6,248                 |
| Restricted Stock/Unit Amortization  | 1,351                 | 1,769                 | 6,248                 | 4,436                 |
| Amortization of Debt Discounts / (Premiums) and Hedge Costs   | 148                   | 998                   | 1,924                 | 2,928                 |
| Amortization of Deferred Financing Costs  | 753                   | 781                   | 2,360                 | 2,468                 |
| Depreciation of Corporate FF&E  | 137                   | 137                   | 388                   | 509                   |
| Redemption of Preferred Stock (n)   | -                     | 2,121                 | 1,462                 | 5,667                 |
| Mark-to-Market Gain on Interest Rate Protection Agreements  | -                     | -                     | -                     | (52)                  |
| NAREIT Compliant Economic Gain (j)  | -                     | (291)                 | -                     | (553)                 |
| One-Time Restoration Fee (l)  | (1,014)               | -                     | (2,236)               | -                     |
| Non-Incremental Capital Expenditures (l)  | (11,849)              | (13,163)              | (31,713)              | (36,725)              |
| Capitalized Interest (h) and Overhead   | (336)                 | (1,122)               | (1,205)               | (3,233)               |
| Straight-Line Rent and Amortization of Above (Below) Market Leases<br>and Lease Inducements                               | (571)                 | (779)                 | (1,173)               | (2,913)               |
| <b>ADJUSTED FUNDS FROM OPERATIONS (AFFO) (i)</b>  | <b>\$ 25,614</b>      | <b>\$ 20,696</b>      | <b>\$ 73,235</b>      | <b>\$ 56,822</b>      |
| <b>NET INCOME AVAILABLE TO FIRST INDUSTRIAL REALTY TRUST, INC.'s<br/>COMMON STOCKHOLDERS AND PARTICIPATING SECURITIES</b> | \$ 21,327             | \$ 5,031              | \$ 27,848             | \$ 5,585              |
| Interest Expense (h)  | 17,322                | 17,997                | 55,292                | 55,391                |
| Depreciation and Other Amortization of Real Estate  | 27,984                | 26,955                | 83,692                | 79,389                |
| Depreciation and Other Amortization of Real Estate<br>Included in Discontinued Operations                                 | 187                   | 1,571                 | 1,586                 | 5,709                 |
| Impairment of Depreciated Real Estate   | -                     | 1,047                 | -                     | 1,047                 |
| Impairment of Depreciated Real Estate<br>Included in Discontinued Operations  | -                     | -                     | -                     | 1,605                 |
| Preferred Dividends (n)   | -                     | 1,392                 | 1,019                 | 7,506                 |
| Redemption of Preferred Stock (n)   | -                     | 2,121                 | 1,462                 | 5,667                 |
| Income Tax Provision  | 103                   | 63                    | 192                   | 4                     |
| Noncontrolling Interest (g)   | 868                   | 219                   | 1,137                 | 244                   |
| Loss from Retirement of Debt  | 32                    | 662                   | 655                   | 6,248                 |
| Amortization of Deferred Financing Costs  | 753                   | 781                   | 2,360                 | 2,468                 |
| Depreciation of Corporate FF&E  | 137                   | 137                   | 388                   | 509                   |
| Equity in Depreciation and Other Amortization of Joint Ventures   | 25                    | 114                   | 91                    | 224                   |
| NAREIT Compliant Economic Gain (j)  | -                     | (291)                 | -                     | (553)                 |
| Non-NAREIT Compliant Gain (j)   | (13,428)              | (5,243)               | (14,483)              | (15,650)              |
| Non-NAREIT Compliant Gain from Joint Ventures (j)   | -                     | (111)                 | (3,346)               | (111)                 |
| <b>EBITDA (i)</b>   | <b>\$ 55,310</b>      | <b>\$ 52,445</b>      | <b>\$ 157,893</b>     | <b>\$ 155,282</b>     |
| General and Administrative  | 5,389                 | 5,137                 | 17,942                | 17,001                |
| Acquisition Costs   | -                     | -                     | 111                   | -                     |
| Mark-to-Market Gain on Interest Rate Protection Agreements  | -                     | -                     | -                     | (52)                  |
| FFO from Joint Ventures   | (21)                  | (134)                 | (379)                 | (412)                 |
| <b>NET OPERATING INCOME (i)</b>   | <b>\$ 60,678</b>      | <b>\$ 57,448</b>      | <b>\$ 175,567</b>     | <b>\$ 171,819</b>     |

**Supplemental Statements of Operations Reconciliation (i)**
*(UNAUDITED) (IN 000'S)*

|   | Three Months Ended    |                       | Nine Months Ended     |                       |
|---|-----------------------|-----------------------|-----------------------|-----------------------|
|   | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>REVENUES</b>   |                       |                       |                       |                       |
| Total Revenues per the Form 10-Q/Press Release                            | \$ 87,077             | \$ 79,708             | \$ 256,347            | \$ 238,732            |
| Interest Income   | 681                   | 591                   | 2,054                 | 1,754                 |
| Fees Earned from Joint Ventures   | (10)                  | (59)                  | (126)                 | (180)                 |
| Revenues from Discontinued Operations                                     | 844                   | 3,951                 | 4,235                 | 14,486                |
| Total Revenues per the Supplemental                                       | <u>\$ 88,592</u>      | <u>\$ 84,191</u>      | <u>\$ 262,510</u>     | <u>\$ 254,792</u>     |
| <b>EXPENSES</b>   |                       |                       |                       |                       |
| Property Expenses per the Form 10-Q/Press Release                         | \$ 27,566             | \$ 25,312             | \$ 85,396             | \$ 77,527             |
| Property Expenses from Discontinued Operations                            | 348                   | 1,431                 | 1,547                 | 5,446                 |
| Property Expenses per the Supplemental                                    | <u>\$ 27,914</u>      | <u>\$ 26,743</u>      | <u>\$ 86,943</u>      | <u>\$ 82,973</u>      |
| <b>IMPAIRMENT OF REAL ESTATE</b>  |                       |                       |                       |                       |
| Impairment of Real Estate per the Form 10-Q/Press Release                 | \$ -                  | \$ 1,047              | \$ -                  | \$ 1,047              |
| Impairment of Real Estate from Discontinued Operations                    | -                     | -                     | -                     | 1,605                 |
| Impairment of Depreciated Real Estate per the Supplemental                | <u>\$ -</u>           | <u>\$ 1,047</u>       | <u>\$ -</u>           | <u>\$ 2,652</u>       |
| <b>DEPRECIATION AND OTHER AMORTIZATION</b>                                |                       |                       |                       |                       |
| Depreciation and Other Amortization per the Form 10-Q/Press Release       | \$ 28,121             | \$ 27,092             | \$ 84,080             | \$ 79,898             |
| Depreciation and Other Amortization from Discontinued Operations          | 187                   | 1,571                 | 1,586                 | 5,709                 |
| Less: Depreciation of Corporate FF&E                                      | (137)                 | (137)                 | (388)                 | (509)                 |
| Depreciation and Other Amortization of Real Estate per the Supplemental   | <u>\$ 28,171</u>      | <u>\$ 28,526</u>      | <u>\$ 85,278</u>      | <u>\$ 85,098</u>      |
| <b>NAREIT COMPLIANT ECONOMIC GAIN</b>                                     |                       |                       |                       |                       |
| Gain on Sale of Real Estate per the Form 10-Q/Press Release               | \$ -                  | \$ 291                | \$ -                  | \$ 553                |
| Gain on Sale of Real Estate from Discontinued Operations                  | 13,428                | 5,243                 | 14,483                | 15,650                |
| Non-NAREIT Compliant Gain   | (13,428)              | (5,243)               | (14,483)              | (15,650)              |
| NAREIT Compliant Economic Gain per the Supplemental                       | <u>\$ -</u>           | <u>\$ 291</u>         | <u>\$ -</u>           | <u>\$ 553</u>         |
| <b>FFO FROM JOINT VENTURES</b>  |                       |                       |                       |                       |
| Equity in (Loss) Income of Joint Ventures per the Form 10-Q/Press Release | \$ (14)               | \$ 72                 | \$ 3,508              | \$ 119                |
| Fees Earned from Joint Ventures   | 10                    | 59                    | 126                   | 180                   |
| Equity in Depreciation and Other Amortization of Joint Ventures           | 25                    | 114                   | 91                    | 224                   |
| Non-NAREIT Compliant Gain from Joint Ventures                             | -                     | (111)                 | (3,346)               | (111)                 |
| FFO from Joint Ventures per the Supplemental                              | <u>\$ 21</u>          | <u>\$ 134</u>         | <u>\$ 379</u>         | <u>\$ 412</u>         |

|  | Three Months Ended    |                       | Nine Months Ended     |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
|  | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>WEIGHTED AVG. COMMON STOCK/UNITS</b>  |                       |                       |                       |                       |
| Basic  |                       |                       |                       |                       |
| Weighted Avg. Shares/Units Outstanding (m)   | 114,512               | 114,089               | 114,346               | 110,823               |
| Weighted Avg. Shares Outstanding (m)   | 110,072               | 109,474               | 109,856               | 106,154               |
| Diluted  |                       |                       |                       |                       |
| Weighted Avg. Shares/Units Outstanding (m)   | 114,711               | 114,089               | 114,788               | 110,823               |
| Weighted Avg. Shares Outstanding (m)   | 110,271               | 109,474               | 110,298               | 106,154               |
| <b>COMMON DIVIDEND/UNIT DISTRIBUTION PAYOUT RATIOS PER SHARE/UNIT</b>                        |                       |                       |                       |                       |
| Dividends per Share/Unit   | \$ 0.1025             | \$ 0.0850             | \$ 0.3075             | \$ 0.2550             |
| Funds From Operations - FFO (NAREIT) After Income Allocable to Participating Securities (m)  | \$ 36,814             | \$ 29,456             | \$ 96,191             | \$ 77,719             |
| Adjusted Funds From Operations - AFFO After Income Allocable to Participating Securities (m) | \$ 25,511             | \$ 20,607             | \$ 72,982             | \$ 56,587             |
| Payout - FFO (NAREIT)<br>(Common Dividends / Unit Distributions / FFO)                       | 31.9%                 | 32.9%                 | 36.7%                 | 36.4%                 |
| Payout - AFFO<br>(Common Dividends / Unit Distributions / AFFO)                              | 46.1%                 | 47.1%                 | 48.4%                 | 49.9%                 |

|                                     | Three Months Ended    |                       |
|-------------------------------------|-----------------------|-----------------------|
|                                     | September 30,<br>2014 | September 30,<br>2013 |
| <b>COMMON STOCK DIVIDEND YIELDS</b> |                       |                       |
| Dividend Yield                      | 2.42%                 | 2.09%                 |
| Spread Over 5 Year U.S. Treasury    | 0.64%                 | 0.70%                 |
| Spread Over 10 Year U.S. Treasury   | (0.09%)               | (0.53%)               |

|   | As Of                 |                       |
|---|-----------------------|-----------------------|
|   | September 30,<br>2014 | September 30,<br>2013 |
| <b>COMMON STOCK/UNITS OUTSTANDING</b>                     |                       |                       |
| Common Shares   | 110,554               | 109,976               |
| Partnership Units (Exchangeable for common shares 1 to 1) | 4,422                 | 4,603                 |
| Total   | 114,976               | 114,579               |
| End of Quarter Common Share Price                         | \$ 16.91              | 16.27                 |

|   |              |              |
|---|--------------|--------------|
| <b>CAPITALIZATION</b>   |              |              |
| Book Value of Preferred Stock (n)                                   | \$ -         | \$ 75,000    |
| Market Value of Common Equity                                       | 1,944,244    | 1,864,200    |
| Market Capitalization   | \$ 1,944,244 | \$ 1,939,200 |
| Total Debt  | 1,343,764    | 1,329,526    |
| Total Market Capitalization<br>(Market Capitalization + Total Debt) | \$ 3,288,008 | \$ 3,268,726 |

**ANALYST COVERAGE**

BMO Capital Markets — *Paul Adornato*  
 Green Street Advisors — *Eric Frankel*  
 J.P. Morgan Securities — *Michael Mueller*  
 Keybank Capital Markets — *Craig Mailman*  
 MLV & Co. — *Jonathan Petersen*  
 Raymond James & Associates — *Paul Puryear / Bill Crow*  
 Robert W. Baird & Co. — *David Rodgers*  
 Stifel, Nicholas & Co. — *John Guinee*  
 SunTrust Robinson Humphrey — *Ki Bin Kim*



|                                 | Three Months Ended    |                       | Nine Months Ended     |                       |
|---------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|                                 | September 30,<br>2014 | September 30,<br>2013 | September 30,<br>2014 | September 30,<br>2013 |
| <b>DEBT OUTSTANDING</b>         |                       |                       |                       |                       |
| Average Outstanding Balance     |                       |                       |                       |                       |
| Mortgage Loans Payable, net (e) | \$ 621,205            | \$ 714,773            | \$ 653,867            | \$ 734,493            |
| Unsecured Credit Facility (p)   | 212,293               | 191,783               | 139,465               | 133,945               |
| Unsecured Term Loan (k)         | 200,000               | -                     | 179,487               | -                     |
| Senior Unsecured Notes, net (f) | 364,822               | 445,657               | 409,829               | 461,571               |
|                                 | <u>\$ 1,398,320</u>   | <u>\$ 1,352,213</u>   | <u>\$ 1,382,648</u>   | <u>\$ 1,330,009</u>   |
| Average Interest Rates          |                       |                       |                       |                       |
| Mortgage Loans Payable, net (e) | 5.58%                 | 5.91%                 | 5.83%                 | 6.00%                 |
| Unsecured Credit Facility (p)   | 1.68%                 | 1.70%                 | 1.68%                 | 1.82%                 |
| Unsecured Term Loan * (k)       | 4.09%                 | -                     | 4.09%                 | -                     |
| Senior Unsecured Notes, net (f) | 6.43%                 | 6.77%                 | 6.71%                 | 6.86%                 |
| Total Weighted Average          | <u>5.00%</u>          | <u>5.60%</u>          | <u>5.45%</u>          | <u>5.88%</u>          |

\* Rate is based on 365 day yield; stated rate is 4.04%.

**COVERAGE RATIOS**

|  |       |       |       |       |
|--|-------|-------|-------|-------|
| Interest Coverage - EBITDA<br>(EBITDA / GAAP Interest Expense)   | 3.19x | 2.91x | 2.86x | 2.80x |
| Fixed Charge Coverage - EBITDA<br>(EBITDA / (GAAP Interest Expense + Capitalized Interest + Principal Amortization + Preferred Dividends)) | 2.69x | 2.20x | 2.37x | 2.04x |

**PRINCIPAL AMORTIZATION**

|  |       |       |       |        |
|--|-------|-------|-------|--------|
|  | 2,987 | 3,344 | 9,385 | 10,270 |
|--|-------|-------|-------|--------|

**DEBT OUTSTANDING**

|                         | As Of                 |                       |
|-------------------------|-----------------------|-----------------------|
|                         | September 30,<br>2014 | September 30,<br>2013 |
| Interest Rate Structure |                       |                       |
| Fixed                   | \$ 1,167,764          | \$ 1,158,526          |
| Floating                | 176,000               | 171,000               |
|                         | <u>\$ 1,343,764</u>   | <u>\$ 1,329,526</u>   |

**DEBT RATIOS**

|  |       |       |
|--|-------|-------|
| Unencumbered Real Estate / Total Real Estate | 67.9% | 63.1% |
|--|-------|-------|

**DEBT MATURITY**

|  |     |     |
|--|-----|-----|
| Weighted Average Maturity in Years (1) | 4.9 | 4.9 |
|--|-----|-----|

**DEBT MATURITY AND SCHEDULED PRINCIPAL AMORTIZATION (2)**

|            | Mortgage Loans Payable (e) |                   | Unsecured Credit<br>Facility (p) (3) | Unsecured<br>Term Loan (k) | Senior<br>Unsecured<br>Debt (f) | Total               | Weighted<br>Average Coupon<br>Interest Rates |
|------------|----------------------------|-------------------|--------------------------------------|----------------------------|---------------------------------|---------------------|--|
|            | Principal Amortization     | Maturities        |                                      |                            |                                 |                     |  |
| 2014       | 2,935                      | -                 | -                                    | -                          | -                               | 2,935               | 5.57%  |
| 2015       | 12,158                     | -                 | -                                    | -                          | -                               | 12,158              | 5.59%  |
| 2016       | 11,771                     | 80,420            | -                                    | -                          | 159,679                         | 251,870             | 6.18%  |
| 2017       | 11,871                     | -                 | 176,000                              | -                          | 156,852                         | 344,723             | 3.99%  |
| 2018       | 9,958                      | 158,383           | -                                    | -                          | -                               | 168,341             | 4.56%  |
| 2019       | 7,757                      | 68,666            | -                                    | -                          | -                               | 76,423              | 7.64%  |
| 2020       | 5,481                      | 85,375            | -                                    | -                          | -                               | 90,856              | 6.43%  |
| 2021       | 3,823                      | 62,989            | -                                    | 200,000                    | -                               | 266,812             | 4.23% (4)                                    |
| 2022       | 1,693                      | 79,551            | -                                    | -                          | -                               | 81,244              | 4.03%  |
| Thereafter | -                          | -                 | -                                    | -                          | 48,571                          | 48,571              | 7.58%  |
| Total Debt | <u>\$ 67,447</u>           | <u>\$ 535,384</u> | <u>\$ 176,000</u>                    | <u>\$ 200,000</u>          | <u>\$ 365,102</u>               | <u>\$ 1,343,933</u> |  |

(1) Weighted average maturity includes the unsecured term loan, senior unsecured notes and mortgage loans payable and excludes the unsecured credit facility.

(2) Payments by year as of September 30, 2014. The debt maturity schedule reflects the maturity dates and amounts with respect to principal and scheduled amortization payments. The schedule excludes premiums and discounts.

(3) Excludes one-year extension option.

(4) Weighted average coupon interest rate includes the swapped rate for the Unsecured Term Loan.

**Debt Covenant Analysis**
*(UNAUDITED)*

|   | Current<br>Covenant | September 30,<br>2014 |
|---|---------------------|-----------------------|
| <b>SENIOR UNSECURED NOTES (1)</b>   |                     |                       |
| Indebtedness to Total Assets  | ≤ 60.0%             | 41.6%                 |
| Total Unencumbered Assets to Unsecured Indebtedness                                     | ≥ 150.0%            | 295.6%                |
| Indebtedness Subject to Encumbrance   | ≤ 40.0%             | 18.5%                 |
| Consolidated Income Available for Debt Service to the Annual Service Charge             | ≥ 1.50              | 3.06                  |
| <b>UNSECURED CREDIT FACILITY / UNSECURED TERM LOAN (2)</b>                              |                     |                       |
| Fixed Charge Coverage Ratio   | ≥ 1.50              | 2.34                  |
| Consolidated Leverage Ratio   | ≤ 60.0%             | 40.6%                 |
| Ratio of Value of Unencumbered Assets to Outstanding Consolidated Senior Unsecured Debt | ≥ 1.67              | 3.00                  |
| Minimum Market Value Net Worth  | ≥ \$1,300,000,000   | \$1,984,421,000       |
| Consolidated Secured Debt Ratio   | ≤ 40.0%             | 18.1%                 |
| Property Operating Income Ratio on Unencumbered Assets                                  | ≥ 1.75              | 4.44                  |

(1) Reflects the covenant calculations under all Supplemental Indentures except Supplemental Indenture No. 11, which relates to the 5.95% Notes due May 2017. The covenants reflected above are more restrictive than those set forth in Supplemental Indenture No. 11.

(2) Covenant calculations are the same under both agreements.

## On Balance Sheet Property Information

(UNAUDITED)

|  | As Of                                 |                                      |
|--|---------------------------------------|--------------------------------------|
|  | September 30,<br>2014                 | September 30,<br>2013                |
| <b>TOTAL PORTFOLIO</b>   |                                       |                                      |
| Number of Properties   |                                       |                                      |
| In-Service (o)   | 636                                   | 696                                  |
| Completed Developments, not in-service   | 2                                     | -                                    |
| Acquisitions, not in-service   | -                                     | 1                                    |
| Total Number of Properties   | 638                                   | 697                                  |
| Developments Under Construction  | 5                                     | -                                    |
| Land Area - Developed (Acres)  | 4,517                                 | 4,547                                |
| Land Area - Developable (Acres) (q)  | 539                                   | 593                                  |
| Gross Leasable Area (Square Feet)  |                                       |                                      |
| In-Service (o)   | 62,287,522                            | 62,012,911                           |
| Completed Developments, not in-service   | 1,045,070                             | -                                    |
| Acquisitions, not in-service   | -                                     | 509,216                              |
| Total Gross Leasable Area (Square Feet)  | 63,332,592                            | 62,522,127                           |
| Developments Under Construction (Square Feet)                                    | 1,188,342                             | 1,796,155                            |
| Occupied In-Service (Square Feet)  | 58,505,230                            | 56,558,853                           |
| Vacant In-Service (Square Feet)  | 3,782,292                             | 5,580,041                            |
| Number of In-Service Tenants   | 1,781                                 | 1,901                                |
| Occupancy Rates - In Service GLA   | 93.9%                                 | 91.2%                                |
| Weighted Average Lease Term (years)  | 6.1                                   | 6.0                                  |
|  | <b>September 30, 2014</b>             |                                      |
|  | <b>For the Three<br/>Months Ended</b> | <b>For the Nine<br/>Months Ended</b> |
| Capital Expenditures   |                                       |                                      |
| Non-Leasing Capital Expenditures Per Sq. Ft.<br>(i.e., roofs, parking lot, etc.) | \$ 0.07 (2)                           | \$ 0.17 (2)                          |
|  | <b>September 30, 2013</b>             |                                      |
|  | <b>For the Three<br/>Months Ended</b> | <b>For the Nine<br/>Months Ended</b> |
| Capital Expenditures   |                                       |                                      |
| Non-Leasing Capital Expenditures Per Sq. Ft.<br>(i.e., roofs, parking lot, etc.) | \$ 0.09                               | \$ 0.19                              |
|  | <b>September 30, 2014</b>             |                                      |
|  | <b>For the Three<br/>Months Ended</b> | <b>For the Nine<br/>Months Ended</b> |
| Same Property Detail (i)   |                                       |                                      |
| Change in Revenues   | 4.8%                                  | 4.5%                                 |
| Change in Expenses   | 4.6%                                  | 6.6%                                 |
| Change in NOI w/o Termination Fees   | 4.9% (2)                              | 3.6% (2)                             |
| Change in NOI with Termination Fees  | 5.7% (2)                              | 4.0% (2)                             |
| Change in Average Occupancy  | 2.0%                                  | 1.9%                                 |
| Total Gross Leasable Area (Square Feet)  | 59,318,816                            |                                      |
| % of Total Gross Leasable Area (Square Feet)                                     | 93.7%                                 |                                      |

(1) Occupancy of not in-service property at September 30, 2013 was 0%.

(2) Excludes restoration fees of \$388,889 in Q1, \$833,333 in Q2 and \$1,013,778 in Q3, for a year to date total of \$2,236,000 and as a result, the corresponding capital expenditures are excluded from the calculation of AFFO.

**PORTFOLIO LEASING STATISTICS (1)**
**2014**

## For the Three Months Ended September 30

|                 | Square Feet      | Term (Years) | Cash Rent Change (2) | GAAP Rent Change (2) | Lease Costs (2) | Tenant Retention (By Square Feet) |
|-----------------|------------------|--------------|----------------------|----------------------|-----------------|-----------------------------------|
| New             | 731,808          | 4.0          | (3.0%)               | 1.8%                 | \$ 4.48         | N/A                               |
| Renewal         | 2,429,727        | 4.8          | 3.2%                 | 12.1%                | \$ 1.23         | 78.9%                             |
| Development     | 723,375          | 10.4         | N/A                  | N/A                  | N/A             | N/A                               |
| Total / Average | <u>3,884,910</u> | 5.7          | 1.6%                 | 9.4%                 | \$ 1.89         | 78.9%                             |

## For the Nine Months Ended September 30

|                 | Square Feet       | Term (Years) | Cash Rent Change (2) | GAAP Rent Change (2) | Lease Costs (2) | Tenant Retention (By Square Feet) |
|-----------------|-------------------|--------------|----------------------|----------------------|-----------------|-----------------------------------|
| New             | 2,665,214         | 5.3          | (2.5%)               | 2.3%                 | \$ 4.59         | N/A                               |
| Renewal         | 6,801,306         | 4.3          | 3.7%                 | 11.1%                | \$ 1.30         | 71.2%                             |
| Development     | 1,083,395         | 10.1         | N/A                  | N/A                  | N/A             | N/A                               |
| Total / Average | <u>10,549,915</u> | 5.1          | 1.9%                 | 8.5%                 | \$ 2.17         | 71.2%                             |

(1) Leasing excludes short term and month-to-month leases.

(2) Excludes 1st generation leases in developed or acquired properties.

## On Balance Sheet Property Information

(UNAUDITED)

(AS OF SEPTEMBER 30, 2014)

|                         | NUMBER OF<br>PROPERTIES     | GLA                  | OCCUPANCY<br>RATES          |
|-------------------------|-----------------------------|----------------------|-----------------------------|
| Atlanta                 | 35                          | 5,504,422            | 88.2%                       |
| Baltimore/D.C.          | 18                          | 1,334,274            | 94.3%                       |
| Central Pennsylvania    | 20                          | 5,511,611            | 96.7%                       |
| Chicago                 | 34                          | 5,599,182            | 95.9%                       |
| Cincinnati              | 15                          | 2,059,319            | 88.5%                       |
| Cleveland               | 7                           | 1,317,799            | 98.5%                       |
| Dallas/Ft. Worth        | 67                          | 4,855,698            | 95.7%                       |
| Denver                  | 46                          | 2,671,522            | 95.4%                       |
| Detroit                 | 100                         | 3,534,784            | 93.7%                       |
| Houston                 | 31                          | 3,531,685            | 96.4%                       |
| Indianapolis            | 28                          | 3,288,606            | 92.2%                       |
| Miami                   | 8                           | 513,250              | 85.0%                       |
| Milwaukee               | 13                          | 1,549,084            | 98.5%                       |
| Minneapolis/St. Paul    | 34                          | 4,661,497            | 93.7%                       |
| Nashville               | 7                           | 1,413,140            | 96.7%                       |
| Northern New Jersey     | 18                          | 1,251,043            | 93.6%                       |
| Philadelphia            | 12                          | 1,207,574            | 87.0%                       |
| Phoenix                 | 11                          | 1,103,290            | 94.2%                       |
| Salt Lake City          | 14                          | 739,636              | 90.5%                       |
| Seattle                 | 4                           | 384,929              | 100.0%                      |
| Southern California (v) | 42                          | 3,773,754            | 96.7%                       |
| Southern New Jersey     | 6                           | 524,109              | 81.8%                       |
| St. Louis               | 17                          | 2,436,750            | 90.6%                       |
| Tampa                   | 35                          | 1,133,961            | 86.9%                       |
| Other                   | 14                          | 2,386,603            | 98.2%                       |
| Total In Service GLA    | 636                         | 62,287,522           | 93.9%                       |
|                         | PROPERTIES BY<br>PERCENTAGE | GLA BY<br>PERCENTAGE | RENTAL INCOME<br>PERCENTAGE |
| Atlanta                 | 5.5%                        | 8.8%                 | 5.5%                        |
| Baltimore/D.C.          | 2.8%                        | 2.1%                 | 3.7%                        |
| Central Pennsylvania    | 3.1%                        | 8.8%                 | 7.2%                        |
| Chicago                 | 5.3%                        | 9.0%                 | 8.1%                        |
| Cincinnati              | 2.4%                        | 3.3%                 | 2.5%                        |
| Cleveland               | 1.1%                        | 2.1%                 | 2.2%                        |
| Dallas/Ft. Worth        | 10.6%                       | 7.9%                 | 5.9%                        |
| Denver                  | 7.2%                        | 4.3%                 | 5.0%                        |
| Detroit                 | 15.8%                       | 5.7%                 | 5.7%                        |
| Houston                 | 4.9%                        | 5.7%                 | 5.0%                        |
| Indianapolis            | 4.4%                        | 5.3%                 | 4.4%                        |
| Miami                   | 1.3%                        | 0.8%                 | 0.8%                        |
| Milwaukee               | 2.0%                        | 2.5%                 | 2.3%                        |
| Minneapolis/St. Paul    | 5.3%                        | 7.5%                 | 7.9%                        |
| Nashville               | 1.1%                        | 2.3%                 | 1.8%                        |
| Northern New Jersey     | 2.8%                        | 2.0%                 | 3.6%                        |
| Philadelphia            | 1.9%                        | 1.9%                 | 2.0%                        |
| Phoenix                 | 1.7%                        | 1.8%                 | 1.8%                        |
| Salt Lake City          | 2.2%                        | 1.2%                 | 1.2%                        |
| Seattle                 | 0.6%                        | 0.6%                 | 1.1%                        |
| Southern California (v) | 6.7%                        | 6.1%                 | 11.0%                       |
| Southern New Jersey     | 0.9%                        | 0.8%                 | 0.7%                        |
| St. Louis               | 2.7%                        | 3.9%                 | 3.1%                        |
| Tampa                   | 5.5%                        | 1.8%                 | 3.1%                        |
| Other                   | 2.2%                        | 3.8%                 | 4.4%                        |
| Total                   | 100%                        | 100%                 | 100%                        |

## On Balance Sheet Property Information

*(UNAUDITED)*

|  | September 30,<br>2014 | September 30,<br>2013 |
|--|-----------------------|-----------------------|
| <b>NUMBER OF PROPERTIES</b>                          |                       |                       |
| Number of In Service Properties by Property Type (r) |                       |                       |
| Bulk Warehouse                                       | 158                   | 155                   |
| Regional Warehouse                                   | 97                    | 98                    |
| Light Industrial                                     | 291                   | 339                   |
| R&D/Flex   | 90                    | 104                   |
| Total In Service Properties                          | <u>636</u>            | <u>696</u>            |
| <b>BASE RENT</b>                                     |                       |                       |
| Base Rent Rate by Property Type                      |                       |                       |
| Bulk Warehouse                                       | 52%                   | 48%                   |
| Regional Warehouse                                   | 13%                   | 13%                   |
| Light Industrial                                     | 26%                   | 29%                   |
| R&D/Flex   | 9%                    | 10%                   |
| Total  | <u>100%</u>           | <u>100%</u>           |
| <b>OCCUPANCY</b>                                     |                       |                       |
| Occupancy by Product Type                            |                       |                       |
| Bulk Warehouse                                       | 96.2%                 | 92.9%                 |
| Regional Warehouse                                   | 93.8%                 | 92.8%                 |
| Light Industrial                                     | 89.9%                 | 88.1%                 |
| R&D/Flex   | 84.6%                 | 83.3%                 |
| Total Occupancy                                      | <u>93.9%</u>          | <u>91.2%</u>          |
| <b>GLA</b>   |                       |                       |
| In Service Gross Leasable Area by Property Type      |                       |                       |
| Bulk Warehouse                                       | 38,009,737            | 35,669,595            |
| Regional Warehouse                                   | 7,780,309             | 7,933,537             |
| Light Industrial                                     | 13,312,022            | 14,762,183            |
| R&D/Flex   | 3,185,454             | 3,647,596             |
| Total In Service GLA                                 | <u>62,287,522</u>     | <u>62,012,911</u>     |
| In Service Gross Leasable Area by Property Type      |                       |                       |
| Bulk Warehouse                                       | 62%                   | 58%                   |
| Regional Warehouse                                   | 12%                   | 13%                   |
| Light Industrial                                     | 21%                   | 24%                   |
| R&D/Flex   | 5%                    | 5%                    |
| Total  | <u>100%</u>           | <u>100%</u>           |
| Average In Service Property Size (GLA)               |                       |                       |
| Bulk Warehouse                                       | 240,568               | 230,126               |
| Regional Warehouse                                   | 80,209                | 80,954                |
| Light Industrial                                     | 45,746                | 43,546                |
| R&D/Flex   | 35,394                | 35,073                |
|  | <u>97,936</u>         | <u>89,099</u>         |



**On Balance Sheet Property Information**
*(UNAUDITED)*

| <b>SAME PROPERTY OCCUPANCY RATES</b>               | September 30,<br>2014 | September 30,<br>2013 |
|--|-----------------------|-----------------------|
| Average Daily Occupancy Rates by Metropolitan Area |                       |                       |
| Atlanta  | 85.8%                 | 82.4%                 |
| Baltimore/D.C.                                     | 94.1%                 | 93.2%                 |
| Central Pennsylvania                               | 95.7%                 | 90.9%                 |
| Chicago  | 94.6%                 | 97.0%                 |
| Cincinnati   | 88.2%                 | 86.1%                 |
| Cleveland  | 98.5%                 | 92.4%                 |
| Dallas/Ft. Worth                                   | 94.7%                 | 93.3%                 |
| Denver   | 94.4%                 | 90.7%                 |
| Detroit  | 94.2%                 | 92.2%                 |
| Houston  | 97.5%                 | 99.2%                 |
| Indianapolis                                       | 91.1%                 | 92.7%                 |
| Miami  | 78.8%                 | 75.7%                 |
| Milwaukee  | 98.5%                 | 95.8%                 |
| Minneapolis/St. Paul                               | 91.7%                 | 90.9%                 |
| Nashville  | 96.1%                 | 97.5%                 |
| Northern New Jersey                                | 91.3%                 | 92.8%                 |
| Philadelphia                                       | 86.9%                 | 89.6%                 |
| Phoenix  | 94.2%                 | 85.6%                 |
| Salt Lake City                                     | 90.8%                 | 91.3%                 |
| Seattle  | 100.0%                | 89.2%                 |
| Southern California (v)                            | 93.8%                 | 85.0%                 |
| Southern New Jersey                                | 80.9%                 | 41.5%                 |
| St. Louis  | 90.2%                 | 91.3%                 |
| Tampa  | 85.0%                 | 84.5%                 |
| Other  | 97.5%                 | 99.0%                 |
| Weighted Average Occupancy                         | 92.8%                 | 90.8%                 |

**SAME PROPERTY RENTAL INCOME**

Annual Net Rental Income per Average Occupied Square Foot by Metropolitan Area (\$)

|  |      |      |
|--|------|------|
| Atlanta                                  | 2.80 | 2.71 |
| Baltimore/D.C.                           | 7.30 | 7.13 |
| Central Pennsylvania                     | 4.19 | 4.11 |
| Chicago                                  | 3.92 | 3.50 |
| Cincinnati                               | 3.71 | 3.74 |
| Cleveland                                | 4.57 | 4.69 |
| Dallas/Fort Worth                        | 3.40 | 3.30 |
| Denver                                   | 5.41 | 5.45 |
| Detroit                                  | 4.54 | 4.37 |
| Houston                                  | 3.61 | 3.51 |
| Indianapolis                             | 2.88 | 2.84 |
| Miami                                    | 4.97 | 4.76 |
| Milwaukee                                | 3.81 | 3.78 |
| Minneapolis/St. Paul                     | 4.86 | 4.70 |
| Nashville                                | 3.36 | 3.43 |
| Northern New Jersey                      | 8.53 | 8.48 |
| Philadelphia                             | 4.76 | 4.61 |
| Phoenix                                  | 4.17 | 4.15 |
| Salt Lake City                           | 5.08 | 4.92 |
| Seattle                                  | 5.14 | 5.11 |
| Southern California (v)                  | 6.72 | 6.21 |
| Southern New Jersey                      | 4.48 | 5.13 |
| St. Louis                                | 3.65 | 3.66 |
| Tampa                                    | 7.42 | 7.32 |
| Other                                    | 3.89 | 3.83 |
| Weighted Average Rental Income / Sq. Ft. | 4.32 | 4.19 |

**LARGEST TENANTS**

| Twenty Largest Tenants By Annualized Lease Net Rent (s) | Annualized Lease Net Rent |              |
|---|---------------------------|--------------|
|   | Amount                    | % of Total   |
| 1. ADESA (a)  | \$ 7,160                  | 2.8%         |
| 2. Quidsi   | 4,925                     | 2.0%         |
| 3. Ozburn-Hessey Logistics                              | 4,538                     | 1.8%         |
| 4. General Services Administration                      | 3,278                     | 1.3%         |
| 5. United Natural Foods                                 | 2,963                     | 1.2%         |
| 6. Harbor Freight Tools                                 | 2,955                     | 1.2%         |
| 7. Federal-Mogul Motorparts                             | 2,903                     | 1.2%         |
| 8. Michelin North America                               | 2,695                     | 1.1%         |
| 9. Jacobson Warehouse Company                           | 2,520                     | 1.0%         |
| 10. Rust-Oleum  | 2,483                     | 1.0%         |
| 11. Best Buy  | 2,445                     | 1.0%         |
| 12. Vi-Jon  | 2,345                     | 0.9%         |
| 13. Integrated Merchandising Systems                    | 1,912                     | 0.8%         |
| 14. Tri Cap International                               | 1,886                     | 0.7%         |
| 15. Quad/Graphics                                       | 1,806                     | 0.7%         |
| 16. Amgen   | 1,780                     | 0.7%         |
| 17. Viasat  | 1,706                     | 0.7%         |
| 18. Pure Fishing  | 1,703                     | 0.7%         |
| 19. Navistar  | 1,665                     | 0.7%         |
| 20. Unisource Worldwide                                 | 1,651                     | 0.7%         |
|   | <b>\$ 55,319</b>          | <b>22.0%</b> |

| Twenty Largest Tenants by Gross Leasable Area | Gross Leasable Area |              |
|---|---------------------|--------------|
|   | Occupied            | % of Total   |
| 1. Ozburn-Hessey Logistics                    | 1,357,823           | 2.2%         |
| 2. Quidsi                                     | 1,279,350           | 2.1%         |
| 3. Rust-Oleum                                 | 850,243             | 1.4%         |
| 4. Jacobson Warehouse Company                 | 829,258             | 1.3%         |
| 5. Federal-Mogul Motorparts                   | 708,000             | 1.1%         |
| 6. Vi-Jon                                     | 700,000             | 1.1%         |
| 7. Harbor Freight Tools                       | 691,960             | 1.1%         |
| 8. United Natural Foods                       | 675,000             | 1.1%         |
| 9. Michelin North America                     | 663,821             | 1.1%         |
| 10. Integrated Merchandising Systems          | 626,784             | 1.0%         |
| 11. Best Buy                                  | 580,733             | 0.9%         |
| 12. Quad/Graphics                             | 478,889             | 0.8%         |
| 13. Lion Vallen Industries                    | 477,000             | 0.8%         |
| 14. Chep, USA                                 | 443,175             | 0.7%         |
| 15. Emser Tile                                | 417,350             | 0.7%         |
| 16. Pure Fishing                              | 400,828             | 0.6%         |
| 17. Unisource Worldwide                       | 398,420             | 0.6%         |
| 18. TSN                                       | 394,380             | 0.6%         |
| 19. Navistar                                  | 390,000             | 0.6%         |
| 20. Greentech Automotive                      | 376,016             | 0.6%         |
|   | <b>12,739,030</b>   | <b>20.5%</b> |

**LEASE EXPIRATION SCHEDULE (1)**

| By Net Rent (s) | Amount            | Average Net Rent | % of Total    |
|-----------------|-------------------|------------------|---------------|
| Month to Month  | 2,966             | \$ 3.17          | 1.1%          |
| 2014            | 5,395             | 4.71             | 2.2%          |
| 2015            | 40,579            | 4.43             | 16.2%         |
| 2016            | 44,069            | 4.11             | 17.5%         |
| 2017            | 33,230            | 4.61             | 13.3%         |
| 2018            | 34,014            | 4.49             | 13.6%         |
| 2019            | 31,863            | 4.44             | 12.7%         |
| 2020            | 14,536            | 4.26             | 5.8%          |
| 2021            | 16,977            | 3.96             | 6.8%          |
| 2022            | 4,907             | 4.12             | 2.0%          |
| Thereafter      | 21,990            | 4.13             | 8.8%          |
|                 | <b>\$ 250,526</b> | <b>\$ 4.31</b>   | <b>100.0%</b> |

| By GLA         | GLA               | Average Lease (GLA) | % of Total    |
|----------------|-------------------|---------------------|---------------|
| Month to Month | 936,146           | 19,918              | 1.6%          |
| 2014           | 1,145,312         | 24,898              | 2.0%          |
| 2015           | 9,165,205         | 21,770              | 15.8%         |
| 2016           | 10,715,907        | 26,857              | 18.4%         |
| 2017           | 7,209,141         | 23,559              | 12.4%         |
| 2018           | 7,583,559         | 36,636              | 13.0%         |
| 2019           | 7,181,249         | 37,017              | 12.3%         |
| 2020           | 3,414,987         | 51,742              | 5.9%          |
| 2021           | 4,286,250         | 85,725              | 7.4%          |
| 2022           | 1,192,093         | 47,684              | 2.1%          |
| Thereafter     | 5,318,576         | 108,542             | 9.1%          |
|                | <b>58,148,425</b> | <b>32,126</b>       | <b>100.0%</b> |

| By Number of Leases | Number       | % of Total    |
|---------------------|--------------|---------------|
| Month to Month      | 47           | 2.6%          |
| 2014                | 46           | 2.5%          |
| 2015                | 421          | 23.3%         |
| 2016                | 399          | 22.1%         |
| 2017                | 306          | 16.9%         |
| 2018                | 207          | 11.4%         |
| 2019                | 194          | 10.7%         |
| 2020                | 66           | 3.6%          |
| 2021                | 50           | 2.8%          |
| 2022                | 25           | 1.4%          |
| Thereafter          | 49           | 2.7%          |
|                     | <b>1,810</b> | <b>100.0%</b> |

(1) Excludes September 30, 2014 move-outs of 356,805 square feet. Leases which rollover the first day of a calendar year are included in the respective year.

**2014 On Balance Sheet Property Acquisition Summary**
*(UNAUDITED)*

| <b>PORTFOLIO</b>                         | <b>MARKET</b>        | <b>SQUARE FEET</b> | <b>GROSS LAND ACREAGE</b> | <b>PURCHASE PRICE</b><br>(in millions) | <b>WEIGHTED AVERAGE EXPECTED CAP RATE (t)</b> |
|--|----------------------|--------------------|---------------------------|--|---|
| Rivertown Distribution Center            | Minneapolis/St. Paul | 251,968            |                           | 13.4                                   |   |
| <b>1st Quarter Property Acquisitions</b> |                      | <b>251,968</b>     |                           | <b>\$13.4</b>                          | <b>7.3%</b>                                   |
| <b>Total First Quarter Acquisitions</b>  |                      | <b>251,968</b>     | <b>N/A</b>                | <b>\$13.4</b>                          |   |
| 401 Airport Road                         | Chicago              | 53,260             |                           | 3.2                                    |   |
| 16875 Heacock Street (1)                 | Inland Empire        | 225,450            |                           | 10.0                                   |   |
| <b>2nd Quarter Property Acquisitions</b> |                      | <b>278,710</b>     |                           | <b>\$13.2</b>                          | <b>6.6%</b>                                   |
| Interstate North Business Park           | Minneapolis/St. Paul |                    | 15.5                      | 2.8                                    |   |
| Arlington Tech Distribution Center       | Dallas/Ft. Worth     |                    | 9.6                       | 1.2                                    |   |
| Grove View Road                          | Inland Empire        |                    | 5.4                       | 0.5                                    |   |
| <b>2nd Quarter Land Acquisitions</b>     |                      |                    | <b>30.5</b>               | <b>\$4.5</b>                           |   |
| <b>Total Second Quarter Acquisitions</b> |                      | <b>278,710</b>     | <b>30.5</b>               | <b>\$17.7</b>                          |   |
| First Grand Parkway Distribution Center  | Houston              |                    | 49.7                      | 12.2                                   |   |
| First Park @ Ocean Ranch                 | San Diego            |                    | 15.8                      | 9.6                                    |   |
| <b>3rd Quarter Land Acquisitions</b>     |                      |                    | <b>65.5</b>               | <b>\$21.8</b>                          |   |
| <b>Total Third Quarter Acquisitions</b>  |                      | <b>N/A</b>         | <b>65.5</b>               | <b>\$21.8</b>                          |   |
| <b>Total 2014 Acquisitions</b>           |                      | <b>530,678</b>     | <b>96.0</b>               | <b>\$52.9</b>                          | <b>6.9%</b>                                   |

(1) In connection with the acquisition of the building, the Company assumed a ground lease to the underlying land. The ground lease runs through June, 2054 and includes two ten-year renewal options.

## 2013 On Balance Sheet Property Acquisition Summary

(UNAUDITED)

| PORTFOLIO                                | MARKET        | SQUARE<br>FEET   | GROSS<br>LAND<br>ACREAGE | PURCHASE<br>PRICE<br>(in millions) | WEIGHTED<br>AVERAGE<br>EXPECTED<br>CAP RATE (t) |
|--|---------------|------------------|--------------------------|------------------------------------|---|
| NE Perris Blvd/Edwin Road                | Inland Empire |                  | 28.2                     | 6.2                                |   |
| W Greens Road                            | Houston       |                  | 24.6                     | 3.1                                |   |
| <b>1st Quarter Land Acquisitions</b>     |               |                  | <b>52.8</b>              | <b>\$9.3</b>                       |   |
| <b>Total First Quarter Acquisitions</b>  |               | <b>N/A</b>       | <b>52.8</b>              | <b>\$9.3</b>                       |   |
| 4100 Rock Creek Blvd                     | Chicago       | 509,216          |                          | 20.5                               |   |
| <b>2nd Quarter Property Acquisitions</b> |               | <b>509,216</b>   |                          | <b>\$20.5</b>                      | <b>6.7%</b>                                     |
| SW Nandina Avenue                        | Inland Empire |                  | 68.9                     | 16.6                               |   |
| <b>2nd Quarter Land Acquisitions</b>     |               |                  | <b>68.9</b>              | <b>\$16.6</b>                      |   |
| <b>Total Second Quarter Acquisitions</b> |               | <b>509,216</b>   | <b>68.9</b>              | <b>\$37.1</b>                      |   |
| <b>Total Third Quarter Acquisitions</b>  |               | <b>N/A</b>       | <b>N/A</b>               | <b>N/A</b>                         |   |
| I-94 Distribution Center (1)             | Chicago       | 626,784          |                          | 26.3                               |   |
| <b>4th Quarter Property Acquisitions</b> |               | <b>626,784</b>   |                          | <b>\$26.3</b>                      | <b>6.7%</b>                                     |
| <b>Total Fourth Quarter Acquisitions</b> |               | <b>626,784</b>   | <b>N/A</b>               | <b>\$26.3</b>                      |   |
| <b>Total 2013 Acquisitions</b>           |               | <b>1,136,000</b> | <b>121.7</b>             | <b>\$72.8</b>                      | <b>6.7%</b>                                     |

(1) Acquired 100% of an equity interest in the limited liability company that owned the industrial property.

**DEVELOPMENTS PLACED IN SERVICE - NINE MONTHS ENDED SEPTEMBER 30, 2014**

| <u>DEVELOPMENT</u>              | <u>MARKET</u>   | <u>BUILDING COMPLETION</u> | <u>SQUARE FEET</u> | <u>ESTIMATED INVESTMENT</u><br>(in millions) | <u>AVERAGE EXPECTED CAP RATE (t)</u> |
|---------------------------------|-----------------|----------------------------|--------------------|--|--------------------------------------|
| First Figueroa Logistics Center | Los Angeles, CA | Q2 2014                    | 43,485             | 8.8  |                                      |
| Rust-Oleum Expansion            | Chicago, IL     | Q2 2014                    | 250,243            | 8.6 (1)                                      |                                      |
| First Logistics Center @ I-83   | York, PA        | Q4 2013                    | 708,000            | 35.3   |                                      |
| <b>Total</b>                    |                 |                            | <b>1,001,728</b>   | <b>\$52.7</b>                                | <b>7.4%</b>                          |

**DEVELOPMENTS COMPLETED - NOT IN SERVICE AT SEPTEMBER 30, 2014**

| <u>DEVELOPMENT</u>             | <u>MARKET</u>     | <u>BUILDING COMPLETION</u> | <u>SQUARE FEET</u> | <u>ESTIMATED INVESTMENT</u><br>(in millions) |
|--------------------------------|-------------------|----------------------------|--------------------|--|
| First Bandini Logistics Center | LA County, CA     | Q4 2013                    | 489,400            | 54.0   |
| First 36 Logistics Center      | Moreno Valley, CA | Q2 2014                    | 555,670            | 31.6   |
| <b>Total</b>                   |                   |                            | <b>1,045,070</b>   | <b>\$85.6</b>                                |
|                                |                   | % Leased                   | <b>23%</b>         |  |
|                                |                   | % Funded                   | <b>96%</b>         |  |

**DEVELOPMENTS IN PROCESS AT SEPTEMBER 30, 2014**

| <u>DEVELOPMENT</u>               | <u>MARKET</u>            | <u>ESTIMATED BUILDING COMPLETION</u> | <u>SQUARE FEET</u> | <u>ESTIMATED INVESTMENT</u><br>(in millions) |
|----------------------------------|--------------------------|--------------------------------------|--------------------|--|
| Interstate North Business Park   | Minneapolis/St. Paul, MN | Q4 2014                              | 239,077            | 19.3 (2)                                     |
| First Pinnacle Industrial Center | Dallas, TX               | Q1 2015                              | 598,445            | 25.7 (3)                                     |
| First Northwest Commerce Center  | Houston, TX              | Q4 2014                              | 350,820            | 19.7   |
| <b>Total In Process</b>          |                          |                                      | <b>1,188,342</b>   | <b>\$64.7</b>                                |
|                                  |                          | % Leased                             | <b>58%</b>         |  |
|                                  |                          | % Funded                             | <b>61%</b>         |  |

**DEVELOPMENTS PLACED IN SERVICE - TWELVE MONTHS ENDED DECEMBER 31, 2013**

| <u>DEVELOPMENT</u>           | <u>MARKET</u> | <u>BUILDING COMPLETION</u> | <u>SQUARE FEET</u> | <u>INVESTMENT</u><br>(in millions) | <u>AVERAGE EXPECTED CAP RATE (t)</u> |
|------------------------------|---------------|----------------------------|--------------------|------------------------------------|--------------------------------------|
| First Chino Logistics Center | Chino, CA     | Q2 2013                    | 300,300            | 19.1                               |                                      |
| <b>Total</b>                 |               |                            | <b>300,300</b>     | <b>\$19.1</b>                      | <b>7.3%</b>                          |

(1) Estimated investment excludes land basis.

(2) Project includes the development of two buildings (142,290 square feet and 96,787 square feet).

(3) Project includes the development of two buildings (376,601 square feet and 221,844 square feet).

Note: A development project is transferred to developments completed - not in service once the building is considered substantially complete. It remains in that category until the earlier of 90% occupancy is achieved, or one year following construction completion.



| <u>ADDRESS/PORTFOLIO</u>          | <u>MARKET</u>  | <u>SQUARE FEET</u> | <u>LAND ACREAGE</u> | <u>SALE PRICE</u><br>(in millions) | <u>WEIGHTED AVERAGE CAP RATE (t)</u> | <u>CAP RATE AT SALE (t)</u> |
|-----------------------------------|----------------|--------------------|---------------------|------------------------------------|--------------------------------------|-----------------------------|
| 1807 East Maple                   | Detroit        | 28,100             |                     | 1.3                                |                                      |                             |
| 3450 Corporate Way                | Atlanta        | 37,346             |                     | 1.7                                |                                      |                             |
| 200 Philips Road                  | Philadelphia   | 7,150              |                     | 0.5                                |                                      |                             |
| <b>1st Quarter Property Sales</b> |                | <b>72,596</b>      |                     | <b>\$3.5</b>                       | <b>7.9%</b>                          | <b>4.5%</b>                 |
| <b>Total First Quarter Sales</b>  |                | <b>72,596</b>      | <b>N/A</b>          | <b>\$3.5</b>                       |                                      |                             |
| 33025 Industrial Road             | Detroit        | 6,250              |                     | 0.3                                |                                      |                             |
| 264 Welsh Pool Road               | Philadelphia   | 11,256             |                     | 1.0                                |                                      |                             |
| <b>2nd Quarter Property Sales</b> |                | <b>17,506</b>      |                     | <b>\$1.3</b>                       | <b>6.1%</b>                          | <b>1.2%</b>                 |
| <b>Total Second Quarter Sales</b> |                | <b>17,506</b>      | <b>N/A</b>          | <b>\$1.3</b>                       |                                      |                             |
| 700 Industrial Blvd               | Houston        | 90,525             |                     | 4.7                                |                                      |                             |
| Woodlawn Portfolio                | Baltimore/D.C. | 369,979            |                     | 28.5                               |                                      |                             |
| Jackson Industrial Park           | Indianapolis   | 260,400            |                     | 7.9                                |                                      |                             |
| 1304 Sadlier Circle West          | Indianapolis   | 17,600             |                     | 0.8                                |                                      |                             |
| 2900 South 160th Street           | Milwaukee      | 67,600             |                     | 1.8                                |                                      |                             |
| 9501 Nevada Avenue                | Chicago        | 118,670            |                     | 10.5                               |                                      |                             |
| <b>3rd Quarter Property Sales</b> |                | <b>924,774</b>     |                     | <b>\$54.2</b>                      | <b>8.2%</b>                          | <b>5.9%</b>                 |
| <b>Total Third Quarter Sales</b>  |                | <b>924,774</b>     | <b>N/A</b>          | <b>\$54.2</b>                      |                                      |                             |
| <b>Total 2014 Sales</b>           |                | <b>1,014,876</b>   | <b>N/A</b>          | <b>\$59.0</b>                      | <b>8.1%</b>                          | <b>5.7%</b>                 |

| <u>ADDRESS/PORTFOLIO</u>           | <u>MARKET</u>        | <u>SQUARE FEET</u> | <u>LAND ACREAGE</u> | <u>SALE PRICE</u><br>(in millions) | <u>WEIGHTED AVERAGE CAP RATE (t)</u> | <u>CAP RATE AT SALE (t)</u> |
|------------------------------------|----------------------|--------------------|---------------------|------------------------------------|--------------------------------------|-----------------------------|
| 32650 Capitol Avenue               | Detroit              | 40,760             |                     | 1.7                                |                                      |                             |
| Cornerstone Portfolio              | Chicago              | 171,241            |                     | 8.3                                |                                      |                             |
| <b>1st Quarter Property Sales</b>  |                      | <b>212,001</b>     |                     | <b>\$10.0</b>                      | <b>7.7%</b>                          | <b>4.6%</b>                 |
| 5B Bridgewater Land                | Tampa                |                    | 9.6                 | 0.9                                |                                      |                             |
| Brookville Land- Partial Sale      | Indianapolis         |                    | 3.6                 | 0.3                                |                                      |                             |
| <b>1st Quarter Land Sales</b>      |                      |                    | <b>13.2</b>         | <b>\$1.2</b>                       |                                      |                             |
| <b>Total First Quarter Sales</b>   |                      | <b>212,001</b>     | <b>13.2</b>         | <b>\$11.2</b>                      |                                      |                             |
| 1225 Highway 169 North             | Minneapolis/St. Paul | 61,992             |                     | 3.9                                |                                      |                             |
| 1625 West Cosby Road               | Dallas/Ft. Worth     | 87,687             |                     | 3.7                                |                                      |                             |
| 10330 I Street                     | Other (Omaha, NE)    | 355,964            |                     | 13.2                               |                                      |                             |
| 114 Packham Road                   | Toronto              | 280,773            |                     | 7.1                                |                                      |                             |
| 1820 Portal Street                 | Baltimore/D.C.       | 171,000            |                     | 7.2                                |                                      |                             |
| 55 Route 46                        | Northern New Jersey  | 24,051             |                     | 2.0                                |                                      |                             |
| 316 Lake Hazeltine Drive           | Minneapolis/St. Paul | 60,570             |                     | 2.7                                |                                      |                             |
| 2104 Hutton Drive                  | Dallas/Ft. Worth     | 24,800             |                     | 1.6                                |                                      |                             |
| <b>2nd Quarter Property Sales</b>  |                      | <b>1,066,837</b>   |                     | <b>\$41.4</b>                      | <b>7.9%</b>                          | <b>3.5%</b>                 |
| <b>Total Second Quarter Sales</b>  |                      | <b>1,066,837</b>   | <b>N/A</b>          | <b>\$41.4</b>                      |                                      |                             |
| 1620-1628 Valwood Parkway          | Dallas/Ft. Worth     | 56,330             |                     | 2.2                                |                                      |                             |
| 1840 Hutton Drive                  | Dallas/Ft. Worth     | 54,494             |                     | 3.8                                |                                      |                             |
| 238 Executive Drive                | Detroit              | 13,740             |                     | 0.6                                |                                      |                             |
| 9200 East 146th Street             | Indianapolis         | 150,488            |                     | 3.8                                |                                      |                             |
| 9210 East 146th Street             | Indianapolis         | 23,950             |                     | 0.7                                |                                      |                             |
| 100 Dorris Williams                | Atlanta              | 90,000             |                     | 3.9                                |                                      |                             |
| <b>3rd Quarter Property Sales</b>  |                      | <b>389,002</b>     |                     | <b>\$15.0</b>                      | <b>7.9%</b>                          | <b>5.3%</b>                 |
| Emerald Valley Parkway Land        | Cleveland            |                    | 26.0                | 1.1                                |                                      |                             |
| 200 Philips Road                   | Philadelphia         |                    | 1.6                 | 0.1                                |                                      |                             |
| <b>3rd Quarter Land Sales</b>      |                      |                    | <b>27.6</b>         | <b>\$1.2</b>                       |                                      |                             |
| <b>Total Third Quarter Sales</b>   |                      | <b>389,002</b>     | <b>27.6</b>         | <b>\$16.2</b>                      |                                      |                             |
| Chicago Road Portfolio             | Detroit              | 77,830             |                     | 3.0                                |                                      |                             |
| Valwood Portfolio                  | Dallas/Ft. Worth     | 245,047            |                     | 12.4                               |                                      |                             |
| 6523 North Sidney Place            | Milwaukee            | 43,440             |                     | 1.2                                |                                      |                             |
| 3505 Thayer Court                  | Chicago              | 64,220             |                     | 3.0                                |                                      |                             |
| 3150-60 MacArthur Blvd             | Chicago              | 41,780             |                     | 1.9                                |                                      |                             |
| 1095 Crooks Road                   | Detroit              | 35,042             |                     | 2.4                                |                                      |                             |
| 12503 East Euclid                  | Denver               | 100,312            |                     | 6.5                                |                                      |                             |
| 1070 Thomas Busch Memorial Hwy     | Southern New Jersey  | 109,000            |                     | 5.5                                |                                      |                             |
| 1305 Stephenson                    | Detroit              | 47,000             |                     | 2.7                                |                                      |                             |
| 350 Ironwood Drive                 | Salt Lake City       | 384,305            |                     | 18.5                               |                                      |                             |
| 1850 Touhy & 1158-60 McCabe Avenue | Chicago              | 169,000            |                     | 3.4                                |                                      |                             |
| 555 Corporate Circle               | Denver               | 56,753             |                     | 13.5                               |                                      |                             |
| <b>4th Quarter Property Sales</b>  |                      | <b>1,373,729</b>   |                     | <b>\$74.0</b>                      | <b>8.0%</b>                          | <b>7.0%</b>                 |
| Gateway Land                       | Columbus             |                    | 23.0                | 1.6                                |                                      |                             |
| 2550 South 300 West                | Salt Lake City       |                    | 0.4                 | 0.2                                |                                      |                             |
| <b>4th Quarter Land Sales</b>      |                      |                    | <b>23.4</b>         | <b>\$1.8</b>                       |                                      |                             |
| <b>Total Fourth Quarter Sales</b>  |                      | <b>1,373,729</b>   | <b>23.4</b>         | <b>\$75.8</b>                      |                                      |                             |
| <b>Total 2013 Sales</b>            |                      | <b>3,041,569</b>   | <b>64.2</b>         | <b>\$144.6</b>                     | <b>8.0%</b>                          | <b>5.6%</b>                 |

**On Balance Sheet Developable Site Inventory**

(UNAUDITED)

(AS OF SEPTEMBER 30, 2014)

| Market/Location  | Useable<br>Land Area (q)<br>(Acres)             | Industrial<br>Developable<br>GLA (Est.) (q)                       |
|--|---|---|
| <b>OWNED LAND</b>  |   |   |
| Windsor Mill, MD<br><b>Baltimore/D.C.</b>  | 1.0<br><b>1.0</b>                               | 10,000<br><b>10,000</b>   |
| Covington Land-Gouldsboro, PA<br>Gouldsboro, PA<br><b>Central Pennsylvania</b>                                   | 35.9<br>39.0<br><b>74.9</b>                     | 501,600<br>-<br><b>501,600</b>                                    |
| Carol Stream, IL<br>Kenosha, WI<br>Woodridge, IL<br>Menomonee Falls, WI<br>Menomonee Falls, WI<br><b>Chicago</b> | 6.1<br>10.3<br>3.2<br>5.0<br>5.9<br><b>30.5</b> | 90,000<br>203,500<br>46,000<br>82,000<br>87,000<br><b>508,500</b> |
| West Chester, OH<br><b>Cincinnati</b>  | 6.4<br><b>6.4</b>                               | 80,000<br><b>80,000</b>   |
| First Arlington Commerce Center @ I-20<br><b>Dallas/Ft. Worth</b>  | 9.6<br><b>9.6</b>                               | 153,000<br><b>153,000</b>   |
| Broomfield, CO<br><b>Denver</b>  | 8.2<br><b>8.2</b>                               | 95,000<br><b>95,000</b>   |
| First Grand Parkway Commerce Center - Katy, TX<br><b>Houston</b>   | 46.7<br><b>46.7</b>                             | 828,000<br><b>828,000</b>   |
| Indianapolis, IN<br><b>Indianapolis</b>  | 27.1<br><b>27.1</b>                             | 276,500<br><b>276,500</b>   |
| First Nandina Logistics Center @ Moreno Valley<br>First San Michelle Logistics Center<br><b>Inland Empire</b>    | 69.2<br>9.3<br><b>78.5</b>                      | 1,450,000<br>188,576<br><b>1,638,576</b>                          |
| Maple Grove, MN<br><b>Minneapolis/St. Paul</b>   | 3.4<br><b>3.4</b>                               | 25,000<br><b>25,000</b>   |
| Rockdale Land-Wilson County, TN<br><b>Nashville</b>  | 101.7<br><b>101.7</b>                           | 1,500,000<br><b>1,500,000</b>                                     |
| Sayreville, NJ<br><b>New Jersey</b>  | 9.7<br><b>9.7</b>                               | 115,000<br><b>115,000</b>   |
| First 33 Commerce Center-Allentown, PA<br>Allentown, PA<br><b>Philadelphia</b>                                   | 42.3<br>15.3<br><b>57.6</b>                     | 584,000<br>-<br><b>584,000</b>                                    |
| West Valley City, UT<br><b>Salt Lake City</b>  | 2.7<br><b>2.7</b>                               | 38,000<br><b>38,000</b>   |
| First Park @ Ocean Ranch - Oceanside, CA<br><b>San Diego</b>   | 15.8<br><b>15.8</b>                             | 237,000<br><b>237,000</b>   |
| Stockton, CA<br><b>San Francisco</b>   | 57.9<br><b>57.9</b>                             | 1,200,000<br><b>1,200,000</b>                                     |
| Ajax, ON<br><b>Toronto</b>   | 7.7<br><b>7.7</b>                               | 100,000<br><b>100,000</b>   |
| <b>TOTAL OF OWNED LAND</b>   | <b>539.4</b>                                    | <b>7,890,176</b>  |

A

(a) Included in land and deferred leasing intangibles, net, is land purchased in 2008 for a purchase price of \$63,178 that is leased under ground lease arrangements.

(b) Detail for properties held for sale:

|   | September 30,<br>2014 |    | December 31,<br>2013 |    | December 31,<br>2012 |
|---|-----------------------|----|----------------------|----|----------------------|
| Number of Properties                    | 2                     |    | -                    |    | 3                    |
| Square Feet (in Millions)               | 0.2                   |    | -                    |    | 0.4                  |
| Accumulated Depreciation & Amortization | \$ 2,258              | \$ | -                    | \$ | 3,050                |

(c) At September 30, 2014, the 2003 Net Lease Joint Venture owned one industrial property comprising approximately 0.8 million square feet of GLA. We own a 15% equity interest in and provide property management services to the 2003 Net Lease Joint Venture. As of September 30, 2014, the 2007 Europe Joint Venture did not own any properties. We continue to hold our 10% equity interest in the 2007 Europe Joint Venture.

(d) Prepaid Expenses and Other Assets, Net as of September 30, 2014, are comprised as follows:

|  |               |
|--|---------------|
| Mortgage Loans and Interest Receivable                         | \$ 3,262      |
| Furniture, Fixtures, Leasehold Improvements and Equipment, Net | 1,270         |
| Prepaid Real Estate Taxes                                      | 4,779         |
| Earnest Money, Escrow and Other Deposits                       | 5,649         |
| Leasing Commissions FAS 141, Net                               | 4,929         |
| Leasing Commissions, Net and Lease Inducements, Net            | <u>46,385</u> |
| Other  | <u>3,742</u>  |

(e) Mortgage Loans Payable, Net consists of 42 first mortgage loans totaling \$602,927, which have interest rates ranging from 4.03% to 8.26%, maturities ranging between February 2016 through September 2022 and are collateralized by 176 properties.

(f) First Industrial has received ratings from three rating agencies with respect to its senior unsecured notes. The ratings are as follows:

|                   |      |
|-------------------|------|
| Fitch             | BBB- |
| Moody's           | Baa3 |
| Standard & Poor's | BBB- |

(g) Noncontrolling Interest represents operating partnership units owned by unit holders other than First Industrial Realty Trust, Inc.

(h) Interest expense is reflected net of interest capitalized with respect to properties under development.

|                      | Three Months<br>Ended<br>September 30, 2014 |    | Three Months<br>Ended<br>September 30, 2013 |    | Nine Months<br>Ended<br>September 30, 2014 |    | Nine Months<br>Ended<br>September 30, 2013 |
|----------------------|---|----|---|----|--|----|--|
| Capitalized Interest | \$ 288                                      | \$ | 1,079                                       | \$ | 1,030                                      | \$ | 3,077                                      |

(i) Investors in, and analysts following, the real estate industry utilize funds from operations ("FFO"), net operating income ("NOI"), EBITDA and adjusted funds from operations ("AFFO"), variously defined below, as supplemental performance measures. While the Company believes net income (loss) available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, as defined by GAAP, is the most appropriate measure, it considers FFO, NOI, EBITDA and AFFO, given their wide use by, and relevance to investors and analysts, appropriate supplemental performance measures. FFO, reflecting the assumption that real estate asset values rise or fall with market conditions, principally adjusts for the effects of GAAP depreciation and amortization of real estate assets. NOI provides a measure of rental operations, and does not factor in depreciation and amortization and non-property specific expenses such as general and administrative expenses. EBITDA provides a tool to further evaluate the ability to incur and service debt and to fund dividends and other cash needs. AFFO provides a tool to further evaluate the ability to fund dividends. In addition, FFO, NOI, EBITDA and AFFO are commonly used in various ratios, pricing multiples/yields and returns and valuation calculations used to measure financial position, performance and value.

As used herein, the Company calculates FFO to be equal to net income (loss) available to First Industrial Realty Trust, Inc.'s common stockholders and participating securities, plus depreciation and other amortization of real estate, plus or minus impairment of depreciated real estate, minus or plus non-NAREIT compliant gain (loss).

NOI is defined as revenues of the Company, minus property expenses such as real estate taxes, repairs and maintenance, property management, utilities, insurance and other expenses. NOI includes NOI from discontinued operations.

EBITDA is defined as NOI plus the equity in FFO of the Company's joint ventures, which are accounted for under the equity method of accounting, minus mark-to-market gain on interest rate protection agreements, minus general and administrative expenses and acquisition costs. EBITDA includes EBITDA from discontinued operations.

AFFO is defined as EBITDA minus GAAP interest expense, minus capitalized interest and overhead, plus amortization of debt discounts / (premiums) and hedge costs, minus preferred stock dividends, plus or minus straight-line rental income and amortization of above (below) market leases and lease inducements, minus provision for income taxes or plus benefit for income taxes, minus mark-to-market gain on interest rate protection agreements, plus restricted stock amortization, minus non-incremental capital expenditures. Non-incremental capital expenditures are building improvements and leasing costs required to maintain current revenues.

FFO, NOI, EBITDA and AFFO do not represent cash generated from operating activities in accordance with GAAP and are not necessarily indicative of cash available to fund cash needs, including the repayment of principal on debt and payment of dividends and distributions. FFO, NOI, EBITDA and AFFO should not be considered as substitutes for net income (loss) available to common stockholders and participating securities (calculated in accordance with GAAP) as a measure of results of operations or cash flows (calculated in accordance with GAAP) as a measure of liquidity. FFO, NOI, EBITDA and AFFO as currently calculated by the Company may not be comparable to similarly titled, but variously calculated, measures of other REITs.

In addition, the Company considers cash-basis same store NOI ("SS NOI") to be a useful supplemental measure of its operating performance. Same store properties, for the period beginning January 1, 2014, include all properties owned prior to January 1, 2013 and held as an operating property through the end of the current reporting period, and developments and redevelopments that were placed in service or were substantially completed for 12 months prior to January 1, 2013 (the "Same Store Pool"). The Company defines SS NOI as NOI, less NOI of properties not in the Same Store Pool, less the impact of straight-line rent, the amortization of lease inducements and the amortization of above/below market rent. For the quarters ended September 30, 2014 and September 30, 2013, NOI was \$ 60,678 and \$57,448, respectively; NOI of properties not in the Same Store Pool was \$1,687 and \$1,274, respectively; the impact of straight-line rent, the amortization of lease inducements and the amortization of above/below market rent was \$209 and \$583, respectively. Included in the \$1,687 of NOI from properties not in the Same Store Pool in 2014 is a one-time restoration fee of \$1,014. The Company excludes straight-line rent, amortization of lease inducements and above/below market rent in calculating SS NOI because the Company believes it provides a better measure of actual cash basis rental growth for a year-over-year comparison. In addition, the Company believes that SS NOI helps the investing public compare the operating performance of a company's real estate as compared to other companies. While SS NOI is a relevant and widely used measure of operating performance of real estate investment trusts, it does not represent cash flow from operations or net income (loss) as defined by GAAP and should not be considered as an alternative to those measures in evaluating our liquidity or operating performance. SS NOI also does not reflect general and administrative expenses, interest expenses, depreciation and amortization costs, capital expenditures and leasing costs, or trends in development and construction activities that could materially impact our results from operations. Further, the Company's computation of SS NOI may not be comparable to that of other real estate companies, as they may use different methodologies for calculating SS NOI.

The SS NOI percentage changes for the twelve months 2014, 2013 and 2012 are as follows:

|                                       | First Quarter | Second Quarter | Third Quarter | Fourth Quarter | YTD (2) |
|---------------------------------------|---------------|----------------|---------------|----------------|---------|
| 2014 Cash Basis SS NOI                | 2.3%          | 2.7%           | 5.7%          | N/A            | 4.0%    |
| 2014 Cash SS NOI w/o Termination Fees | 2.3%          | 2.4%           | 4.9%          | N/A            | 3.6%    |
| 2013 Cash Basis SS NOI                | 2.3%          | 0.8%           | 2.5%          | (1.1%)         | 1.4%    |
| 2013 Cash SS NOI w/o Termination Fees | 2.4%          | 1.9%           | 2.1%          | 3.5%           | 2.7%    |
| 2012 Cash Basis SS NOI                | 6.4%          | 5.9%           | 4.3%          | 12.4%          | 7.8%    |
| 2012 Cash SS NOI w/o Termination Fees | 6.7%          | 5.3%           | 4.3%          | 7.0%           | 6.3%    |

(1) Same Store NOI for the three and nine months ended September 30, 2014 excludes \$1,014 and \$2,236, respectively, in a one-time restoration fee. Including the one-time restoration fee, Q3 Cash SS NOI would have been 7.6%, and Cash SS NOI w/o Termination Fees would have been 6.7%. Year to date Cash SS NOI would have been 5.4% and Cash SS NOI w/o termination fees would have been 5.0%.

(2) Year to date SS NOI is calculated using the same store population as of the latest balance sheet date.

(j) NAREIT Compliant Economic Gain (Loss) results from the sale of properties not previously depreciated.

Non-NAREIT Compliant Gain (Loss) results from the sale of previously depreciated properties.

(k) On January 29, 2014, the Company entered into a seven-year, \$200,000 unsecured loan (the "Unsecured Term Loan") with a syndicate of financial institutions. The Unsecured Term Loan requires interest only payments and bears interest at a variable rate based on LIBOR, as defined in the loan agreement, plus a specified spread based on our leverage ratio or credit ratings. The Company also entered into interest rate protection agreements, with an aggregate notional value of \$200,000, to effectively convert the Unsecured Term Loan's LIBOR rate to a fixed rate.

(l) Non-incremental Capital Expenditures refers to building improvements and leasing costs required to maintain current revenues plus tenant improvements amortized back to the tenant over the lease term. Excluded are first generation leasing costs, capital expenditures underwritten at acquisition and development/redevelopment costs. The costs below reflect amounts recorded during the period.

|                           | September 30,<br>2014 | June 30,<br>2014 | March 31,<br>2014 |
|---------------------------|-----------------------|------------------|-------------------|
| Building Improvements     | \$ 5,558              | \$ 5,787         | \$ 1,568          |
| One-Time Restoration Fee  | (1,014)               | (833)            | (389)             |
| Leasing Costs             | 7,305                 | 7,535            | 6,190             |
| Prorata Share of JV Costs | -                     | 6                | -                 |
|                           | <u>\$ 11,849</u>      | <u>\$ 12,495</u> | <u>\$ 7,369</u>   |
|                           | September 30,<br>2013 | June 30,<br>2013 | March 31,<br>2013 |
| Building Improvements     | \$ 5,329              | \$ 3,987         | \$ 2,450          |
| One-Time Restoration Fee  | -                     | -                | -                 |
| Leasing Costs             | 7,825                 | 7,975            | 9,147             |
| Prorata Share of JV Costs | 9                     | 3                | -                 |
|                           | <u>\$ 13,163</u>      | <u>\$ 11,965</u> | <u>\$ 11,597</u>  |

A one-time restoration fee is excluded from the calculation of AFFO. The adjustment also reduces building improvements by \$389 in Q1, \$833 in Q2 and \$1,014 in Q3 for a 2014 year-to-date total of \$2,236.

(m) In accordance with GAAP, the diluted weighted average number of shares/units outstanding and the diluted weighted average number of shares outstanding are the same as the basic weighted average number of shares/units outstanding and the basic weighted average number of shares outstanding, respectively, for the three and nine months ended September 30, 2013, as the dilutive effect of awards that have forfeitable rights to dividends or dividend equivalents (LTIP Unit Awards) would be antilutive to the loss from continuing operations per share. The Company has conformed with the GAAP computation of diluted common shares in calculating per share amounts for items included on the Statement of Operations, including FFO and AFFO.

GAAP requires unvested equity based compensation awards that have nonforfeitable rights to dividends or dividend equivalents (restricted stock) ("participating securities") to be included in the two class method of the computation of EPS. Under the two class method, participating security holders are allocated income, in proportion to total weighted average shares outstanding, based upon the greater of net income (after reduction for preferred dividends and redemption of preferred stock) or common dividends declared. The Company conforms the calculation of FFO and AFFO with the calculation of EPS during periods in which common dividends are declared. The impact to basic and diluted FFO, AFFO and Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders for the three and nine months ended September 30, 2014 and 2013 is as follows:

|  | Three Months<br>Ended September 30,<br>2014 | Three Months<br>Ended September 30,<br>2013 | Nine Months<br>Ended September 30,<br>2014 | Nine Months<br>Ended September 30,<br>2013 |
|--|---|---|--|--|
| Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders and Participating Securities | \$ 21,327                                   | \$ 5,031                                    | \$ 27,848                                  | \$ 5,585                                   |
| Less: Net Income Allocable to Participating Securities   | (90)  | (42)  | (123)                                      | (120)                                      |
| Net Income Available to First Industrial Realty Trust, Inc.'s Common Stockholders                              | <u>\$ 21,237</u>                            | <u>\$ 4,989</u>                             | <u>\$ 27,725</u>                           | <u>\$ 5,465</u>                            |
| Weighted Average Shares - Basic  | 110,072                                     | 109,474                                     | 109,856                                    | 106,154                                    |
| Weighted Average Shares - Diluted  | 110,271                                     | 109,474                                     | 110,298                                    | 106,154                                    |
| Earnings Per Share - Basic and Diluted   | \$ 0.19                                     | \$ 0.05                                     | \$ 0.25                                    | \$ 0.05                                    |
| Funds From Operations - FFO (NAREIT)   | \$ 36,963                                   | \$ 29,583                                   | \$ 96,525                                  | \$ 78,042                                  |
| Less: Funds From Operations Allocable to Participating Securities  | (149)                                       | (127)                                       | (334)                                      | (323)                                      |
| Funds From Operations - FFO (NAREIT) After Income Allocable to Participating Securities                        | <u>\$ 36,814</u>                            | <u>\$ 29,456</u>                            | <u>\$ 96,191</u>                           | <u>\$ 77,719</u>                           |
| Weighted Average Shares/Units - Basic  | 114,512                                     | 114,089                                     | 114,346                                    | 110,823                                    |
| Weighted Average Shares/Units - Diluted  | 114,711                                     | 114,089                                     | 114,788                                    | 110,823                                    |
| Funds From Operations (NAREIT) Per Share - Basic and Diluted   | \$ 0.32                                     | \$ 0.26                                     | \$ 0.84                                    | \$ 0.70                                    |

|  |                  |                  |                  |                  |
|--|------------------|------------------|------------------|------------------|
| Adjusted Funds From Operations - AFFO  | \$ 25,614        | \$ 20,696        | \$ 73,235        | \$ 56,822        |
| Less: Adjusted Funds From Operations Allocable to Participating Securities               | (103)            | (89)             | (253)            | (235)            |
| Adjusted Funds From Operations - AFFO After Income Allocable to Participating Securities | <u>\$ 25,511</u> | <u>\$ 20,607</u> | <u>\$ 72,982</u> | <u>\$ 56,587</u> |
| Weighted Average Shares/Units - Basic  | 114,512          | 114,089          | 114,346          | 110,823          |
| Weighted Average Shares/Units - Diluted  | 114,711          | 114,089          | 114,788          | 110,823          |
| Adjusted Funds From Operations Per Share - Basic and Diluted                             | \$ 0.22          | \$ 0.18          | \$ 0.64          | \$ 0.51          |

(n) During the nine months ended September 30, 2014, the Company redeemed all 50 Depositary Shares of the Series F Preferred Stock and all 25 Depositary Shares of the Series G Preferred Stock. The initial offering costs associated with the issuance of the Series F and Series G Preferred Stock, as well as costs associated with the redemptions, totaled \$1,462 and are reflected as a deduction from net income in determining earnings per share for the nine months ended September 30, 2014.

During the nine months ended September 30, 2013, the Company redeemed the remaining 4,000 Depositary Shares of the Series J Preferred Stock and the 2,000 Depositary Shares of the Series K Preferred Stock. The initial offering costs associated with the issuance of the Series J and Series K Preferred Stock, as well as costs associated with the redemption, totaled \$5,667 and are reflected as a deduction from net income in determining earnings per share for the nine months ended September 30, 2013.

(o) Properties which are at least 75% occupied at acquisition are placed in-service. Acquired properties less than 75% are placed in-service upon the earlier of reaching 90% occupancy or one year from the acquisition date. Development properties are placed in-service upon the earlier of reaching 90% occupancy or one year from the date construction is completed. Redevelopments (generally projects which require capital expenditures exceeding 25% of the gross cost basis) are placed in-service upon the earlier of reaching 90% occupancy or one year from the completion of renovation construction.

(p) The unsecured line of credit consists of a \$625,000 unsecured revolving credit facility (the "Unsecured Credit Facility"). The Unsecured Credit Facility matures on September 29, 2017 with an option to extend an additional one year at our election, subject to certain restrictions. The weighted average interest rate at September 30, 2014 is 1.656%.

(q) Developable land area represents land acquired for future development or potential land sales. The developable GLA is based on the developable land area and a parcel by parcel estimate of the land to building ratio. Useable land area and developable / expandable GLA are estimated and can change periodically due to changes in the site design, road and storm water requirements, trailer parking, staging areas, type of building, condemnation, etc. Actual build out can be influenced by a number of factors including renegotiations with existing tenants, negotiations with new tenants, and in certain instances, zoning restrictions, assessments of market conditions and physical constraints for development.

(r) The Company uses the following general criteria to classify buildings by property type. While some properties may have characteristics of more than one property type, the Company determines the most dominating characteristic(s) to categorize a building. Individual properties may be reclassified over time due to changes in building characteristics such as tenant use and office space build out.

| Property Type      | Property Square Feet      | Ceiling Height   | Office Space |
|--------------------|---------------------------|------------------|--------------|
| Bulk Warehouse     | More than 100,000 sq. ft. | 22 ft. or more   | 5% to 15%    |
| Regional Warehouse | Less than 100,000 sq. ft. | 22 ft. or more   | 5% to 15%    |
| Light Industrial   | Less than 100,000 sq. ft. | 16 to 21 ft.     | 5% to 50%    |
| R&D/Flex           | Less than 100,000 sq. ft. | Less than 16 ft. | 50% or more  |

(s) Annualized net rental income per average occupied square foot is based on multiplying the current net rent by twelve and dividing by the average occupied GLA. This is used as a benchmark and does not necessarily reflect increases or decreases in NOI.

(t) Weighted average expected cap rate of acquisitions and developments placed in service represents the expected stabilized cash yield (cash NOI divided by the total expected investment stated as book value). Weighted average cap rate on sales represents the stabilized cash yield (stabilized cash NOI divided by the total expected stabilized investment). Cap rate at sale represents the actual NOI for the previous twelve months prior to sale divided by the sales price. Straight-line rents are not included in cash NOI.

(u) The Company considers Net Asset Value ("NAV") to be a useful tool for investors and analysts to estimate the value of common shareholder equity. The assessment of NAV is subjective and involves estimates and assumptions and can be calculated using various methods. The detail shown below is provided to assist analysts and investors in calculating NAV.

|  | At September 30,<br>2014 |     |
|--|--------------------------|-----|
| Quarterly NOI  | 60,678                   |     |
| Sales/Acquisitions/Developments Placed in Service Run Rate Adjustment        | 482                      | (1) |
| Stabilized Occupancy Adjustment (95% Occupancy)                              | 934                      | (2) |
| Stabilized Completed Developments Not in Service Adjustment (100% Occupancy) | 1,735                    | (3) |
| Adjusted NOI   | <u>63,829</u>            |     |
| Annualized NOI   | <u>255,316</u>           |     |
| CIP and Associated Land for Developments in Process                          | 38,898                   |     |
| Cash and Cash Equivalents  | 14,259                   |     |
| Tenant Accounts Receivable, Net  | 5,852                    |     |
| Furniture, Fixtures, Leasehold Improvements and Equipment, Net               | 1,270                    |     |
| Prepaid Real Estate Taxes  | 4,779                    |     |
| Earnest Money, Escrows and Other Deposits                                    | 5,649                    |     |
| Developable Land Inventory   | <u>84,722</u>            |     |
| Total Other Assets   | <u>155,429</u>           |     |
| Total Liabilities  | 1,483,476                |     |
| Shares & Units Outstanding   | 114,976                  |     |

(1) Adjustment reflects the incremental NOI for any acquisitions or developments placed in service during the quarter for the period from the beginning of the quarter to the date acquired or placed in service, net of a deduction for the NOI realized from any properties that were sold during the quarter. See page 18 for acquisitions completed, page 20 for developments placed in service and page 21 for sales consummated during the quarter.

(2) Adjustment reflects the potential NOI impact of leasing the in-service portfolio to 95% occupancy. This will add NOI when occupancy is below 95% and subtract from NOI when occupancy is above 95%. This adjustment excludes the impact of any future acquisitions or sales.

(3) Adjustment reflects potential additional NOI impact of leasing completed developments not in service to 100% occupancy. See page 20 for a list of the completed developments not in service.

(v) Southern California includes the markets of Los Angeles, Inland Empire and San Diego.