



NAREIT REITWeek 2017 Investor Presentation



June 2017

FR
LISTED
NYSE

SAFE HARBOR



This presentation contains 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. Forward-looking statements are based on certain assumptions and describe our future plans, strategies and expectations, and are generally identifiable by use of the words "believe," "expect," "plan," "intend," "anticipate," "estimate," "project," "seek," "target," "potential," "focus," "may," "will," "should" or similar words. Although we believe the expectations reflected in forward-looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained or that results will not materially differ. 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) and changes in interest rates; the availability and attractiveness of terms of additional debt repurchases; changes in our credit agency ratings; our ability to comply with applicable financial covenants; our competitive environment; changes in supply, demand and valuation of industrial properties and land in our current and potential market areas; difficulties in identifying and consummating acquisitions and dispositions; our ability to manage the integration of properties we acquire; potential liability relating to environmental matters; defaults on or non-renewal of leases by our tenants; decreased rental rates or increased vacancy rates; higher-than-expected real estate construction costs and delays in development or lease-up schedules; changes in general accounting principles, policies and guidelines applicable to real estate investment trusts; and other risks and uncertainties described under the heading "Risk Factors" and elsewhere in our annual report on Form 10-K for the year ended December 31, 2016, as well as those risks and uncertainties discussed from time to time in our other Exchange Act reports and in our other public filings with the SEC. 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 press release 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 us and the statements contained herein, reference should be made to our filings with the SEC.

LONG-TERM VISION

USING PLATFORM TO DRIVE SHAREHOLDER VALUE



- Talented people/platform to create/add value
- Strong balance sheet
- Active portfolio management
- Operational excellence and best-in-class customer service
- Continual focus on driving cash flow
- Growth through development and select acquisitions

OUR PROGRESS – THE FR TIMELINE



2009



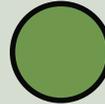
- Back to Basics
- Address liquidity and maturities
- Rationalize G&A
- Redefine strategy
- Set the stage for portfolio refinement

2011



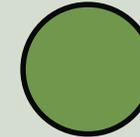
- Drive occupancy and NOI/Cash flow
- Strengthen balance sheet
- Implement Addition by Subtraction
- Initiate select investment

2013



- Drive occupancy and NOI/Cash flow
- Portfolio refinement
- Expanding investment
- Reduce debt costs
- Reinitiate and grow the dividend

Today



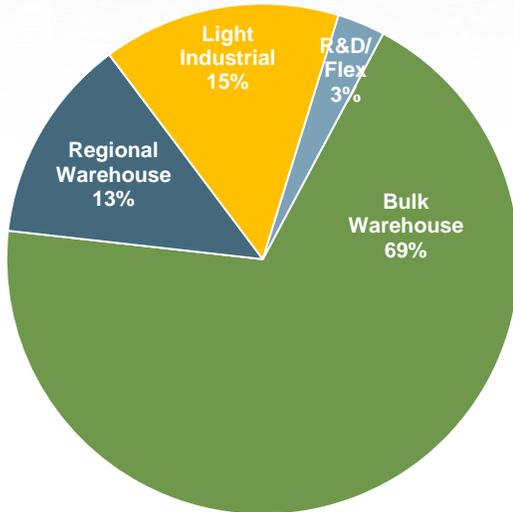
- Drive NOI/Cash flow
- Portfolio enhancement
- Development focused investment
- Reduce debt costs
- Grow the dividend



PORTFOLIO AND PLATFORM



SF BY PROPERTY TYPE⁽¹⁾



BROAD MARKET PRESENCE



⁽¹⁾ As of March 31, 2017.

⁽²⁾ Top five FR markets based on percentage of rental income as of March 31, 2017.

2017 HIGHLIGHTS ⁽¹⁾



1Q17

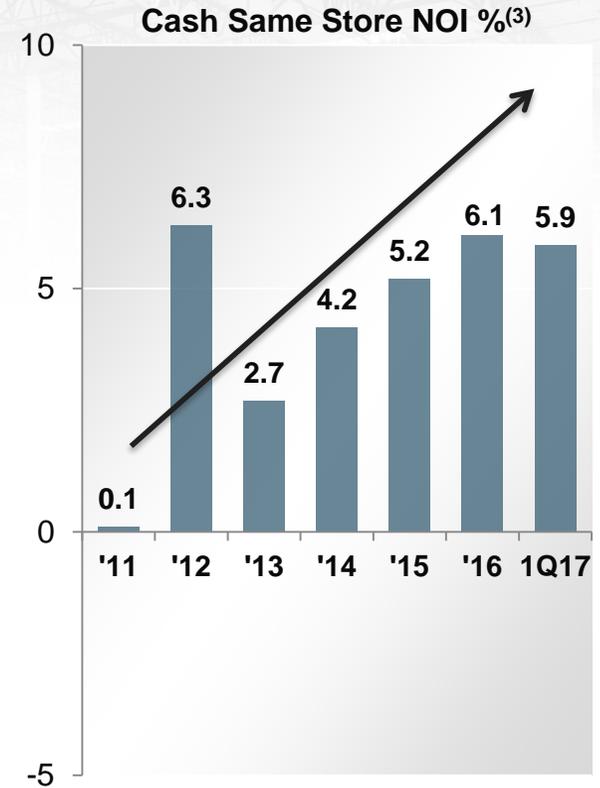
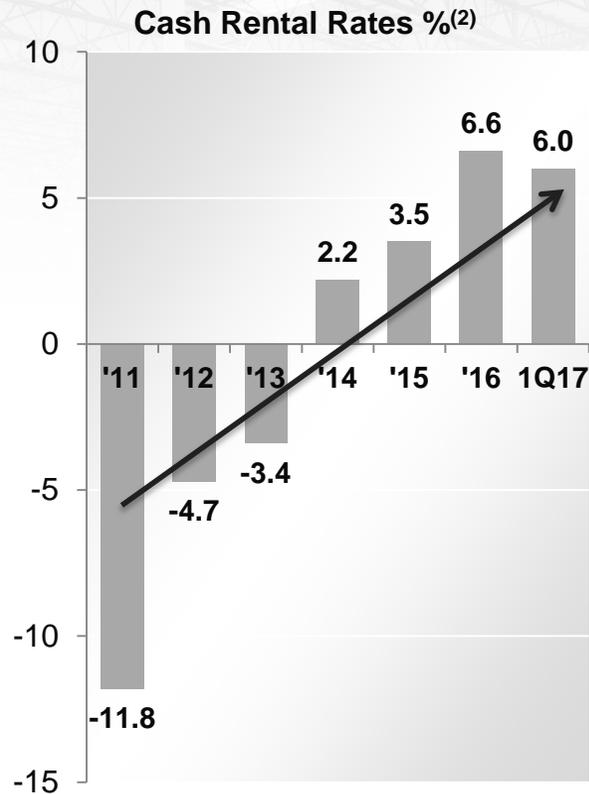
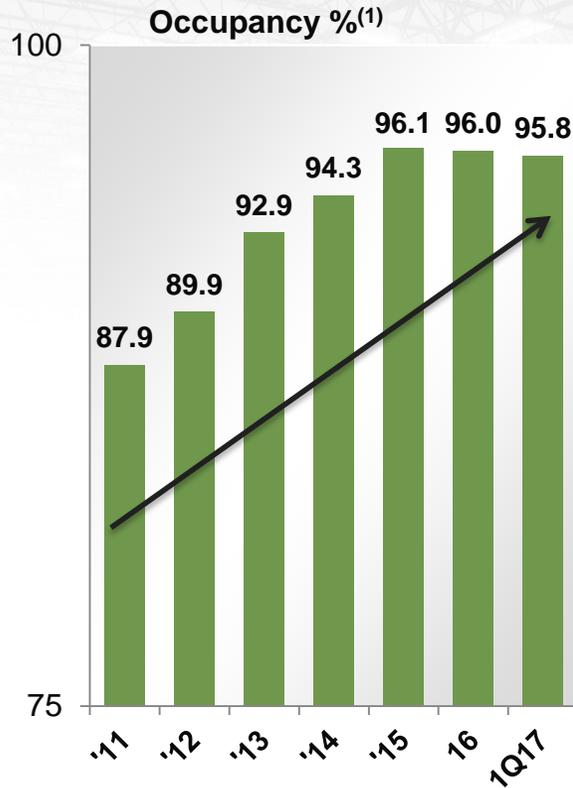
- Occupancy of 95.8%, up 100 basis points from 1Q16
- Cash Same Store NOI grew 5.9%
- Cash rental rates were up 6.0%
- Acquired a 19-acre development site in Southern California for \$15M
- Sold 12 buildings totaling 258,000 SF for \$20.5M
- Increased 1Q17 dividend 10.5% to \$0.21 per share

2Q17

- Acquired a 181,000 SF facility in Denver for \$11.2M
- Closed on \$200M of long-term unsecured notes with a weighted average interest rate of 4.34% in a private placement
- Leased 100% of 618,350 SF First Park @ PV 303 development and related land in Phoenix to UPS

(1) Through June 1, 2017.

KEY PORTFOLIO CASH FLOW METRICS



Driven by leasing execution, supported by fundamentals

⁽¹⁾ Period End.

⁽²⁾ Period Average.

⁽³⁾ End of year population of properties. Excludes one-time restoration fee in 2014, and lease termination fees.

WHY INDUSTRIAL REAL ESTATE?



INSTITUTIONAL ASSET CLASS

- Expanding investment from new, sophisticated investors
- Strong capital flows due to under-allocation
- Lower volatility returns
- Challenging to assemble in size

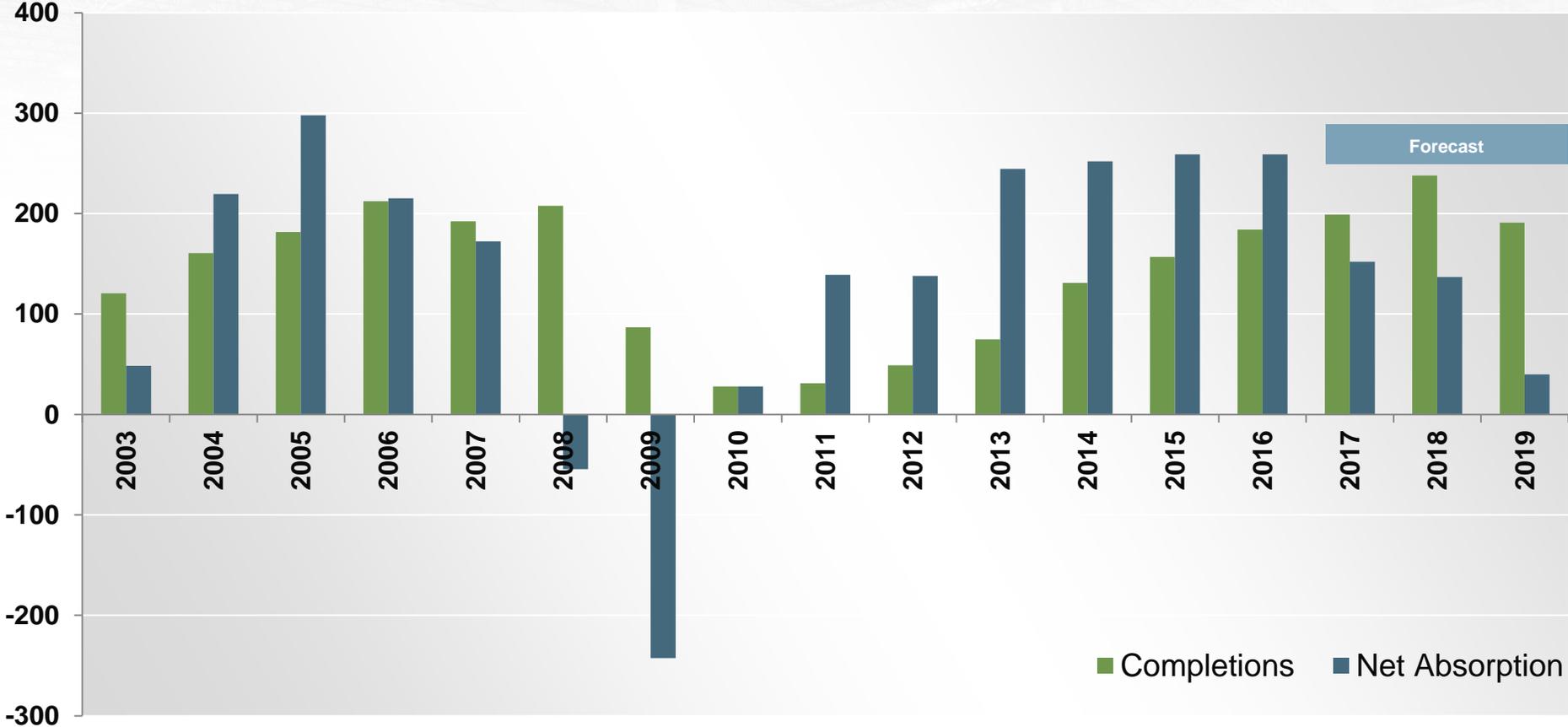
TENANT DEMAND

- Increased globalization, consumption and urbanization
- Broad-based demand with e-commerce/omnichannel tailwinds
- Supply chain reconfiguration benefiting infill locations

SUPPLY ENVIRONMENT

- Constrained financing due to Basel III
- Non-institutional developers have not re-emerged in size
- Increasingly difficult entitlement process and higher and better uses

U.S. NET ABSORPTION AND NEW COMPLETIONS



Source: CBRE Econometric Advisors as of 5/2/17.

STRATEGY FOR SUCCESS



Leasing and Operations Management

- ≈ 96% Average Occupancy
- Grow Rents/Bumps
- Reduce TI/LC/CapEx
- Best-In-Class Customer Service



Capital Management

- Strong Balance Sheet
- Investment Grade
- Capital Availability and Discipline



Portfolio Management

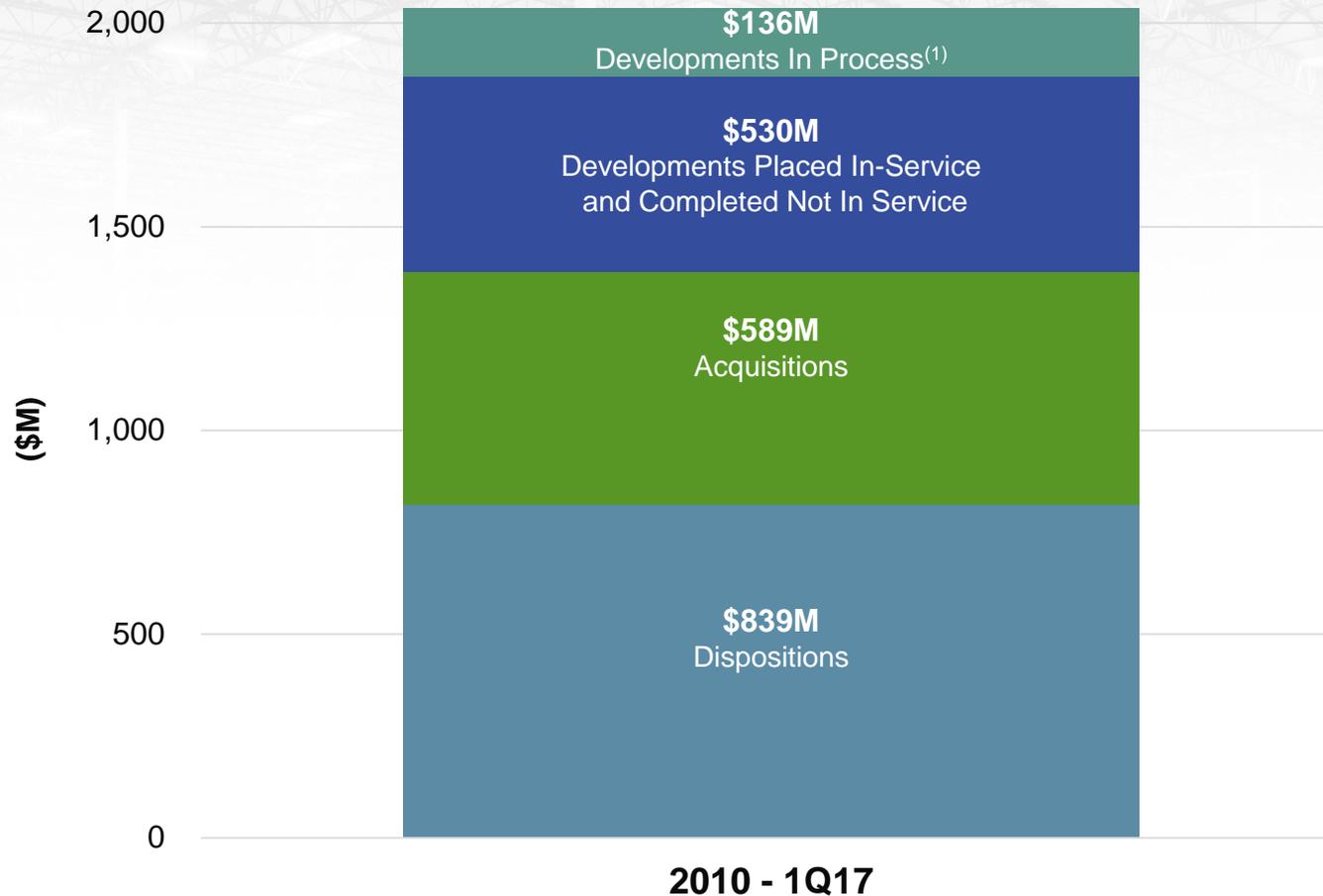
- Development Focus
- Selective Acquisitions
- Disciplined Dispositions



The FR Platform

Drive cash flow, maintain balance sheet strength, thoughtfully allocate capital

SIGNIFICANT PORTFOLIO TRANSFORMATION



Recycled \$2.1B since 2010 with minimal dilution

⁽¹⁾ As of March 31, 2017.

2016 DEVELOPMENTS PLACED IN SERVICE



| Name | Market | SF | Estimated GAAP Investment (\$M) ⁽¹⁾ | \$/SF ⁽¹⁾ | Estimated GAAP Yield ⁽²⁾ | Stabilized Cash Flow (\$M) | % Leased | Completion |
|---|--------------|------------------|--|----------------------|-------------------------------------|----------------------------|------------|------------|
| First Arlington Commerce Center @ I-20 | Dallas | 153,200 | \$9.5 | \$62 | 6.8% | \$0.6 | 100% | 3Q15 |
| First 33 Commerce Center | Pennsylvania | 584,760 | \$41.8 | \$71 | 6.9% | \$2.9 | 100% | 4Q15 |
| First Park @ Ocean Ranch Bldg. 3 | Southern CA | 65,600 | \$7.5 | \$114 | 7.1% | \$0.5 | 100% | 4Q15 |
| First Park Tolleson | Phoenix | 386,100 | \$21.8 | \$56 | 8.3% | \$1.8 | 81% | 4Q15 |
| First Park 94 – Building I | Chicago | 601,439 | \$27.7 | \$46 | 8.8% | \$2.4 | 100% | 2Q16 |
| First Arlington Commerce Center II @ I-20 | Dallas | 234,100 | \$12.4 | \$53 | 7.0% | \$0.9 | 100% | 2Q16 |
| First San Michele Logistics Center | Southern CA | 187,985 | \$13.2 | \$70 | 6.4% | \$0.8 | 100% | 2Q16 |
| First Park McDonough - BTS | Atlanta | 409,559 | \$20.5 | \$50 | 9.4% | \$1.9 | 100% | 4Q16 |
| First Reyes Logistics - BTS | Southern CA | 63,450 | \$17.0 | NA | 5.2% | \$0.9 | 100% | 4Q16 |
| First Florence Logistics Ctr. | New Jersey | 577,200 | \$38.6 | \$67 | 7.3% | \$2.8 | 100% | 4Q16 |
| Subtotal/Average | | 3,263,393 | \$210.0 | \$60 | 7.4% | \$15.5 | 98% | |

⁽¹⁾ Excludes First Reyes Logistics Center transload facility.

⁽²⁾ GAAP yield defined as first year stabilized cash NOI divided by GAAP basis.

2016 DEVELOPMENTS PLACED IN SERVICE



2016 DEVELOPMENTS PLACED IN SERVICE (CON'T)





2017 Developments in Process and Key Land Sites

DEVELOPMENTS COMPLETED OR IN PROCESS



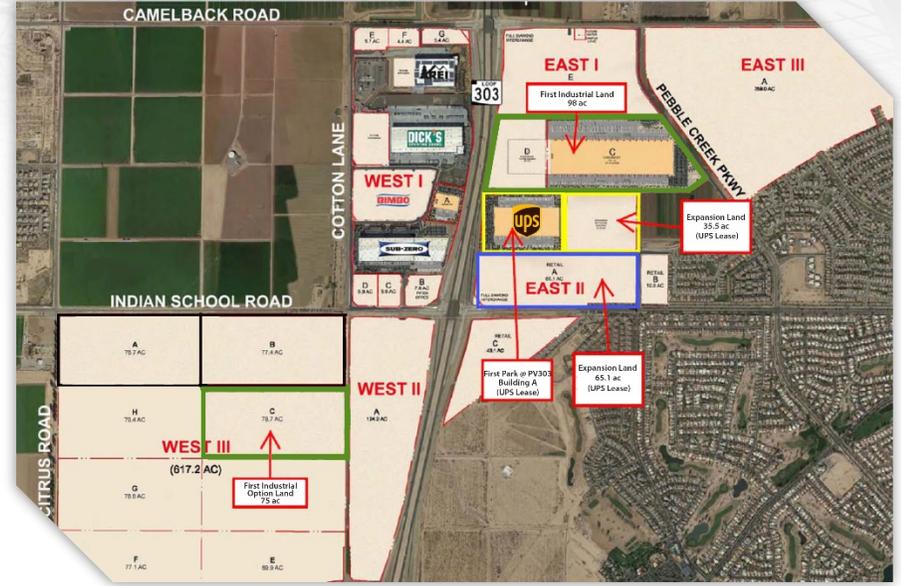
| Name | Market | SF | Estimated GAAP Investment (\$M) | \$/SF | Estimated GAAP Yield ⁽¹⁾ | Stabilized Cash Flow (\$M) | % Leased | Estimated Completion |
|-------------------------------------|---------------|------------------|---------------------------------|-------------|-------------------------------------|----------------------------|------------|----------------------|
| First Park @ PV 303 ⁽²⁾ | Phoenix | 618,350 | \$45.4 | \$53 | 7.2% | \$3.3 | 100% | 1Q17 |
| First Sycamore 215 Logistics Center | Inland Empire | 242,580 | \$17.8 | \$73 | 6.0% | \$1.1 | 0% | 2Q17 |
| First Park 94 Building II | Chicago | 602,348 | \$31.2 | \$52 | 7.7% | \$2.4 | 50% | 2Q17 |
| The Ranch by First Industrial | Inland Empire | 936,000 | \$86.7 | \$93 | 6.7% | \$5.8 | 0% | 4Q17 |
| Subtotal/Average | | 2,399,278 | \$181.1 | \$70 | 7.0% | \$12.6 | 38% | |

(1) GAAP yield defined as first year stabilized cash NOI divided by GAAP basis.

(2) Estimated GAAP investment, estimated GAAP yield, and stabilized cash flow reflect totals for the building plus related land, including the 65-acre parcel acquired for \$11.6 million in 2Q17, per the Company's press release dated June 1, 2017. \$/SF reflects building-only.

FIRST PARK @ PV 303

GOODYEAR, AZ



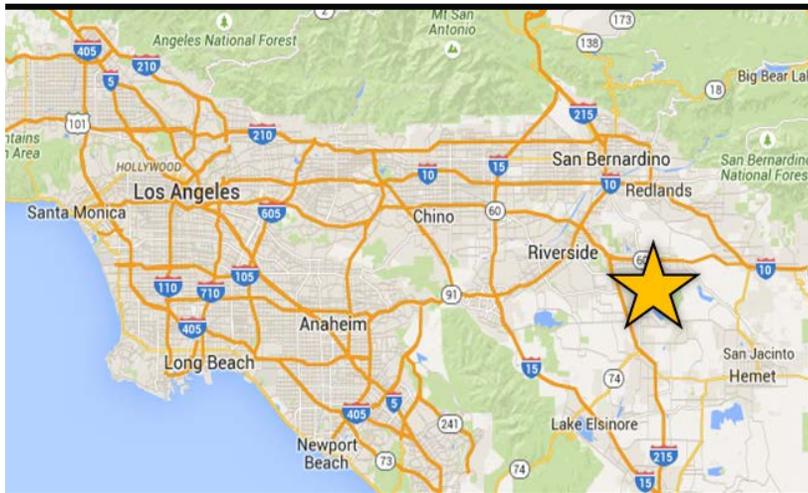
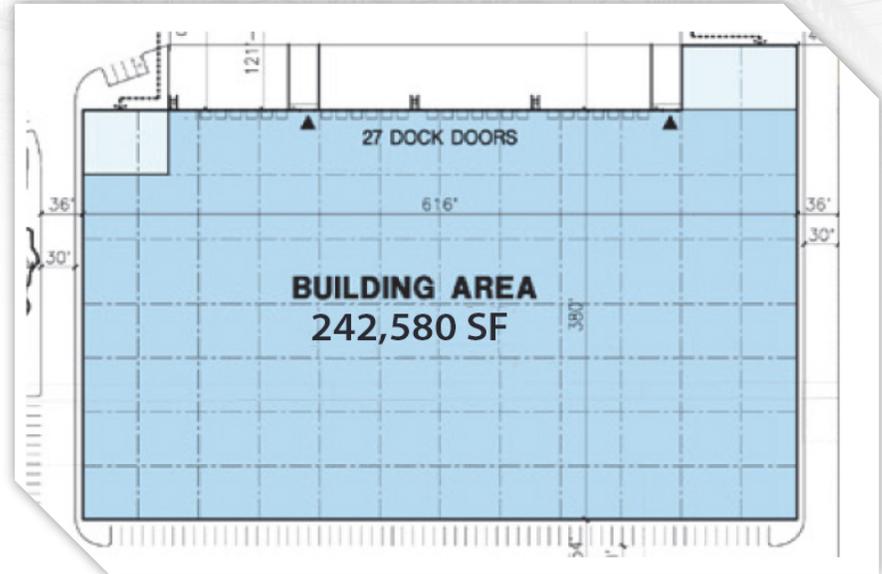
Summary

| | |
|--|-------------------|
| Square Feet: | 618,350 |
| Percent Leased: | 100% |
| Estimated GAAP Investment ⁽¹⁾ : | \$45.4M / \$53/SF |
| Estimated GAAP Yield: | 7.2% |
| Completed: | 1Q17 |

(1) Estimated GAAP investment, estimated GAAP yield, and stabilized cash flow reflect totals for the building plus related land, including the 65-acre parcel acquired for \$11.6 million in 2Q17, per the Company's press release dated June 1, 2017. \$/SF reflects building-only.

FIRST SYCAMORE 215 LOGISTICS CENTER

INLAND EMPIRE EAST, CA

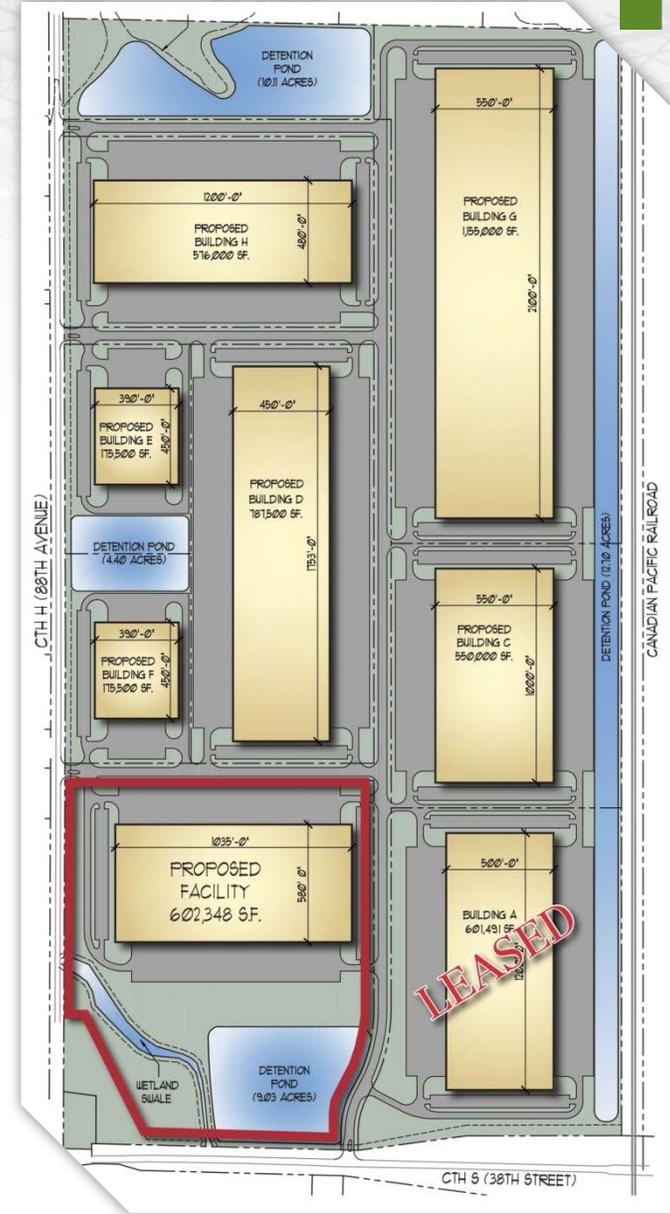


Summary

| | |
|----------------------------|------------------|
| Square Feet: | 242,580 |
| Percent Leased: | 0% |
| Estimated GAAP Investment: | \$17.8M/ \$73/SF |
| Estimated GAAP Yield: | 6.0% |
| Target Completion Date: | 2Q17 |

FIRST PARK 94 – BUILDING II

SE WISCONSIN / CHICAGO



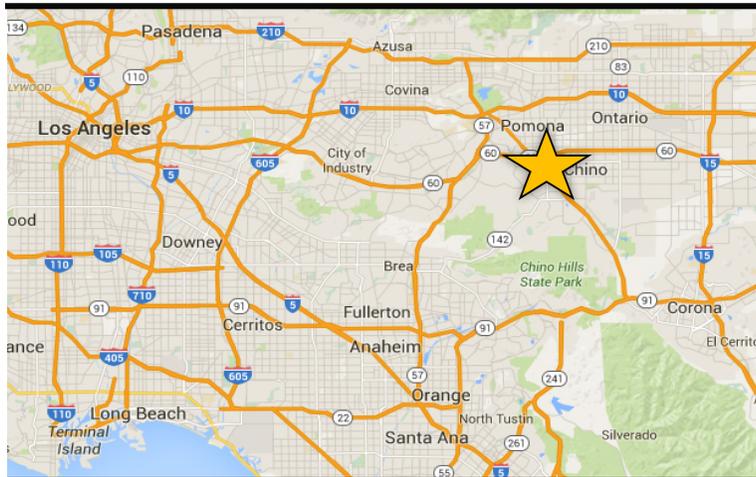
Summary

| | |
|----------------------------|------------------|
| Square Feet: | 602,348 |
| Percent Leased: | 50% |
| Estimated GAAP Investment: | \$31.2 / \$52/SF |
| Estimated GAAP Yield: | 7.7% |
| Target Completion Date: | 2Q17 |

LEASED

THE RANCH BY FIRST INDUSTRIAL

INLAND EMPIRE WEST, CA



Summary

| | |
|----------------------------|-------------------|
| Square Feet: | 936,000 |
| Percent Leased: | 0% |
| Estimated GAAP Investment: | \$86.7M / \$93/SF |
| Estimated GAAP Yield: | 6.7% |
| Target Completion Date: | 4Q17 |

STRATEGICALLY LOCATED LAND POSITIONS



LAND HOLDINGS (AS OF 3/31/17)



★ Markets with Developable Land

| Site | Market | Acres | Developable SF |
|--|---------------|--------------|-------------------|
| First Nandina Logistics Center | Inland Empire | 69.2 | 1,450,000 |
| First Perry Logistics Center | Inland Empire | 11.0 | 236,000 |
| First Fontana Logistics Center | Inland Empire | 19.1 | 401,820 |
| First Grand Parkway Commerce Center | Houston | 46.7 | 676,000 |
| First Park 94 | Chicago | 154.0 | 3,200,000 |
| First Mountain Creek Distribution Center | Dallas | 104.5 | 1,200,000 |
| First I-20/35 Distribution Center | Dallas | 26.3 | 420,000 |
| Covington | Pennsylvania | 35.9 | 502,000 |
| First Park Fairburn | Atlanta | 68.7 | 1,260,000 |
| First Park @ PV 303 | Phoenix | 33.6 | 500,000 |
| Stockton | Stockton | 57.9 | 1,200,000 |
| Rockdale | Nashville | <u>101.7</u> | <u>1,200,000</u> |
| Total Key Sites | | 728.6 | 12,245,820 |
| Other Sites | | <u>120.1</u> | <u>872,000</u> |
| Total | | 848.7 | 13,117,820 |

Ability to source, entitle and develop...
...and sell when appropriate



2016 Acquisitions

2016 PROPERTY ACQUISITIONS



| Name | Market | SF | Purchase Price (\$M) | Occupancy | \$/SF | Estimated GAAP Yield ⁽¹⁾ |
|---------------------------------|--------------|----------------|----------------------|------------|-------------|-------------------------------------|
| 8751 Skinner Court | Orlando | 125,775 | 9.3 | 100% | 74 | 7.8% |
| 4473 Shader Road | Orlando | 199,100 | 14.0 | 100% | 70 | 6.6% |
| 1445 Engineer Street | San Diego | 99,307 | 11.9 | 100% | 120 | 6.1% |
| 81 Paragon Drive | Chicago | 121,142 | 9.0 | 0% | 74 | 6.5% |
| 1351 NW 78 th Avenue | Miami | 63,389 | 8.4 | 100% | 133 | 7.4% |
| 6635 E 30 th Street | Indianapolis | 99,877 | 4.1 | 100% | 41 | 7.9% |
| Subtotal/Average | | 708,590 | \$56.7M | 83% | \$80 | 6.9% |

⁽¹⁾ GAAP yield defined as first year stabilized cash NOI divided by GAAP basis.

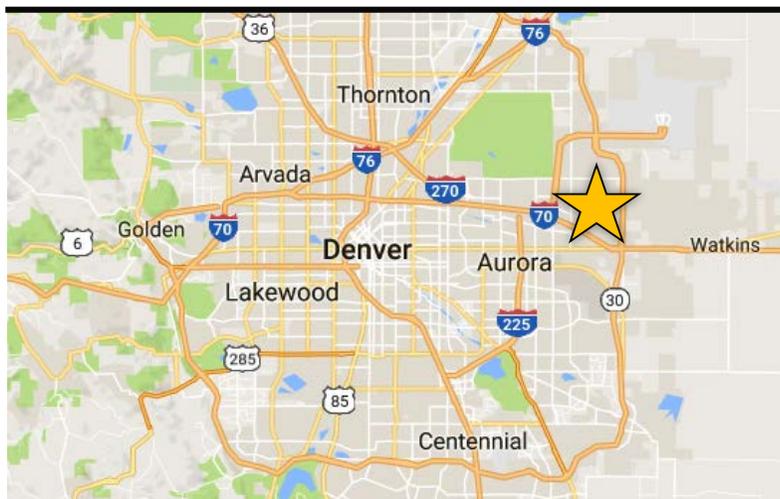
2016 PROPERTY ACQUISITIONS





2017 Acquisitions

21301 E 33RD DRIVE AURORA, CO



Summary

| | |
|-----------------|--------------------|
| Square Feet: | 181,348 |
| Purchase Price: | \$ 11.2M / \$62/SF |
| % Leased: | 100% |
| Yield: | 5.9% |



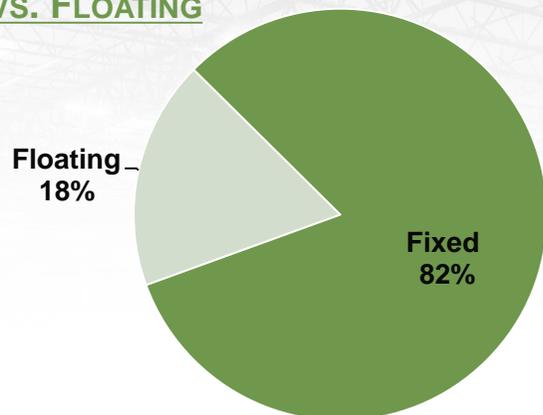
BALANCE SHEET

STRONG BALANCE SHEET

AS OF MARCH 31, 2017



FIXED VS. FLOATING



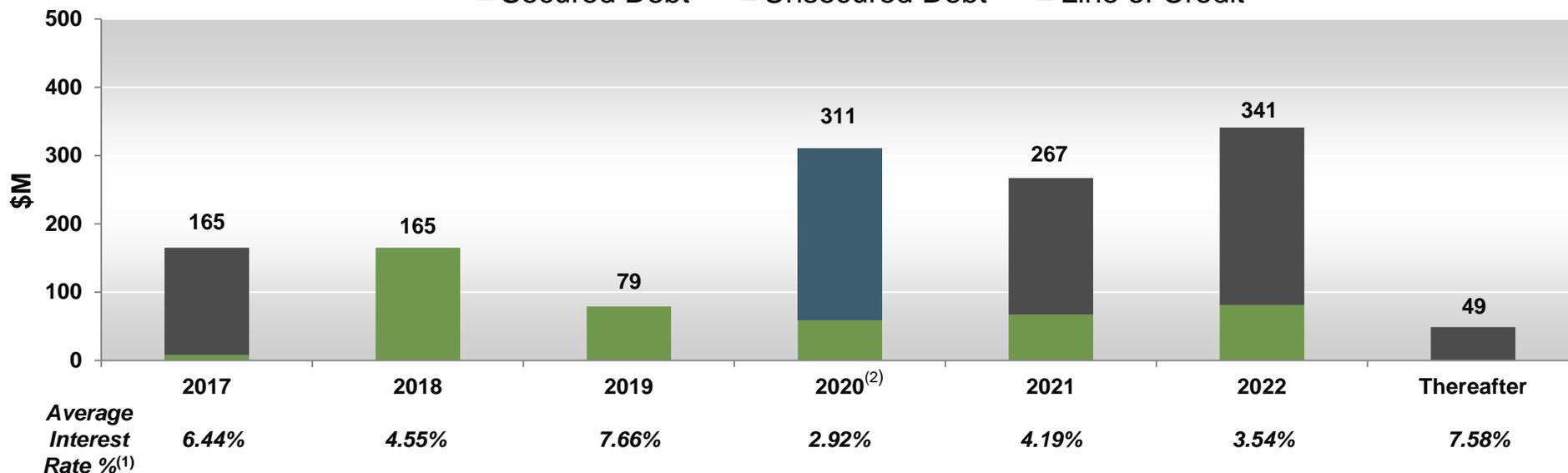
SUMMARY

| Debt Type | Amount (\$M) | % | Interest Rate | Weighted Maturity (Yrs.) ⁽²⁾ |
|--------------------------|--------------|----|---------------|---|
| Secured | 460 | 33 | 5.4% | 3.0 |
| Unsecured ⁽¹⁾ | 917 | 67 | 3.9% | 3.9 |
| Total | 1,377 | | 4.4% | 3.6 |

W/A interest rate without LOC **4.9%**

MATURITIES

■ Secured Debt ■ Unsecured Debt ■ Line of Credit ⁽²⁾



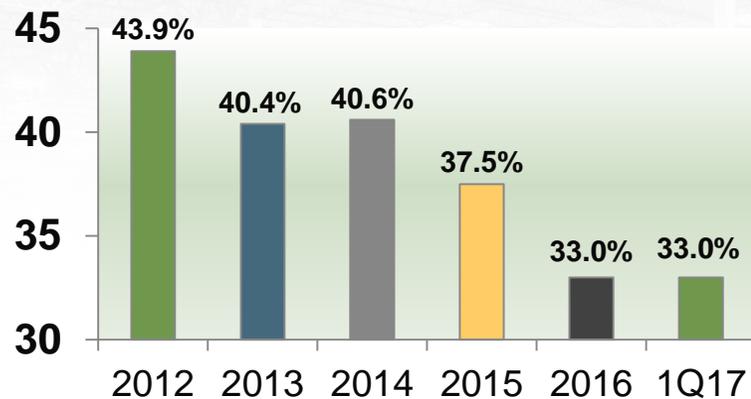
⁽¹⁾ Weighted average coupon interest rate includes the swapped rate for both of the unsecured term loans.

⁽²⁾ Line of credit maturity assumes exercise of one-year extension option.

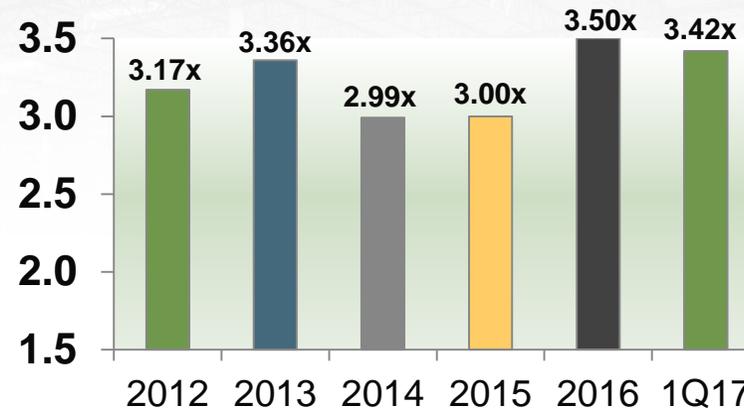
LINE OF CREDIT/TERM LOANS COVENANTS



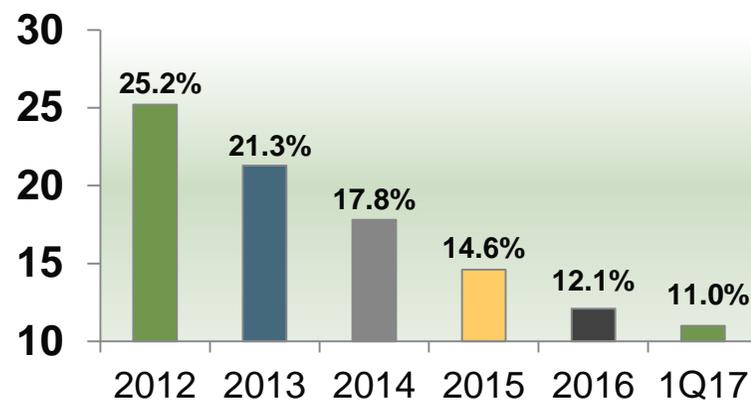
Total Leverage



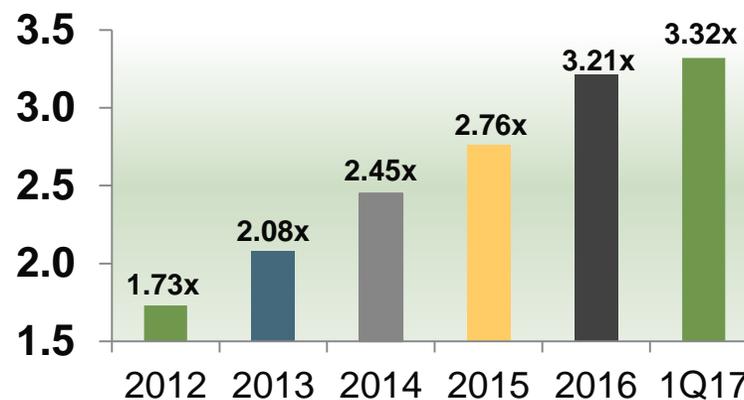
Unsecured Leverage



Secured Leverage



Fixed Charge Coverage



CONCLUSION



Transformation

Creating stability for future economic cycles with

- Strong balance sheet
- Refined portfolio

Performance

On-going cash flow growth opportunity via

- Tested platform
- Bumps, increasing market rents and lower TI/LC/CapEx
- Lease up of developments & value-add acquisitions
- Best-in-class customer service

Opportunity

Unrealized upside given

- Attractive asset class
- Growth and value creation via new investment
- Valuation discount to private portfolio trades



Q&A